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THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, JANUARY 5, 1906. NO. 1.

Ask Your Wholesaler for

Colman's No. 1 White Rice Starch

Manufactured by the

Makers of **Colman's Mustard**

You cannot get better Starch than COLMAN'S STARCH, or Better Mustard than COLMAN'S D.S.F. MUSTARD.

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

We wish all our Customers and Patrons a Prosperous Year in 1906.

Prosperity follows thesale of

Edwardsburg Starches and

"Crown" Brand Table Syrup

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

104 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27

Three Lines Worth Pushing

"KKOVAH" JELLIES

"KKOVAH" CUSTARD

"KKOVAH" BLANC MANGE

SUTCLIFFE & BINGHAM, Limited
17 St. John Street,
MONTREAL.

Coughs Have Made

Mathieu's Syrup of Tar and Cod Liver Oil famous throughout the Dominion as the best and most permanent cure for all throat and lung affections.

It is in constant and ever-increasing demand.

You can increase the number of your customers and the size of your banking account by stocking

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Mathieu's Nervine Powders are too well known as a cure for all nerve pains to need any comment. It is to your advantage to supply the demand.

J. L. Mathieu Co., Proprietors
SHERBROOKE - - - P. Q.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of **PURE STICK LICORICE,** Acme Licorice Pellets, M.& R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
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You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

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and

The "Thistle"

Hannah's Scotch Pickles

A good pickle is a hard thing to get hold of now-a-days. To be good a pickle must be sound, tart, crisp, palatable. Hannah's Scotch Pickles are all this and more. They are as good when the bottle is opened as the day they went into the bottle itself. That is because of the excellent high quality of the vinegar used. Packed in 10, 16, 20 and 30 ounce bottles and ***packed right***.

"Thistle" Maple Syrup

Made by particular people for particular people. The real honest kind that brings one back to the old farm again with its grove of sugar maples on the "north" side of the hill. Maple Syrup with the real maple taste to it.

Pints, Quarts, Gallons or in Bulk.

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We will reship, sell or store for you. Write us.

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IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.

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Agents for Grocers' Specialties and Wholesale Grocery Brokers.

Correspondence solicited. Address all communications to our head office.

26 Front St. East, Toronto

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ON SPOT.

W. H. MILLMAN & SONS

Grocery Brokers

TORONTO

POTATOES

Let me quote a price on a car of my celebrated Selected Delaware Potatoes

Delivered at your station.

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In a new brick block centrally located

Dingle & Stewart

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Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.

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Open for good Canned Goods Agency — Correspondence Solicited.

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Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY

WE CAN handle your account to our MUTUAL ADVANTAGE.

Correspondence solicited. Established over 12 years

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Wholesale Brokers and Commission Merchants

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Storage facilities. Correspondence solicited

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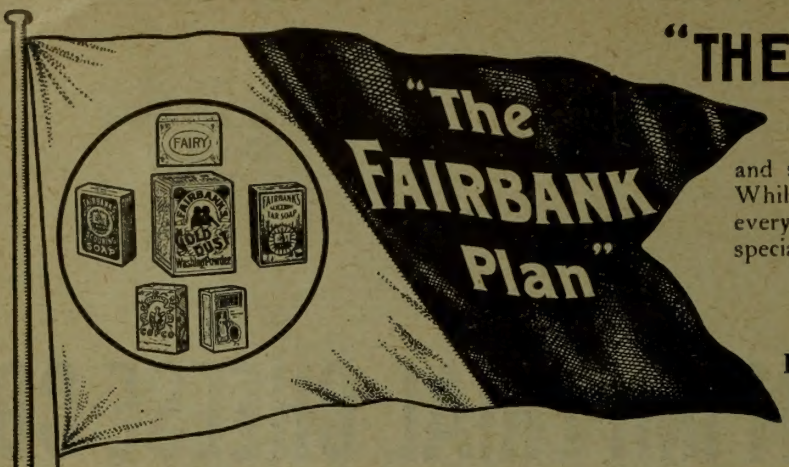

"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
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and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

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FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL,
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begs to thank his many Canadian friends for their increased consignments this year, and to wish them all a prosperous New Year.

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PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

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Est. 1873. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of
CANNED GOODS.
T. A.—Scottish, Liverpool.

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Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
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Cable Address "RAPP, LIVERPOOL"
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Provision Merchants.
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Liberal advances on consignments.

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WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

This space $30 per year.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
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BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

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FRUIT AND PRODUCE BROKERS,
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APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

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Commission Agents and Merchants.

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11 and 12 Bedford Hotel Chambers, Covent Garden,
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European representatives and distributors, Earl Fruit Co., California, U S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

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are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

Salter & Stokes 20 King St. W. Smithfield, 226-7 Central Market, E.C., **London, Eng**
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield · We buy outright

"The Brand of Quality"

TRADE MARK REG'D
THE ESSEX CANNING & PRESERVING Co LIMITED

We can now offer the trade the following:

APPLE JELLY IN CUPS AND JARS
APPLE BUTTER IN JARS AND PAILS
A Limited Quantity of "Gallon Apples."
Prepared Pumpkin, "Threes," the Pure Thing
and **Tomato Catsup in Tins and Bottles**

all of which are bound to give satisfaction to the consumer, as the quality is extra good, and prices right.

If your dealer cannot supply you with any of the above, write direct to

THE ESSEX CANNING AND PRESERVING CO'Y, LIMITED

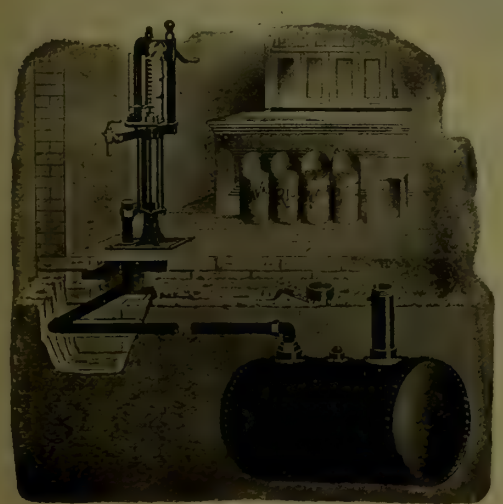
Factories at Essex, Ont. 8 WELLINGTON ST. EAST, TORONTO, CANADA

THE LIFE OF GASOLINE

The vital element of gasoline is the gas. If this gas has been allowed to escape, the gasoline is "stale" or "flat" and your customer becomes dissatisfied.

THE REMEDY

Buy a high quality gasoline and store it underground and thus keep it at a uniform temperature, using the



PUMP IN STORE—TANK BURIED.

BOWSER LONG DISTANCE GASOLINE STORAGE OUTFIT

It is absolutely evaporation proof and so retains the high quality of your gasoline.

It is absolutely safe and is permitted by the insurance companies.

It is convenient, gasoline being pumped and measured directly into your customer's can without the use of measure or funnel.

It is economical, as it prevents loss thro' evaporation and spilling.

Full information free.

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We wish to represent manufacturers and provision dealers in Manitoba, Saskatchewan and Alberta. We have well established sales agents in every important town. At Winnipeg we have first-class warehouse accommodation. Interested parties are referred to the Eastern Townships Bank of Canada.

CANADIAN CO-OPERATIVE CO., Limited
Box 559 WINNIPEG, MANITOBA
Capital $250,000.

Do You Know?

that with every 100-bar case of

CHASER SOAP

You receive a coupon worth 25 cents.

The Duncan Company of Montreal
P.O. Box 292. 1974 Notre Dame St.

W. P. KAUFMANN

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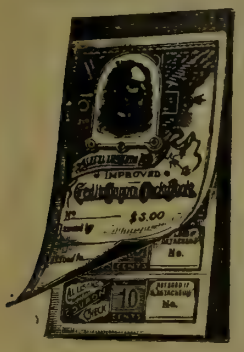
Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.



They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

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200 CANDLE POWER OF CLEAR, STEADY LIGHT

The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. *Send for Catalog.*

AUER LIGHT CO.——————MONTREAL

ELECTRIC POWER COFFEE MILLS

This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

"WALKER BINS"

The Ideal Grocery Store Fixture

The Walker Pivoted Bin and Store Fixture Co.

BERLIN, Ontario

A MARVEL

THE LATEST DEVELOPMENT IN SCALEDOM.

No. 88 Boston Junior

Seven pounds capacity, and the value of each half ounce is shown in plain figures. Wherever demonstrated it is simply ***Captivating the Grocers.*** For butter, tea and groceries in general it is unexcelled, and is creating a great demand for itself. ***Ask to see it.***

Prices range 5c. to 80c. per pound. Its simplicity of operation is a marvel to those who have seen it, and as it is

ABSOLUTELY AUTOMATIC

in its operation, it saves much time and requires no weights or poises to weigh or compute to its full capacity.

Send your card to any district office or local agent, or direct to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

and we shall be glad to explain any feature of this scale on which you may wish information.

INVESTIGATE!

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

Customers Can Count

That a storekeeper who uses a National Cash Register has newer stock, better methods and satisfactory prices. A merchant who is up to date in his methods of keeping accounts is up to date in other ways

Where a cash register is used there are no disputes over change, money paid on account, bills sent twice. It safeguards purchases made by servants or children

Storekeepers are invited to send for our representative who will explain N. C. R. system

Tear off here and mail to us today

N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

In looking over your past year's business, it may have occurred to you that your tea trade should have shown up better. It may have been good, but still not what it should be.

Supposing you study the Tea question a little more closely and give

JAPAN TEAS

a thorough good introduction to your customers. You will satisfy them and make profitable turnover.

Japan Teas are Nature's best, purest, healthiest and most invigorating teas.

HIGH QUALITY.
LOW PRICE.

The unanimous verdict of users of

Paterson's Sauce

Rose & Laflamme,
Agents, MONTREAL

George Dalidet & Co.

BORDEAUX,
FRANCE

The Noted Packer of French Products

Peas
Mushrooms
Mixed Vegetables
Sardines
Crystallized and Glazed Fruits

They Are Sellers

Let us hear from you.

Agents:
ROSE & LAFLAMME
MONTREAL

THE LEADING HOSPITALS USE

Burton's All-Healing Tar Soap. A fine, cleansing, healing and antiseptic soap, chosen by the leading hospitals, because of its superior purity and usefulness. You can supply this demand with little trouble and much profit.

If you have not any in stock, get our prices and samples.

ALBERT SOAPS, LIMITED
Manufacturers
MONTREAL

The Grocer's New Year's Resolve

That he will sell only the best made goods and thus command the best class of trade.

A first place in his list will be found for **Sterling Brand Pickles and Relishes**—a line of Canadian-made goods that meet the requirements of the most exacting customers.

—All up-to-date jobbers
—sell Sterling Goods.

The T. A. LYTLE CO., Limited
TORONTO, Can.

The Only Spice of Life for Horses, Cattle and Poultry

IS *Myers'*

It is not a Stock Food, but a condiment to be used with food, and contains no corn, middlings, etc. Why pay ten cents per pound for what costs only one cent? If you desire bulk for your money take 100 pounds of middlings, or such like, and mix with 100 pounds Myers' Spice, you will then get a much superior article than most advertised Stock Foods, and it will cost you only $5.50 per 100 pounds. A saving of $4.50 on 100 pounds is an item not to be lost sight of. Is not this true economy?

The trade is respectfully invited to write the

Myers Royal Spice Co., - Niagara Falls, Ont.

for quotations, as we do only with the trade and do not supply the consumer.

Colonial Ceylon,

"The pearl drop on the brow of India."

Sends Her New Year's Greetings to Her Sister Colony,

"The Lady of the Snows."

May 1906 be a Year of Success.

Content and Happiness to every Canadian Grocer.

Canadian success is measured by her granary.

Ceylon success by her tea-ry.

In January 1874, Ceylon had produced barely 25 lbs. of tea.

To-day she leads the world in quality tea.

Ceylon Tea is the choicest, best-flavored and purest tea grown anywhere in the world.

CEYLON TEA—Green and Black

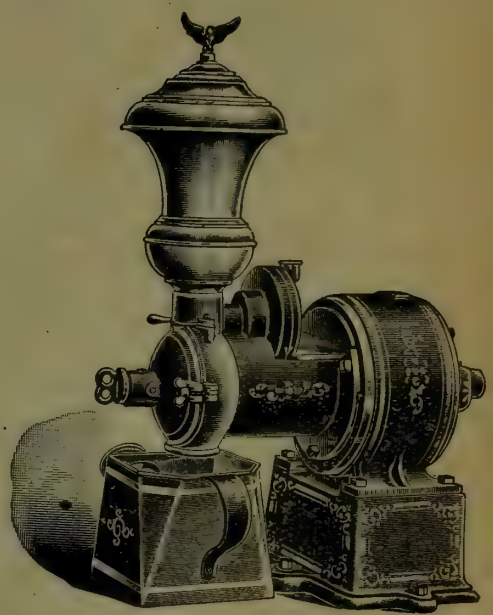
"ENTERPRISE" PAYS

The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery.

The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.



THE ENTERPRISE MFG. CO. OF PA.,
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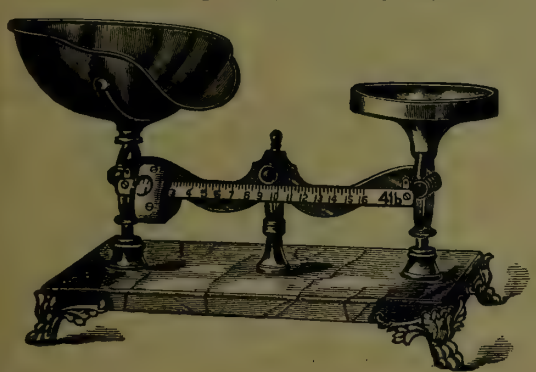


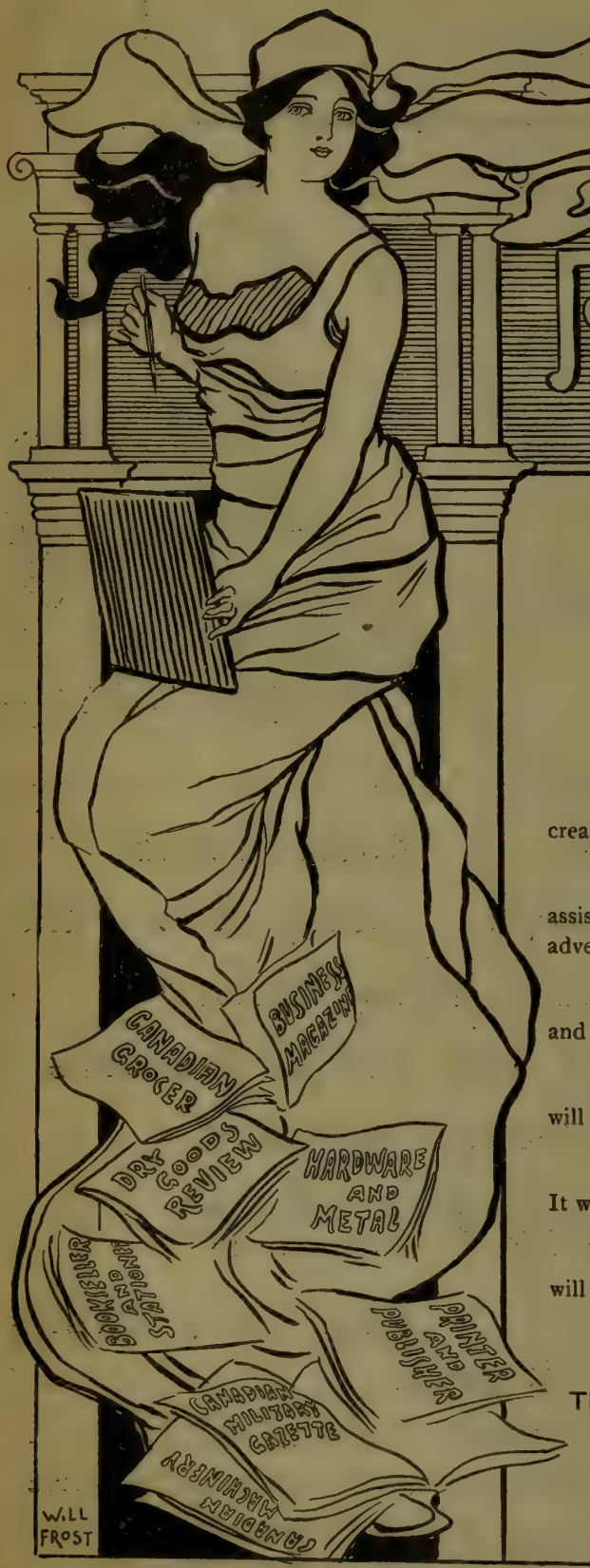
Scales **Brass Scoops**
Steel Scoops **Candy Show Pans**
Glass Show Bottles
Peanut and Coffee Roasters
Peanut Warmers

SODA FOUNTAINS

Syrups and Fountain Requisites **Paper Julep Straws**
Bakers' and Confectioners' Supplies
Wire and Metal Furniture for Cafes, Etc.

FLETCHER MFG. Co.

Send for Catalogue *440 and 442 Yonge St., TORONTO*



Do You Illustrate Your Ads.?

A bright design often goes a long way to increase the effectiveness of a good advertisement.

Our Pictorial Ad. Department is designed to assist our patrons to improve the quality of their advertising at the lowest possible cost.

Our artist will submit sketches to suit any trade and finish sketches when approved.

Just the actual work of artist and cost of plate will be charged for.

Your advertisement will stand out distinctively. It will be exclusive. It will pay.

Don't hesitate to ask for what you want. We will see that you get it promptly.

Pictorial Advt. Dept.

THE MacLEAN PUBLISHING CO., Limited

Montreal Toronto Winnipeg

What is the Meaning of "Well-Balanced" Flour?

A perfectly "balanced" flour is one which contains the greatest amount of nutriment in its most easily digestible form. No single variety of wheat will produce "well-balanced" flour. It requires the careful selection of different kinds.

The makers of **ROYAL HOUSEHOLD FLOUR** have more than a hundred elevators, scattered throughout the greatest wheat-growing country in the world, which enables them to secure the very pick of the wheat that will yield perfectly-balanced flour.

The kind of flour that produces the best, the largest and the strongest loaf.

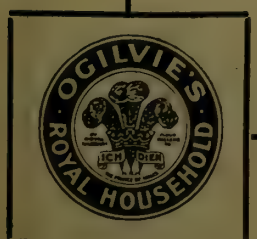
The loaf which contains the greatest amount of bone, muscle and brain-making protein and the lowest percentage of waste.

ROYAL HOUSEHOLD makes bread which reduces the labor of digestion, and gives greatest nutrition for least stomach effort.

It's the "balance" in flour that makes bread easier to digest and gives it many other qualities which are usually attributed to other causes.

Ogilvie's "Royal Household" Flour

Try a 7-lb. Bag—Then You'll Want a Barrel



25-Cent Japan Tea

Are you looking for the finest value in Japan Tea that can be bought in Canada to-day to retail at 25 cents?
We have it—at 18½ cents—that could not be sold (if bought on to-day's market) at less than 20 cents.
If this interests you write us.
Also a nice sweet drawing Gunpowder in Caddies, at 11 cents.
And exceptional values in low priced Ceylon and India Teas.
We are headquarters for tea values.

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

EVERY YEAR IS A NEW YEAR

And the masses of people are ever striving to make the one to come more successful and happier than the preceding.

It adds to our own pleasure when we express the hope that these conditions will be fully realized by our friends who for 25 years have been the staunch supporters of

WOOD'S COFFEES

May this New Year's Greeting prove the beginning of a most prosperous era for you all.

CANADIAN FACTORY AND SALESROOM

No. 428 ST. PAUL ST., - - MONTREAL.

GILLETT'S GOODS ARE STANDARD ARTICLES

IT IS TO THE ADVANTAGE OF EVERY HOUSEKEEPER IN CANADA TO USE THEM . . . . . .

Magic Baking Powder.
Gillett's Perfumed Lye.
Imperial Baking Powder.
Gillett's Cream Tartar.
Royal Yeast Cakes.
Gillett's Mammoth Blue.
Magic Baking Soda.
Gillett's Washing Crystal.

MADE FOR OVER 50 YEARS.
(ESTABLISHED 1852)

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

TEAS

We are offering special values in all lines and grades. Don't fail to see samples and get prices from our travellers.

Full Assortment:

Ceylon Blacks Japans
Assam " Ceylon Greens
Congous Young Hysons
Gunpowders

Warren Bros. & Co.

Wholesale Grocers
Toronto

Cocoa, Its History, Growth, and Cultivation

A Lecture delivered by Mr. Henry Deacon, at the Merchant Venturers' Technical College, Bristol, England.

I am afraid that many of the best informed have very hazy ideas respecting some of the necessaries of life which we handle and use every day. Cocoa is one of these articles and I propose to consider its history, growth, and the process of manufacture into the variety of forms in which we receive it as a finished article of food, and I trust the result of our meeting to-night will be to give an additional interest in this popular article.

Nature, ever lavish in her gifts to her children, has not only bountifully provided for all our requirements in the abundance of food necessary to sustain and develop life, but with a prodigal liberality has given richly of her treasures to minister to man's delight and enjoyment, and from many a sunny clime we receive those products which have not only become the luxuries of our tables but are now regarded as the necessaries of life, and of these natural gifts, not the least is cocoa.

Its history is deeply interesting, and many learned works dating over 300 years back have been written in its praise, ascribing to it miraculous medicinal virtues.

The History of Cocoa.

Cortez and Pizarro during their conquest of Mexico and Peru in the year 1519 made the acquaintance of the cocoa plant, which they found to be carefully cultivated by the natives for the beverage it yielded and which was a much esteemed article of consumption — the mighty Montezuma having fifty cups served up daily, while the seeds also were used as their current coin.

When Cortez sent to Charles V. of Spain the principal products of the new world he included cocoa as the choicest of the beverages which Spain obtained by her conquests.

The excellent qualities of cocoa soon became appreciated by the Spaniards, and the physicians of the day were loud in their praises of the new beverage for its supposed wonderful healing powers.

The Spaniards seem to have jealously guarded their newly found treasure, and it was not until a century after its introduction into Europe that the English became acquainted with it, it having probably been brought over by that celebrated physician and naturalist, Sir Hans Sloan, and we read in the Public Advertiser of Tuesday, June 16, 1657, that "In Bishopsgate street in Queen's Head alley at a Frenchman's house, is an excellent West Indian drink called chocolate to be sold where you may have it ready made at any time and also unmade at reasonable rates."

Later in the eighteenth century it became the fashionable luxury of the rich. In 1746, the famous Cocoa Tree Club was formed in St. James street, and has been immortalized by Addison and Steele in the pages of the Tatler and Spectator. Chocolate was frequently the theme of contemporary literature, and had become an exceedingly popular beverage, and the Cocoa Tree was a favorite sign and name for places of public refreshment. Here the wits and literary men of the day were wont to congregate and over their cups of cocoa discuss the absorbing topics of the day.

These cocoa houses of a bygone age exerted, no doubt, a considerable influence on the social life and conditions of the time, but however interesting it may be to linger round the memories of these old-world taverns and in imagination to people them with the men whose personality has been made very real to us by their writings, they are utterly a thing of the past, and have faded out of the present work-o'-day world with the men who haunted their purlieus and made them famous in their day by the glamour of their wit and genius.

Towards the middle of the nineteenth century it was an established beverage for all classes. Modern processes have, however, so much improved the form in which cocoa is now placed before us that every year its sale increases.

From 267,000 lbs. in 1820, the consumption was raised to 9,900,000 lbs. in 1875; 21,601,825 lbs. in 1891; 42,353,724 lbs. in 1901, and 45,313,072 lbs. in 1904.

The figures I have just given indicate the attention which the cultivation of the cocoa tree is receiving at the hands of planters.

The Theobroma Cacao tree belongs to the order Byttneriacea. The term "Theobroma" implies "Food for the Gods," and the name was given to the plant by the great Swedish naturalist Linnaeus, who is said to have been particularly fond of the beverage prepared from its seeds.

The Mexicans called it "cacaoa quahuilt," naming its seeds "chocolalt." The word "chocolalt" supposed to represent the sound made by the primitive mortar in which they ground the nuts, and there is no doubt we derive the words "cacao" and chocolate from these native names, the term "cacao" having been changed into the familiarly known word "cocoa."

Its Cultivation.

The Theobroma Cacao is a native of the tropical parts of America and is extensively grown in the West Indian Islands, Brazil and Guiana. It flourishes a few degrees north and south of the equator, so we have a belt of cocoa-growing country around the world. Its cultivation has also been introduced into some parts of Asia and Africa, and a much esteemed variety has of recent years been successfully cultivated in Ceylon, and marks a fresh departure in the trade in this increasingly important article of food and drink.

The cocoa grown in Ceylon possesses a peculiarly fine and delicate flavor, somewhat different to that grown in the western hemisphere.

The ordinary height of the tree ranges from 12 to 20 feet, but is sometimes higher. The plant when three years old begins to bear fruit, but it does not reach its full productiveness until the seventh or eighth year. It has fine spreading branches with large handsome dark green leaves, the flowers are formed of small pale yellow blossoms, the fruit consists of large pods somewhat the shape of a lemon, but much larger, being from 6 to 9 inches long and 3 to 5 inches in diameter, containing nuts which number about forty, and lie in regular rows like the grains of maize. The pods hang pendulous from the tree by a tough stalk and are scattered about the trunk and larger branches. They are at first of a dark green with the side nearest the sun of a dull red; as they grow riper the green changes to a fine bright yellow and the dull to a more beautiful red. The tree bears two crops a year, and as the pods ripen they are cut down by men who go through the plantations every morning. The pods are then broken open by the natives and the beans placed in heaps for the curing process. When this is complete they are dried in the sun and packed in bags for exportation to Europe.

When a plantation is being laid out the ground has to be thoroughly cleared and prepared. The young plants—reared from seed—are set in regular rows about 15 feet apart and as the young tree is somewhat tender for some time after it is planted a quick growing tree is placed by its side, generally the banana, which affords shade and protection until the young cocoa tree is sufficiently strong to bear the rays of the fierce tropical sun.

It will thus be seen that cocoa cultivation requires a considerable capital, as three years of labor and care have to be provided for before the tree bears fruit and yields a return for the planter's outlay.

Now, having traced our cocoa bean through its early history and cultivation, until it is landed on our shores, it may be interesting to give a brief description of how this valuable gift of nature is manufactured, and the processes it passes through in order to render it one of the most delicious of beverages.

The Process of Manufacture.

Now to start with our raw cocoa bean, the first thing is to cook it. This is accomplished by roasting in iron cylinders revolving over coke fires; this process requires skill and judgment which only long experience can give. The roasting develops the delicious aroma and flavor characteristic of cocoa. The nuts having cooled are passed through rollers which crack the husk or shell; the whole is then passed through winnowing machines, where the shell or husk is separated from the crushed nut which now becomes the familiarly known cocoa nib. The shell has a small commercial value, being much used in Ireland for making a thin drink.

The nibs are now passed through a series of mills with large granite rollers. I should say that the cocoa bean contains a large quantity of natural fat —about 50 per cent. Owing to so large

a proportion of oil or cocoa butter—as it is termed—the hard, dry nib, becomes with the heat and friction of the mills reduced to a pasty substance and finally emerges from the last mill in a thin liquid stream. It is then poured into moulds and cooled, forming solid blocks about 28 lbs. each. These are stored ready to be used for making into the many forms of cocoa and chocolate with which we are familiar.

As I mentioned just now, the cocoa butter forms a large proportion of the cocoa bean. This excess of fat rendered cocoa somewhat indigestible to many, and to overcome this difficulty, West Indian arrowroot or sago and refined sugar were added, thus producing what is known as the prepared cocoas—a soluble, easily digested and nutritious beverage—and the well known brands, such as Caracas cocoa, homeopathic cocoa and pearl cocoa are deservedly popular and a great favorite with the younger members of our families.

Notwithstanding the numerous advantages of the prepared cocoas, many preferred the cocoa made from the nibs, although the process of making it was rather a troublesome one, requiring many hours of gentle stewing to extract the flavor, and the liquor allowed to cool in order that the oil or cocoa butter which rose to the top might be removed.

Modern research and science, however, have come to the aid of the lover of pure cocoa, and by means of powerful machinery the oil is extracted in large measure. To accomplish this the cocoa as it leaves the mills in its liquid state is run into canvas bags; these are placed in steel cylinders about a foot in diameter and perforated at the sides. The cylinders being filled with the bags of liquid cocoa, hydraulic pressure of about 1,200 lbs. to the square inch is applied and the butter flows out through the punctured sides of the cylinder warm and as liquid as salad oil and cools into the hard substance known as "cocoa butter." We have now left in the persuasive embrace of the cylinder a hard, dry mass which is ground down and passed through fine sieves of about 3,000 holes to the square inch. This constitutes the article known as cocoa extract, being a pure cocoa deprived of a large portion of the natural oil.

Another well known brand is pure concentrated cocoa, an article produced by a new scientific process and the careful use of the finest cocoa. This also has a portion of the oil extracted, and being in a highly concentrated form is very economical in use.

From cocoa we naturally turn to chocolate which is simply our old friend cocoa sweetened with refined sugar, flavored with vanilla and made into the great variety of forms so familiar to the lovers of sweetmeats. A very great favorite just now is the popular milk chocolate.

The present popularity of cocoa is due to its very agreeable qualities as a drink and this combined with the knowledge of its dietetic value has made it a most welcome adjunct to our breakfast tables, and as a light meal it is invaluable for supper.

Each special process of manufacture is watched with great care and the perfection of this article is the result of many years of experience and skillful treatment in which the introduction of the newest machinery has played an important part.

Another condition of success is the expert judgment necessary in selecting the finest quality bean of the various countries; this requires a knowledge which only the long training of the mind, eye, and taste can give. As a rule the best results are obtained by a judicious blending of the different growths of cocoa. Two kinds of chocolate, with which you are no doubt familiar, are, however, made from one kind of bean only, that of which it bears the name, viz., Caracas chocolate and Ceylon chocolate.

Value as a Food Product.

And now a word as to the value of cocoa as a food. Analytical chemists tell us that cocoa possesses a large percentage of flesh and force producers. It will thus be seen that in cocoa we have a valuable article of diet, and in treating it as a drink the object has been to develop its peculiarly grateful aroma to the greatest possible extent and to make it perfectly soluble, palatable and digestible.

If, as it has been said, he is a public benefactor who makes two blades of grass grow where only one grew before, then surely he who by careful study and scientific research succeeds in evolving out of a crude product of nature a wholesome and nourishing food within reach of the poorest can lay claim to like distinction.

In the economy of this wonderful body of ours, it is necessary to the maintenance of the due balance of health and strength that we should combine in our foods those articles which contain the elements required to renew the daily wear and tear and one of the most important of these elements is nitrogen. Now it is the special function of the nitrogenous foods, or flesh formers, to make good the continual waste of muscle and tissue. Cocoa contains a stimulating alkaloid called Theobromine, which is closely allied to the theine and caffeine of tea and coffee, and being one of the most highly nitrogenized vegetable substances known, it is at once apparent that it contains the elements of a valuable food; and in proportion as medical science advances and the conditions essential to maintain health and vigor become better understood, the importance is increasingly realized of a pure and wholesome diet, and the adoption of such articles of food and drink as are not only nourishing and appetizing, but which, being easy of digestion, are rapidly assimilated.

Dr. Andrew Wilson, F.R.S.E., the eminent lecturer on health, says: "In cocoa we have a perfect food, a bean rich in all materials needed for growth. A cocoa bean is a kind of vegetable egg which contains all that is needed to build up a living body."

Its sustaining properties are appreciated by cyclists, tourists, and others who find in a packet of chocolate a portable and satisfying meal.

PORK PACKERS AND THEIR DIFFICULTIES.

The seriousness of the removal of bonding privileges by the Minister of Agriculture continues to be demonstrated by those whose interests are at stake. Since this subject was first dealt with in the columns of The Grocer a good deal of correspondence has been received dealing with the situation. The following from F. W. Fearman Co., Limited, Hamilton, Ont., sets forth in convincing manner the true condition:

"The subject of handling American hogs in bond has been so well explained in your columns that there is but little more can be said.

"The fact remains that this country is not raising anywhere near enough hogs to keep the packing houses now in existence in working condition.

"There is a normal requirement of 56,000 hogs per week to enable these houses to operate upon a normal basis of manufacturing cost per hog or per 100 pounds.

"Any shortage of this required supply adds to the manufacturing cost per hog or per 100 pounds.

"When the average supply amounts to only 28,000 to 29,000 per week in any one week, with a maximum at any time of 35,000, it can readily be seen how serious this shortage is, and it can as readily be figured how this shortage adds to the operating cost that must be added to the product of a week's operations.

"It was to ameliorate this condition of extreme dearth of raw material that the Canadian bacon curer, as a matter of survival, of self-preservation, was compelled to resort to the handling of American hogs in bond. Simply this, and nothing more.

"The handling of American hogs in bond was not letting these hogs, nor the product of these hogs, into this country free. It was simply the handling of them as far as the converting of the hogs into bacon was concerned, and provided work for employes who otherwise would have to go on short time, or without work altogether, and help keep the packing house in existence.

"Every pound of the product of these hogs had to be shipped out of the country or else pay the duty.

"It has been said if the bacon curers would pay more for the hogs the farmers would raise more.

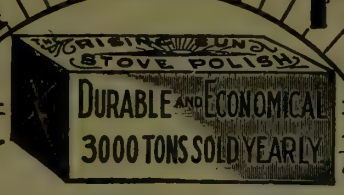
"If those who make this assertion would stop to think that where there are fourteen packing houses, with only enough raw material available to keep half that number fairly well going, there is only one result in the struggle for a share of the supply that is in sight; the producer is bound to get, and does get, every farthing the curer can afford to pay, and in many periods gets more, far more, than he should have been paid.

"The Canadian farmer has every reason to congratulate himself upon the price he has been getting for his hogs. They have paid him, and paid him well. We will assert that they have paid him better than anything else on the farm. All things considered, he has been paid more for his hogs than any other farmer in the world.

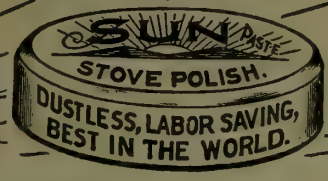
"Those who are asking for better prices than have been paid by the bacon curers the last few years, and than they are paying now, are, to say the least, unreasonable.

"The larger percentage of the farmers of this country do not know what it costs them to raise hogs and put them upon the market, do not know what they are making out of them, and we think it would do good if the Government would give the results of their

RISING SUN STOVE POLISH IN CAKES AND SUN PASTE STOVE POLISH IN TINS



WELL-KNOWN AND RELIABLE



GUARANTEED TO THE TRADE

QUALITY COUNTS. Our goods are made perfect by forty years experience. It is worth something to the retail dealer to push goods that give the greatest satisfaction to the consumer. Our experience and special facilities developed over a long period at large expense enable us to produce the highest quality of stove polish. We pack our goods in the most attractive style. Largely increased sales prove our claims to superiority.
You make friends for yourself and for us when you push **RISING SUN** and **SUN PASTE.** They please the consumer.

MORSE BROS., PROPS., CANTON, MASS., U.S.A.

numerous experiments as to what it costs to bring hogs to maturity in such a way as to impress it upon every farmer.

"If the Ontario farmer was not making money at 6c per lb. and in many cases 6¼c per lb. through the month of December, how much was his friend in Michigan losing at 4.35c to 4½c for his hogs, both fed under very much similar conditions?

"There is no more danger of the spread of infection through the handling of these hogs in bond than there is from the hogs passing through every day, train after train, from Windsor to Bridgeburg, or from Sarnia through the whole stretch of this country to Boston.

"We cannot believe that the bacon out of these hogs handled in bond is sold as Canadian bacon. Anyway, in our own case, we have positive knowledge that what product of these hogs in bond we have sent to the British market has been sold with full representation as to what it was and that it in no way came in competition with nor affected the position of the product of our Canadian hogs.

"In any event the Government could have made such regulations as to positively prevent the selling of the bacon of these hogs in bond as Canadian, by compelling the bacon curer to burn into the rind the words 'Product of American hogs.'

"A packing house differs from other lines of manufacturing. The raw material is perishable and must be handled promptly and expeditiously. Comparatively the same staff has to be maintained right along whether the operations be large or small. You have to be prepared to take care of what hogs come in each week, be they few or many.

"We consider the Government are making a grave mistake in withdrawing the conditions under which American hogs in bond are handled, and are adding to the difficulty under which the bacon curing industry has been struggling for some time."

THE BONDED REGULATIONS.

The regulation governing the importation of hogs under bond, and which the Government has now decided to abolish, is given herewith. The regulation came into effect on May 3, 1880, and has not been very extensively made use of until recently, when the shortage of Canadian hogs became serious.

Sec. I—Swine may be imported into Canada for the purpose of being slaughtered; the importer shall enter the same for warehouse upon the usual form of such entries, stating upon its face the number, live weight and value of the herd, and the rate and amount of duty, as prescribed by the tariff in force at the time of making such entry. Such importer shall then execute a bond to the King, with two sufficient sureties, to the satisfaction of the collector of customs at the port where such swine are imported or warehoused, in double the amount of such duty; the condition of such bond shall be that upon due exportation within one year of the products of the swine so imported, slaughtered and cured in the form of pork, bacon, hams, shoulders and lard, then the said bond shall be and become null and void.

In January, 1882, the privilege was extended by the following order-in-council: The bond given by the importer, as before specified, shall be cancelled upon the exportation of 60 per cent. of the live weight of swine weighing 200 pounds each and under, or upon the exportation of 65 per cent. of the live weight of the swine weighing over 200 pounds each, as originally entered, in the form of pork, bacon, hams, shoulders and lard.

For the fiscal year ending June 30, 1905, the statistics of the U.S. Government show that a total of 44,496 hogs were exported to Canada. The number of these turned into bacon, etc., by the Canadian packers, and sent to the British markets will be forthcoming from the statistics of the Canadian Customs Department.

The total number of hogs imported from the United States in the fiscal year ending June 30 was 5,334,859 pounds. Of these 50,182 pounds were for consumption and the balance was in bond.

Just the Same

Year in, year out, quality never changes

The best **BLACK LEAD** made

"JAMES DOME"

We Wish You a Prosperous Year.

W. G. A. LAMBE & CO., Canadian Agents.

A GOOD SALMON

In 1-lb. tall tins to retail at 10 cents.

The best for the price. Get our quotations.

THOMAS KINNEAR & CO.

Wholesale Grocers = = TORONTO and PETERBORO

UPTON'S

Jams, Jellies and Orange Marmalade

have the call

UPTON'S

Cranberry Sauce in 1 lb. glass jars fills a long felt want at this season of the year.

LOOSE-LEAF SYSTEMS CRAIN OTTAWA, ONT.

Christmas Business over, now for stock-taking. Did it ever occur to you the convenience it is in having

LOOSE LEAF STOCK-TAKING SHEETS?

We carry them in stock and can supply you with any quantity.

They can be neatly filed away in one of our binders, thus having them always easy of access.

Write us to-day.

The Rolla L. Crain Co.
LIMITED

OTTAWA, Canada

TORONTO OFFICE	-	18 Toronto St.
MONTREAL OFFICE	-	74 Alliance Bldg.
ST. JOHN, N.B.	-	Schofield Bros.
WINNIPEG, MAN.	-	Sylvester-Willson Bldg.
VANCOUVER, B.C.	-	White & Bindon

GREEK CURRANT MONOPOLY.

Mr. Charles S. Wilson, secretary of legation at Athens, reports that the company formed some months ago, which obtained from the Greek Government the monopoly of the growing and trade in dried currants, upon taking over the stock of the former companies, found about 98,000,000 liters of currants in its storehouses, and at the end of this year that amount will be almost doubled. In order to utilize this large supply, the company is making experiments in feeding animals with the product after it has been kneaded and made into molds. The company is also about to import a number of automobiles into Greece to be used as public conveyances. The motive power of these machines is to be alcohol extracted from currants. The same alcohol will be used for lighting purposes, and the company is now trying to introduce lamps which burn alcohol. It is hoped, on account of its price that alcohol will largely replace petroleum, which is very expensive in Greece.

WHAT DO YOU THINK OF THIS?

Louis and Arthur Bein put in four acres of beets this year, which they carefully tended during the Summer, and now have a nice little bank account to show for their work. The boys expended $60.65 for seed, thinning, pulling, etc., and did their own irrigating, weeding and hauling. The crop amounted to 90 tons and 762 pounds, for which they received $451.90. After paying their expense of $60.65 the boys had $390.25 left as pay for their work, which they deposited in the bank. Is there any other place on earth where two young schoolboys can earn that much money during the Summer on four acres?—Berthoud (Colo.) Bulletin.

NEW SOAP COMPANY.

From the St. John Globe it is learned that an English company has been formed to furnish a new soap which makes laundry work with salt water possible. Now ocean steamships will not have to carry from 50,000 to 100,000 pieces of bed and table linen to last during the entire voyage. Washing can be done aboard.

MOLASSES TRADE——

If you have been selling poor goods during the past year

Turn Over a New Leaf

Buy our "Barbados Special" in hf. bbls. or 3-lb. tins, and you will gain trade.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton**

Our Annual Stock-Taking is Over

Our travellers are resuming their trips after a week's vacation, and have a large range of **Special Inducements** in short lines, that will enable the retailer to secure some Trade Stimulators.

James Turner & Co., Hamilton

OIL.

How **ESSENTIAL** to get a **PURE OIL**

How **VALUABLE** to have a **PURE OIL**

How **PROFITABLE** to sell **Suaut & Co.'s**

Write for Price Lists to

J. RUSSELL MURRAY
6 St. Sacrament St., MONTREAL.

Sole Canadian Representative of Messrs. Mengert, Gagnoli & Co., Nice, Barri, Lucca.

OUR COMPLETE CATALOGUE
CHEERFULLY SENT ON REQUEST

Coffees
Spices
Baking Powder
Cream Tartar
Flavoring Extracts
Jelly Powders
Cake Icings
Prepared Cocoanut

"WHITE SWAN"

BRAND

The Standard of Canadian Excellence

Flaked Wheat
Flaked Rice
Flaked Peas
Barley Crisps
S. R. Buckwheat Flour
Whole-wheat Flour
Graham Flour
Gluten Flour
Rye Flour
Wheat Kernels
THE KING'S FOOD
THE QUEEN'S FOOD

We have the most up-to-date plant in Canada for the production of **High Grade** goods.

Our entire equipment is planned with the one idea of making **WHITE SWAN** grade pre-eminent for **quality** and the supplying of **dependable** goods. All orders receive prompt, careful and courteous attention.

THE ROBERT GREIG COMPANY, LIMITED, WHITE SWAN MILLS, TORONTO.

Increased Sales and Profits

GO HAND-IN-HAND TO THE MERCHANTS HANDLING

"WHEAT-OS"

THE IDEAL BREAKFAST FOOD.

PUT UP IN

2-lb. Cartons, to retail at 10 cents.

6-lb. Cotton bags, to retail at 25 cents.

SPECIAL—

FREIGHT PREPAID
ON
5-SACK LOTS.

SACKS Contain 16 6-lb. BAGS.

A FEW POINTS—

MADE FROM THE FINEST WHEAT—It contains all the phosphates of the whole wheat berry.

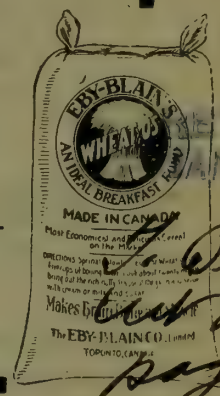
IT IS A FOOD—Neither fad nor fake—that gives the consumer actual value.

SOLD AT A POPULAR PRICE—Within the reach of all and pays the dealer a handsome profit.

NO LOSS—IN WEIGHT OR TIME tying up parcels. It is put up in clean, attractive packages.

TRY A SACK WITH YOUR NEXT ORDER.

——IT WILL PAY YOU ——



THE EBY, BLAIN CO., LIMITED.

Sole Wholesale Distributors, TORONTO.

FINE TEA ADVERTISING.

A good deal of attention has been directed to the almost world-wide controversy of the injuriousness or otherwise of tea drinking. The United States Tea and Coffee Trade Journal has the following interesting remarks:

Truly it is an ill wind that blows nobody good. It is hardly likely that "Mr. P. C. Larkin, of Canada," when he wrote that letter to the New York Herald ordering his ad out of the paper because the Herald had printed a statement derogatory to India and Ceylon teas and favorable to China tea expected the Herald would straightway start in to print column after column of good stuff on tea, all of which is well calculated to arouse the interest of thousands in the subject and boom the American consumption of the article—or did he?

Whether wittingly or unwittingly, the Herald has done a great service to the general public by its investigations among prominent world physicians, nerve specialists, college professors, tea experts, etc., and printing their opinions day by day in its columns. No symposium like this one has ever before been attempted in this country. It cannot but result in a more intelligent understanding of the subject by the laity, and, incidentally, boom the consumption of tea in the United States.

The reasons why Americans drink only one pound of tea per capita to the Britishers' six pounds is because of the general ignorance here of the benefits of tea drinking and lack of knowledge as to how to properly prepare the drink. The whole trade should rise up and call Larkin blessed. He has accomplished at one fell swoop something that the National Tea Association has been working on for years; he is getting the maximum of tea publicity at the minimum of expense. Bravo, Larkin!

And when the evidence is all in, and all the doctors have been heard from, the great American public will find out what the connoisseurs have always known, viz., that tea is bad for some people and good for others. In this it is no different from strawberries. These are good for some people, but others cannot abide them. Still, that is no reason for a wholesale condemnation of strawberries. What's true of strawberries is so concerning tea—and coffee as well.

AN INTERESTING FACT.

It is said on the high authority of a celebrated American medical journal that, although the Chinese people live in a germ saturated soil, they are singularly free from typhoid fever and other diseases of which water is the medium of communication. This condition is attributed to the universal custom of copious tea-drinking.

The tea itself is not held to be the safeguard against disease, but the boiling of the drink has a germicidal effect, which produces sanitary advantages. And if tea produces any ill results they are not to be considered beside these advantages.

The tea leaf is described as forming one of the most innocent and attractive flavorings possible for hot drinks, and the boiled drink is the foe to the deadly germ.

BUSINESS NOTES.

Mrs. Mary Delaney, grocer, St. John, N.B., is dead.

Catharine A. Burns, grocer, Toronto, Ont., is dead.

The Union Bank has opened a branch in Lacombe, Alta.

G. W. Willoughby, grocer, Almonte, Ont. Stock damaged by fire.

George Peters, confectioner, Gore Bay, Ont., has been burnt out.

M. Myers, general merchant, St. Pierre, Man., has been burnt out.

The Bank of British North America has opened a branch in Duncans, B.C.

Thos. Hetherington, biscuit manufacturer and baker, Quebec, Que., is dead.

Loewen & Rempel, general merchants, Rosthern, Sask., have been burnt out.

The Northern Bank has opened a branch in Fleming, Sask., and Hanley, Sask.

Mrs. M. Frawley, confectioner, Almonte, Ont. Stock damaged by smoke and water.

The Campbell Milling Co., Limited, Toronto Junction, sustained small loss by fire.

Z. Paquet, departmental store, Quebec, Que., furniture department partially destroyed by fire, insured.

R. J. Armstrong, produce, grain and agricultural implements, Gore Bay, Ont., has been burnt out.

O. Carignan & Fils, wholesale and retail grocers, Three Rivers, Que. Stock partially damaged by water; insured.

MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

A trial order will convince you of its superiority over other Brands.

Packages: 65-lb. Tubs
25-lb. Pails
12½-lb. Pails

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

MINCE MEAT

We are having a great demand for our Old English Mince Meat. Quality tells always and our customers say ours is the best on the market. We know you can buy mince meat at lower prices, but have you compared the goods?

There is only one way in which to make good mince meat, and that is to use the very best fruits, meats and spices. It won't be cheap mince meat but it will be good, and that is what we want to sell you. This is the season for it; put it on your counter and it will sell.

F. W. FEARMAN CO., LIMITED
HAMILTON

WESTERN GROCERS

Satisfy your customers

by giving them the

Finest Quality

Canned Meats

Packed in Canada to-day.

Corned and Roast Beef — *1 and 2-lb. Tins*
Canned Chicken — *1-lb. Tins.*

For sale by all Western Jobbers
Packed by
THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA

NICHOLSON & BAIN, Winnipeg, Man.
NICHOLSON, BAIN & JOHNSTON, Calgary, Alta.
Sales Agents

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

There is not much change in the cheese market. The demand from the United Kingdom is still on and prices keep advancing steadily. The unprecedented demand at this season of the year is clearing our markets of stocks much earlier than usual, and any further advance in prices will mostly benefit the importers of Great Britain, who practically control the available supplies now. There are fully four months of non-production ahead of us, and as the supplies for this period are insufficient for any ordinary consumptive demand, the advancing prices are required to curtail the natural demand.

There is a limit to the top prices of any article of food, and as far as cheese is concerned this limit seems nearly reached. Any further advance in prices will take this article out of the class of "food" and transfer it to the class of "luxury," then other articles will take its place for food.

As previously pointed out, during the Winter months fires are required in every home, and these may be used simultaneously for heating and cooking purposes. Pork products are getting cheap and Australian meats are coming on the British markets at reasonable prices. All this will go against unreasonably high prices of cheese, no matter how strong the situation may seem.

Of course, no matter what the market price may be, there is always a certain demand to be supplied. Families, clubs, hotels and restaurants will have some cheese at any price, but this trade is more in the class of "luxury" than "food." Where the large consumption of cheese as food comes from is the working classes of the United Kingdom, and if they can get meats at a lower price than cheese, they will take meats in preference, especially during the Winter months when the cooking of meats means no extra expense for fuel.

However, the present situation on cheese is a very strong one. Supplies are undoubtedly light both here and in the different centres of Great Britain, and prices are still advancing. Holders do not care about theories ; they simply look for present profits regardless of the future. The future under present conditions means simply a starting at very high prices for the new season's make and a steady decline until bottom prices are reached.

This does not seem favorable for a profitable business season to look forward to. The merchants can make no money if they have to pay high prices for their goods. The only remedy seems to be to increase the production and bring prices down to a safe basis, which can only be done by farmers increasing their herds.

It pays the farmers very well to make cheese even at much lower prices than what they have obtained last year for their milk, but unless they do increase their herds and if they persist in making butter instead of cheese, we are almost face to face with a most serious shortage of supplies in the cheese trade, which would be a great pity for everybody in this trade both here and in Great Britain.

Canada is now the principal source of supplies of cheese for the British markets. The consumption of cheese in the United Kingdom is away ahead of their home production and their supplies from other European countries and New Zealand, and if our Canadian supplies fall short it means a serious deficiency on the British markets.

High prices may look well to the farmers of Canada, but if they produced a larger quantity and had to accept even a fraction less on their season's production, it might not only still pay them, but it might even increase their actual revenue. There is plenty of land and plenty of room for the farmers to increase their production of cheese and butter, and there is plenty of demand in the United Kingdom for their products. Why not build up on this ?

Butter, made now, is comparatively lower in price than cheese, but even butter will shortly be wanted at higher prices. All of which goes to show that we need increased production of both cheese and butter. The remedy of this is entirely in the farmers' hands.

Election of Officers of the Montreal Produce Merchants' Association.

The annual meeting of the Montreal Produce Merchants' Association will be held on January 8, when the officers for the ensuing year will be elected. Nominations must be posted in the Board of Trade room before 6 p.m. January 4.

Mr. Alfred C. H. Froemcke, the retiring treasurer, whose term expires by limitation, has nominated Mr. Isaac Hibbert, representative of Messrs. Willer & Riley, Limited, of Manchester, England, as his successor. Other nominations for the executive committee are Mr. J. H. Scott of A. A. Ayer & Co., Limited, and Mr. Hugh Allan. Both gentlemen were nominated by Mr. F. Fowler. Besides president, vice-president and treasurer, there will be elected four members of the executive committee, and also an arbitration committee of five members of the association.

THE PROVISION SITUATION.

Since our last report trade has generally settled down to a steady basis at all points. The extraordinarily fine and mild weather had undoubtedly a slightly detrimental effect upon consumption during holiday season.

The packing industries report a falling off in demand since the holiday. Supplies of hogs are good, but farmers are already pressing for higher prices, In car lots at Ontario points 50 cents advance is being asked, but prominent packers have refused those prices, and few sales have been effected above last week's quotations. There are, however, signs of developments of a serious situation from the insufficiency of supply. The export trade will undoubtedly suffer in an immediate way from this cause, which is likely to be seriously accelerated by the removal of the bonded privilege which has now come into effect.

The export of cheese has been fairly active, whilst the home consumption has declined. Dealers generally attribute this decline to the fact that prices have advanced to the point that makes cheese too much of a luxury to the middle class.

The butter industries are getting down to work, but no activity is reported from any points.

Poultry dealers report a material falling off in sales, due to the fine weather. Many dealers were well stocked and will be heavy losers before the season is over. It is claimed that consumption has been much less this year than last, but during Christmas week sales exceeded all records.

The relative prominence given to the subject of beef cattle at the Guelph live stock exhibition is sufficient proof of its importance to Canada. So long as the great majority of people continue to eat flesh, so long will beef retain its historic pre-eminence as an article of diet. No farmer now engaged in beef cattle production need have the slightest fear of the bottom falling out of the market. The population of Europe is increasing with sufficient rapidity to keep up the demand for beef, and the population of the United States is increasing with sufficient rapidity to keep down the supply available for exportation from there. New interest has been imparted to the subject by the prospect of a general election in Great Britain, in which the embargo on the importation of "store" cattle is already becoming a subject of keen controversy. If the embargo were removed, farmers who are constrained to raise cattle for other people to finish, would find themselves at once financially benefitted to a very appreciable extent.

"SWEET CREAM" BUTTER PROCESS.

The second test of the sample packages of butter made by the "sweet cream" process invented by Prof. Leclerc, head of the St. Lawrence Dairy School, has shown that butter made by Prof. Leclerc's method has excellent keeping qualities. The committee of expert judges who were appointed to test the butter are unanimous in declaring that it is superior to that made by the old system, both in flavor and in keeping qualities.

The test took place in Gould's cold

storage warehouse, where the samples have been kept through the Summer. The committee of judges was comprised of Messrs. F. Monet, of Fortier & Monet; H. G. Niven, of Wm. Niven & Sons; John Scott, of A. A. Ayer & Co.; F. X. Trudal, of the St. Lawrence Dairy Co., and Mr. T. H. Ryan, of the D. A. McPherson Co. Prof. Leclerc and a number of those interested in the dairy industry were also present.

This committee will present a detailed report at a meeting of Province of Quebec factorymen and dealers, to be held at St. Lin during the second week in January. As was the case at the first test held in June last, the judges expressed themselves well pleased with the quality of the butter and the different samples were scored very high. It was found that the butter had retained its flavor better and was in a much better state of preservation than the average class of goods made by the old system. The actual scoring has not been announced, but will be published when the judges have compiled their report.

The "sweet cream" process of butter making has been adopted by many of the creameries in the Province of Quebec. The product of these factories has always found a ready sale, some firms being willing to pay a fraction above the ruling market quotations to obtain it. Prof. Leclerc intends to instruct the Province of Quebec factorymen in the process at the St. Hyacinthe and many factories are now getting down to straight work. Prices remain firm at previous quotations. We quote:

	Per lb.
Creamery prints	0 25
" solids, fresh	0 24
Dairy prints	0 22
" in tubs	0 18 0 21
" large rolls	0 21 0 21½

Eggs.

Egg stocks are being drawn upon pretty freely, the new laid article being exceptionally scarce, and any really guaranteed are fetching on market as high as 40c.

New laid eggs, per doz. (nominal)	0 30 0 35
Fresh " "	0 24 0 25
Pickled " "	0 22

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

Firmness with unchanged prices is the characteristic of the provision market. Business, however, is none too active and the holidays have flattened it out more. Live hogs continue very scarce and dealers prophesy higher prices shortly. Dressed hogs, abattoir killed, $9.00 to $9.25; country dressed, $8.00 to $8.50. Lard, fair demand. Poultry is easing up in price since New Year and 1c. to 2c. per pound reduction in all lines is being noted. We quote:

Lard, pure tierces	0 10½
" 56-lb. tubs	0 11
" 20-lb. pails, wood (10½)	0 11½
" cases, 10-lb. tins, 60 lbs. in case	0 11½
" " 5-lb. "	0 11½
" " 3-lb. "	0 11½
Lard, Boar's Head brand, tierces, per lb	0 06½
" " ½-tierces, per lb	0 07½
" " 50-lb. fancy tubs	0 07½
Cases, 20 3-lb. tins, per lb	0 07½
" 12 5-lb. tins "	0 07½
" 6 10-lb. tins "	0 07½
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight—	
Canadian short cut mess pork	$19 00 $20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb	0 14
Hams	0 12½ 0 13½
Extra plate beef, per bbl	11 50 12 00

Butter.

Butter market shows little change, though a slightly easier tone was noted at early part of week. Local demand is good and exports are in excess of similar period last year. Choice creamery is quoted to-day at 23c. to 23 1-2c.; good to fine, 21 1-2c. to 22c.; western dairy, 20c. to 21c.; rolls, 21c. to 21 1-2c.

We quote:

Choice creamery	0 23 0 23½
Finest creamery	0 22½ 0 23
Good to fine creamery	0 21½ 0 22
Western dairy	0 20½ 0 21
Manitoba dairy	0 19½ 0 20
Fancy Townships	0 23½
Fresh dairy tubs	0 20 0 20½
Fresh rolls	0 21 0 21½

Cheese.

The cheese market is decidedly strong and dealers are watching the trend closely. Tuesday's advance in Liverpool to 65s., has had the effect of still further stiffening up the few holders. Quotations 13 1-4c. to 13 1-2c. for western, and 13 1-4c. for eastern. Local consumption continues good and prices steady.

Eggs.

Local market unchanged. Prices rule firm. Some dealers are buying and holding for a rise before close of season. New laid scarce, 28c. to 32c.; selected, 24c. to 26c. No. 1 and Montreal limed, 20c. to 21c.; western limed, 20c. We quote:

Selected	0 24 0 25
Strictly new laid	0 30 0 32
Pickled and limed	0 20 0 21

TORONTO.

Provisions.

Local conditions denote a good deal of falling off in demand, in consequence of the heavy stocking of buyers previous to the holiday. Dressed meats continue firm at previous quotations. Hogs, however are showing a tendency to advance, and quotations are revised 25c. to 50c. Beef has advanced 1-2c. Mutton and lamb also show firmer quotations. We quote:

Long clear bacon, per lb	0 10½
Smoked breakfast bacon, per lb	0 14
Roll bacon, per lb	0 11
Small hams, per lb	0 13
Medium hams, per lb	0 13
Large hams per lb	0 12
Shoulder hams, per lb	0 10½
Backs, per lb	0 15 0 16
Heavy mess pork, per bbl	18 00
Short cut, per bbl	21 00
Shoulder mess pork, per bbl	14 50 15 00
Lard, tierces, per lb	0 10½
" tubs "	0 10½
" pails "	0 11
" compounds, per lb	0 07½ 0 07½
Plate beef, per 200-lb. bbl	12 00 12 50
Beef, hind quarters	6 50 8 00
" front quarters	4 50 5 50
" choice carcases	6 00 7 00
" common	3 50 5 00
Mutton	0 08 0 09
Spring lamb	0 10 0 10½
Veal	0 09 0 10
Hogs, street lots	8 25 8 75
" dressed, car lots	8 00 8 25

Cheese.

Trade has been inactive, and no new feature to report. All stocks are now in the hands of jobbers, who hold them against an expected firmer market. Export trade has shown a slight improvement. We quote:

	Per lb.
Cheese, large	0 13
" twins	0 13½

Butter.

There is no new feature to report. Arrivals have been much more satisfactory

Provisions.

Market is quiet, owing to the American market being lower on pork products than the Canadian. Local packers of pork have, therefore, found it hard to do business. In lard the American has had the business; some little Ontario stock is now being offered; prices higher. Refined lard continues low. Smoked meats firm. Fresh meats dull. Beef rules low. In both lamb and mutton, values unchanged, and reasonable prices rule. Veal out of season. Pork continues high. We quote:

Mess pork, per bbl	$19 00 $20 00
Clear pork, "	18 00 20 00
Plate beef, "	14 00 15 00
Domestic beef, per lb	0 05 0 07
Western beef, "	0 08 0 08½
Mutton, "	0 05 0 06
Veal, "	0 07 0 08
Lamb, "	0 08 0 09
Pork, "	0 08 0 09
Hams, "	0 13 0 14
Rolls, "	0 10 0 13
Lard, pure, tubs, "	0 11½ 0 12
" " pails, "	0 12½ 0 12½
Refined lard, tubs	0 08 0 08½
" " pails	0 08½ 0 09

Butter.

Stock is still small, with a fair demand. There is no cheap butter. Fancy stock hard to get. We quote:

Creamery butter	0 25 0 28
Best dairy butter	0 23 0 25
Good dairy tubs	0 20 0 23
Fair "	0 18 0 20

Eggs.

Prices are held firm at full figures. Guaranteed stock in demand at high prices. We quote:

Eggs, hennery	0 30 0 35
" case stock	0 22 0 24

Cheese.

Prices are high. Stock is small. Demand is but fair. We quote:

Cheese, per lb	0 13 0 13½

SALT BORING AT WINNIPEG.

The Manitoba Development Co. have made arrangements with the Canadian Northern for lease of the land in St. Boniface, on the Seine River, where they have been boring for salt. The company have secured a 20-year lease of the land and have agreed to have buildings erected and machinery installed ready for operation by the 1st of July. The water that is now being pumped from the well carries 35 per cent. of salt, and some thousand gallons are going into the Red River every day. Some people think the gold-eyes will be turned into salt herring when coming up stream next Spring. The manager of the company, who is an expert, has every confidence that the enterprise will prove a big success.

BANQUET TO MR. R. B. RICE.

The Queen's Hotel, Toronto, was the scene of a very interesting little ceremony on the evening of December 29, which took the form of a presentation banquet to Mr. R. B. Rice, the late financial manager of H. P. Eckardt & Co., Toronto. The event of the evening was the presentation of a handsome diamond and emerald pin to Mr. Rice from the members of the staff. The presentation was made by Mr. Eckardt in a happy address.

Mr. R. B. Rice was born in the village of Wyndham Centre, county of Norfolk, and entered the office of J. F. Eby & Co., wholesale tea merchants, in February, 1879, as office boy.

When Mr. Blain entered into partnership with Mr. Eby, a wholesale grocery business was started under the firm name of Eby, Blain & Co., in whose employment Mr. Rice continued until January 1, 1887, having filled every position in their office during the eight years. On the latter date he resigned his position to take charge of the office of Eckardt,

Mr. R. B. Rice.

Kyle & Co. (now H. P. Eckardt & Co.) and has been intrusted with the financial management of the business during the nineteen years of his connection with the house. He leaves behind him many warm friends in the trade, with whom he has had the most pleasant relations during his connection with the grocery business. Mr. Rice is severing his connection with Messrs. H. P. Eckardt & Co. to enter the business of the Featherbone Novelry Co. as a member of the firm, and in order to bid him farewell in a fitting manner, the members of the staff tendered him a banquet at the Queen's Hotel on Friday evening, December 29 last.

It will be remembered that Mr. Rice figured prominently in the founding of the Queen City Curling Club, one of the largest organizations of its kind in Canada, and certainly one of the most successful financially. In this success the able services of Mr. Rice were a prominent factor.

CLARK'S MINCE MEAT

The kind your customers are looking for. Made from fresh beef, new fruits, spices and peels; a really fine article. Good thick substantial stock, not loaded with water.

Try a Sample Order. You'll not Regret It.

PEPSIN is one of the things that make

Nicholson's Mince Meat

superior to all others. See that you get the Mince Meat with Pepsin in it—NICHOLSON'S. Stock up

N. & B. JELLY POWDER — N. & B. ICING POWDER
N. & B. PUDDINE — N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK
9 Jarvis St., TORONTO, ONT.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

SAUSAGE

Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

White Spruce
BUTTER TUBS
10-20-30-50 lb.
EGG CASES AND FILLERS

Order now, for delivery later,
it will **Pay You**

WALTER WOODS & CO.
Hamilton and Winnipeg.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

The holiday trade has kept you all so busy. We believe our customers will rest a little now. Take advantage of this and revise your stock. Write us for whatever you want in our line of business.

Teas

Write us for samples before buying again. We have special values to offer you.

Valencia Raisins

These are bound to go higher. Compare prices of **Prunes, Evaporated Apples** and **California Raisins** and you will be convinced of this fact. We have the finest selected fruit imported into Canada. Think this over and send in your orders.

Canned Goods

The Canners have not delivered what they sold. Be wise and look over your stock and see if you will have enough to carry you over to next new stock. You can buy to advantage from us now. Don't delay.

NOTE.– Our stock of groceries, staple and fancy liquors, wines, etc., is most complete in Canada and of the best known and desirable brands.

Laporte, Martin & Cie,
LIMITED

Wholesale Grocers and Wine and Spirit Merchants
Montreal

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Rose & Laflamme, Montreal.
Stewart Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Essex Canning and Packing Co., Toronto.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.
Dean & McLeod, Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk and Canning Co Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

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Guest, W. J., Fish Co., Winnipeg, Man.
James, F. T., Co., Toronto.
Kinnear, Thos. & Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Winnipeg Fish Co., Winnipeg, Man.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.

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Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

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Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.

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Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co. Goderich.
McFall A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Ogilvie Milling Co., Montreal.
Sutcliffe-Muir Milling Co., Moosomin.

Grocers—Wholesale.
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Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

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Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.

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Page, C. S., Hyde Park, Vt.

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Keen, Robinson & Co., London, Eng.

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Fletcher Mfg. Co., Toronto.
Walker Pivoted Bin & Store Fixture Co., Toronto.

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Batger's—Rose & Laflamme, Montreal.
Creed, J. S., & Co., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Crain, Rolla L. Co., Ottawa.

Malt Extract.
Sleeman, Geo., Guelph, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
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Cameron, J. McA., Vancouver, B.C.
Carman, Joseph, Winnipeg, Man.
Clift, Thos. B., St. John's, N.F.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McLauchlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thompson, G. B., Winnipeg, Man.
Thomson & Mathieson, Glasgow, Scot.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Mince Meat.
Capstan Mfg. Co., Toronto.
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Fearman, F. W., Co., Montreal.
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Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

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Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Ozo Mfg. Co., Montreal.
Paterson's—Rose & Laflamme, Montreal.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
James' Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Potatoes.
Hannah, R. W., Toronto.

Poultry and Cattle Food
Bate, H. N., & Sons, Ottawa.
Myers' Royal Spice Co., Niagara Falls, Ont.

Refined Cider.
Wilson, W. H., Co. Tillsonburg, Ont.

Refrigerators.
Eureka Refrigerator Co., Toronto.

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Canadian Salt Co., Windsor, Ont.
Dominion Salt Agency, London, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
The Duncan Co., Montreal.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
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Teas, Coffees, and Spices.
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President:
JOHN BAYNE MACLEAN,
Montreal.

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NEW ADVERTISEMENTS

Montreal Maple Co., Montreal.

THE EXPENSE ACCOUNT.

A man with a taste for figures has studied out the cost of running a business and as a result of his investigation he says: It is surprising that many good business men deceive themselves in regard to the cost of doing business—that is, the total cost as compared with the total sales. If they are making a good profit such a mistake may do little harm, but if the profit is small the error may be disastrous. We occasionally hear of a retail business being done at about a cost of 10 per cent. says an exchange, but if the matter was investigated it would probably be found that several items of expense had been omitted and that the actual cost was nearer 25 per cent.

Interest on the capital should be charged at a fair rate, say 5 per cent. The salary of each partner should be figured as part of the expense. All clerk hire, commissions, rent, taxes, insurance, heating, advertising, traveling, postage and office expense, breakage and repairs, freight and cartage, as well as all material used in the store, such as paper, twine, etc., should be included; in fact, the expense of doing business covers every cent paid out except the invoice cost of the goods, and no concern can live unless they add to the invoice enough profit to cover all expenses of every description. It should be remembered that 33 1-3 per cent. should be added to the cost to cover the expense of 25 per cent. on the sales.

TO IMPROVE BUTTER SUPPLY.

Probably every farmer in Canada would like to obtain more profit from each individual cow in his herd, but at present there is lack of co-operation amongst farmers to accomplish this object.

In Denmark, the home of agricultural co-operation, there have been testing associations since 1895, and there are now nine thousand farmers having their cows tested systematically. Similar work will pay here, and pay well. Wherever such work has been done, the average production per cow has speedily been raised twenty-five and even fifty pounds of butter per annum. Surely there are hundreds of farmers, painstaking and thoughtful, willing to show a little enterprise for an almost certain return of from five to ten dollars more than at present from each cow per year.

In Michigan an association was organized in September, 1905. Canadian farmers need to take this matter up quickly and seriously.

As an instance of what substantial progress is possible when individual cows are tested, a farmer near Cowansville, Que., furnishes a striking illustration. In 1896 fifteen cows were kept, giving an average of only 131 pounds of butter. In 1900 tests were commenced of each cow separately, the milk being weighed regularly. In 1904 twenty cows were kept (on the same land which when purchased in 1881 would not decently keep nine cows) and the average production per cow was 254 pounds of butter. This increase of 123 pounds per cow can be attained on many other farms.

In some illustration testing undertaken in 1904 and 1905 by the Dominion Department of Agriculture it was shown that very poor returns are received from many cows, therefore the urgent need of cow-testing associations is apparent. Valuable practical bulletins on the subject are available and will be sent free by that department to any applicant.

Where any twenty patrons of a factory will agree to weigh the milk from each cow on three days during the month through the milking period, and furnish themselves with scales and sample bottles costing about two to three dollars complete, the Minister of Agriculture announces that the testing will be done free of cost to the patrons. As the Department is anxious to assist farmers in organizing, Mr. J. A. Ruddick, Dairy Commissioner, Ottawa, will be glad to hear from any progressive farmer or factory owner in any community relative to this most important matter, and will arrange for meetings to discuss the question.

CANADIAN APPLES IN FRANCE.

Several French firms have been buying Canadian apples in a small way for a number of years. The trade has grown somewhat irregularly until the present year when it forms a marked feature of the business. The French trade demands a fairly firm apple, such as the Russet, Ben Davis or Stark, a class of apple which is increasing very rapidly as the newer plantations come into bearing. Unfortunately the French buyers in a few instances fell into the hands of the apple sharks and the reputation of Canadian fruit suffered accordingly. As the buyers increase in experience the trade is likely to assume large proportions.

The following extract from a letter to the fruit division from a prominent Paris firm will be of interest:

"We are able to say that generally speaking the fruit marked XXX is all right, there being only 4 or 5 per cent. of the barrels wasted in that mark. In XX fruit there is a larger proportion of wasted apples. Many packers leave in this brand apples which should be placed in the X brand so that the XX mark cannot be depended upon. Canadian XXX fruit can be sold in the original package, which is not usual in the French trade, but we are obliged to resort all the XX grade. If Canadian packers would pay as much attention to the packing of XX fruit as they pay to the packing of XXX fruit there is no doubt their apples would meet with a greater demand than those from the United States, which do not reach us in so good a condition."

This firm also referred to the very great difference in the weight of barrels, noting that they varied from 165 pounds gross to 150 pounds gross, partly as the result of different varieties, but mostly as the result of different sized barrels.

There is a very strong argument in this letter in favor of a definition of No. 2 apples as well as for uniformity in the size and weight of the package. These two points have often been referred to as ones which it would be desirable to have settled, but it is only when an actual customer in a foreign land marks them out as real hindrances

to trade that the full force of the arguments in favor of these reforms comes home to the Canadian fruit grower.

WORK, NOT CHARITY.

Pauperism in England is one of the most absorbing questions before the world to-day. There is an apparent reason for the revolutionary movement in Russia, but few Canadians can understand why "there are ten million people in Great Britain on the verge of starvation," as a leading British statesman put it a year ago, and how things can be so bad in London, the wealthiest city in the world, as to have a procession of 6,000 poorly dressed and half starved women, many of them carrying babies, march through the streets of the metropolis singing the "Marseillaise," and sending a deputation to Premier Balfour asking that public works be started to provide employment for their husbands, brothers and fathers.

But hard though it may be to realize that wealth and poverty are twin sisters, such is the fact, and the deplorable conditions existing in London have moved Queen Alexandra to donate $10,000 to start a charitable fund to relieve the distress, Premier Balfour having stated that "he had little to suggest in the way of alleviation except an expression of hope that public charity would come to the aid of the unemployed. He deprecated the Socialistic suggestion that industries should be started at the national expense for the benefit of the unemployed as calculated to destroy the springs of enterprise and energy of the nation." And a recent cable says the poor are flocking to the metropolis in droves, being attracted by the Queen's fund to assist the unemployed. This influx simply aggravates the situation, as the impoverished are invading London more rapidly than they can be provided for.

What is to be done to relieve this situation? Can the English race be allowed to starve and deteriorate in its home land and in the midst of plenty? Can the problem be left for solution by the leisure classes in England and for alleviation by Queen's funds and other charitable enterprises? As well may we do as an Irish domestic is said to have done—endeavor to mop up the water on the kitchen floor without turning the water tap off. A wealthy business man, one who had risen from the ranks, recently pointed out that it was the policy of the families in England having hereditary incomes or drawing large pensions to encourage pauperism, as it meant to them cheap labor and products of labor (food, clothing, etc.,) a plentiful supply of cheap servants, and a servile common people. Little, therefore, can be expected from this quarter. Whatever practical measures are adopted must be suggested and put into action by business men who recognize the waste to society in keeping in existence an idle poor as well as an idle rich class. The incapacity of the offspring of idle parents will appeal to all thinking men who desire to see the world's undeveloped resources exploited.

"Work, not charity," were the words emblazoned upon the banners of the orderly out-of-works who paraded the streets of London recently. Men and women denied the opportunity to earn bread for themselves and their children asked that the opportunity to labor be given them. But the English tax-payer dearly loves low tax "rates"—even though it means workhouses and charity. The Canadian business man sees things differently. He sees "millions of acres wanting hands" in Canada, and "millions of hands wanting acres" in old England, and he makes the connection. Farmers in Canada are crying out for assistance, and while it is no easy matter to make a Canadian farmer of a British city dweller, three or four years spent on the farm will give sufficient knowledge to enable the former pauper to take up land and farm his own ground. This is a subject in which the retail trade is vitally interested, as the more Englishmen put on Canadian farms the more customers will the merchants of Canada have to serve. The average farmer's family spends about $1,000 per year, and money spent in bringing and training a lot of families of this sort would soon pay for itself.

QUIT AT LAST.

It would appear that the new trading stamp law has been eminently satisfactory, judging from the latest circular issued by the Trading Advertising Company, of Montreal, which reads as follows:

"Dear Sir:—In regard to the saving coupon, we find it is going to be impossible to continue business profitably on the present plan, and we have therefore decided to discontinue the same. We would advise you not to give saving coupons to your customers unless it is understood that you are to redeem them. We are sorry that matters have turned out this way, but the stand that the Retail Merchants Association has taken against us makes it impossible for us to continue. Thanking you for being willing to assist us as you have done."

When the Trading Stamp Act was passed by the Dominion House last session the Trading Advertising Company announced that they would be able to continue in business under another plan known as saving coupons.

The Trading Stamp Act was passed so that when retail merchants give their customers tickets, coupons, or cash register receipts they must have the merchant's name, address and the mercantile value of each ticket or coupon, and they must be redeemed at any time by any person at the store where they were given out. This gives the customer a chance to get full value for discount which the tickets are supposed to represent, and it prevents the merchant from redeeming them with cheap articles of furniture or other things of very little value.

EQUALIZED SUGAR RATES.

The Grocer is in receipt of a letter from Mr. John Curtis, of Port Hope, on the equalized sugar rates question, for which space could not be found in this issue. The letter will be published in The Grocer of next week.

CHRISTMAS WINDOW DISPLAYS.

THE CANADIAN GROCER, for the encouragement of good window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays of Christmas goods and accompanying descriptions of the same. The prizes will consist of:

FIRST PRIZE - - -	$5.00
SECOND PRIZE - - -	3.00

and $2 for every picture and description which is considered worthy of publication.

The competition, which closes on January 15th, 1906, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the pictures, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

Care should be taken to avoid reflection in the photograph. The best photos are often taken at night.

CHANCE IN MAKE-UP.

On February 1st THE GROCER will inaugurate a new system of make-up which has become necessary to the proper development, and which it is expected will improve the appearance, of the paper to the consequent advantage of reader, advertiser and publisher alike.

The change will be a development of the departmental idea that has proved so successful heretofore.

With the first issue of February all advertisements not connected with the special departments will be placed in the front and back of the paper, and thereafter no advertising will be placed between the advertising department in the front and the end of the markets. Nor, indeed, has any new advertising been contracted for in this position during the past two years, although the old advertisements have been continued as before.

This will give straight-away advertising followed by straight-away reading matter to about page 40.

This re-arrangement will necessitate a change in the position of some advertisers who have long had certain positions, but as the result will be to make THE GROCER a still better paper, we trust we shall have the co-operation and forbearance of our advertisers until the new arrangement be given a fair trial and its advantages fully recognized.

THE CANADIAN GROCER.

WESTERN NEWS.

Banquet of N. W. C. T. Association.

The annual banquet of the Northwest Commercial Travelers' Association, held at the Empire Hotel, Winnipeg, was a most successful affair. The men of the grip more than sustained their reputation of being princely entertainers, and the way everything passed off reflects the greatest credit on those in charge. The air of goodfellowship was all-pervading and, besides this, the excellent menu daintily served, the interesting speeches, and the catchy music, all contributed to make this one of the most memorable banquets in the history of the association.

Nearly two hundred surrounded the tables. President D. J. Dyson occupied the chair, supported on the right by the Lieutenant-Governor, Sir Daniel McMillan, Hon. J. H. Agnew, provincial treasurer; George H. Shaw, traffic manager of the C.N.R.; J. Horne, W. W. Bole, L. C. MacIntyre, F. H. Morgan, F. J. C. Cox, Geo. Wilson. On the left were D. W. Bole, M.P.; Mayor Sharpe, A. L. Johnson, president board of trade; J. W. Dafoe, F. W. Drewry, I. M. Ross, and J. G. Morgan. The vice-chairmen presiding at the other tables were Messrs. A. S. Lock, F. H. Agnew, Vice-President J. E. McRobie, and J. H. J. Murphy.

Apologies for absence were read by Secretary Cox from the following: Premier Roblin, Wm. Whyte, C. E. Ussher, Sir Thomas Shaughnessy, Ontario Commercial Travelers' Association, G. T. Bell and C. D. McPherson.

"King and Country."

It was 11.30 when President Dyson arose and in a brief, appropriate speech announced the first toast, "King and Country," coupling with it the name of the Lieutenant-Governor. Sir Daniel McMillan, who was greeted with hearty applause on rising to speak, alluded to the fact that it was in the service of the late Queen that he had come to Manitoba many years ago, and stated that one of the chief characteristics of the people of this western country in general, and of the members of the travelers' association in particular, was loyalty to King and country.

Sir Daniel referred to the prosperity of the west during the past year, and congratulated the association upon its success. It now had a membership of over 1,900. He remembered the arrival in the city of Winnipeg of the first commercial traveler, who did not arrive in a Pullman car, not because the said pioneer traveler was in financial straits, but because at that time there was no railroad here.

Winnipeg was then a small village, and the western country a wilderness. To-day there was one store in the city of Winnipeg whose employes numbered five times the population of the early village on the banks of the Red River which the speaker had known. In concluding his very interesting speech Sir Daniel wished all a very happy and successful New Year.

"Dominion Government."

President Dyson, in proposing the toast to the "Dominion Government," introduced D. W. Bole, M.P. for Winnipeg, who was to respond, as a man with whom all present were acquainted in a commercial way. Mr. Bole arose amid loud cheers. He considered that Mr. Dyson should feel himself highly honored in being chosen to preside over the destinies of such a body as the Northwest commercial travelers. He congratulated the association on having nearly $100,000 in its strong box, and referred to it as the "barometer of trade."

"Provincial Government."

The third toast proposed was to the "Provincial Government." In rising to respond, Hon. J. H. Agnew, provincial treasurer, explained that he was present as a substitute for Hon. R. P. Roblin, the Premier, who had found it impossible to come. The wealth of the country was derived from four sources, namely, the mine, the sea, the forest, and the land. From the first three of these Manitoba derived but little return, but as regards the fourth we are pre-eminent. So carefully had the Provincial Government compiled the crop returns that he was able to state that the yield of wheat this year had been 55,761,416½ bushels. In Winnipeg this year nearly $12,000,000 worth of buildings had been erected, and in the country districts nearly $4,000,000 worth. The past year had also witnessed the formation of two new provinces, and Manitoba now enjoyed the distinction of being the elder sister to the twin provinces to the west. We had also seen the advent of a new trans-continental railroad. "If you can't boost, don't knock," is a British Columbia saying which we should copy with reference to our country.

"Commercial Interests."

The toast to "Commercial Interests" called forth one of the best speeches of the evening from the genial president of the board of trade, A. L. Johnson, who was greeted with "For he's a jolly good fellow," lustily sung, as he arose to speak. The speaker referred to the great part which the commercial travelers played in the development of the west. Into the new districts the first to go is the settler, then the storekeeper, and the latter scarcely gets the last nail driven into his place of business before he sees something coming up the road—and it turns out to be a team of horses hitched to a load of trunks.

He spoke of our farms as being the backbone of our country, but added that our manufacturers must go with them hand in hand. Last year $600,000,000 worth of goods had been manufactured in Canada, and $150,000,000 worth of goods had been imported. A large proportion of these latter goods might be manufactured in Canada. He hoped that Winnipeg would get its share of manufactures. In this connection he considered cheap and abundant power one of the most important questions before the city.

"City of Winnipeg."

Vice-President McRobie took charge of the toast list at this stage, and he proposed the "City of Winnipeg," coupled with the name of Mayor Sharpe. The worthy mayor, fresh from his recent victory at the polls, was in his happiest vein, and provided his hearers with several examples of his Irish wit. He spoke of his pleasant associations with commercial travelers, and attributed much of whatever success he had attained in life to truths learned from them. Travelers are capable of doing a great deal to advertise our city. At the Dominion Exhibition, held in Winnipeg, there had been displayed several signs, "Made in Canada." He hoped that "Made in Winnipeg" would soon be a frequent sign. We have the necessary men, materials, money and power within easy access.

Other Toasts.

"Railway Interests," responded to by George H. Shaw, traffic manager of the C.N.R.; "The Press," by J. W. Dafoe, editor of the Free Press," and "The Ladies," by Joseph Balfour, finished the list.

WINNIPEG POULTRY ASSOCIATION

A large and enthusiastic meeting of the Winnipeg Poultry Association was held on December 28 at the south fire hall, with President A. Williams in the chair. The secretary's and treasurer's reports were received, and after much favorable comment, adopted. It was decided to enter upon an aggressive movement this season. If a suitable building can be obtained the first annual show will be held, and other features that have lain dormant too long, taken up. The following were the officers of the association elected for the coming year; Patron, Lord Strathcona; hon. presidents, Sir Daniel McMillan, K.C.M.G., D. W. Bole, M.P., Hon. R. P. Roblin; hon. vice-presidents, J. T. Gordon, M. P.P., T. W. Taylor, M.P.P., E. L. Drewry, Mayor Sharpe; president, H. A. Chadwick; vice-president, H. Maw; treasurer, Capt. Starmer; secretary, J. E. Costello; executive, J. H. Mulvey, S. Ling, J. M. Alldrick, A. Williams, George Carr, C. C. Stewart; auditors, J. H. Mulvey, George Carr.

A committee consisting of H. A. Chadwick, Capt. Starmer and Messrs. Ling and Williams was appointed to wait upon the provincial government for the purpose of securing a grant to assist the prize list of the forthcoming exhibition. Messrs. C. C. Stewart, Costello and Maw were appointed a deputation to wait upon the city council and secure an additional grant for the same purpose. It was generally felt that this last committee would have an easy time in view of the Live Stock Association meeting at Brandon.

Messrs. Costello, Carr and Mulvey were appointed a committee to report upon a constitution. Messrs. Chadwick, Starmer and Mulvey were appointed a committee to interview the Exhibition Association regarding representation of poultry interests on the board.

Votes of thanks to the retiring president and officers of the association and replies by these gentlemen brought a most successful meeting to a close.

A WINNIPEG VINEGAR CO.

A new industry has been formed and will soon start business in Winnipeg, to be known as the Dyson Vinegar Company. The persons connected with the company are D. J. Dyson, Thomas Henry Lock, G. N. Jackson, James D. Windrum, and W. R. Mulock, all of Winnipeg. The capital stock of the company is $50,000.

The Sure Road to Success

By giving goods of the best quality you not only hold but increase your trade.

The Shortest Tea-road IS BY SELLING

"SALADA"

CEYLON TEA

Its many Excellent Qualities have gained the Public Confidence

CORRESPONDENCE SOLICITED

"SALADA," Toronto or Montreal.

Highest Award at St. Louis Exposition, 1904

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

ARE YOU HANDLING

CELLULOID STARCH?

Live dealers realize that substitution doesn't pay. People enjoy being the judges of what is best for them and it is wise policy to give them what they want.

The extra profit made from trial sales of unknown brands is very insignificant, compared with the continuous profit from repeated sales, sure to be the lot of any meritorious article aggressively advertised to the consumer.

Celluloid Starch does what is claimed for it and the present heavy demand is the result.

Its success is a "continuous performance."

BRANTFORD STARCH WORKS, LIMITED

BRANTFORD, CANADA

MARKETS AND MARKET NOTES

Abbreviated Market Notes for Current Week.

MONTREAL.

Rice advanced 20c. per 100 pounds.
Sultanas quoted 2s. higher.
Shelled almonds slightly higher.
Fish—First Winter caught pike, dore and white fish arrived.
Cranberries advanced 25 per cent., or about $4.00 to $7.00 per barrel.
Oranges—California navels easing off.
Florida tangermes arrived.
Bran advanced $1.00 per ton.

TORONTO.

Rice firming for advance.
Fish—Haddock, 1c. decline; cod, 1c. decline; herring, 1c. to 2c. decline.
Hides, 1-2c. to 1c. decline.

Quebec Markets.

GROCERIES.

Montreal, Jan. 4, 1906.

There is little to say this week as to trade conditions. These are here, as elsewhere, of a holiday character. Inquiry among jobbers elicits the information that "the boys" are all in and business "is of a letter order and wire order character." Going through stocks, price books and samples has been about the hardest work most of the grocery travelers have done during the week. The travelers practically all look forward to a good season's business. The absence of snow in some sections has cast a slight depression over particular salesmen, but, generally speaking, they are all hopeful. In trade matters the most notable feature this week is the advance in rice.

Canned Goods— A quiet market and little business reported by jobbers; in fact all say little can be expected at the close of the year and approach of stocktaking. —We quote :

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.
Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.
Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

RU .

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal	....	2 50
Pineapple—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " heavy syrup	....	1 20
2½'s " " "	....	1 57½
3's " " "	....	1 85
Gals. " " standard	....	2 95
1's " Lombard, light syrup	....	1 05
2's " heavy syrup	....	1 35
2½'s " " "	....	1 62½
3's " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " "	....	1 72½
3's " " "	....	2 00
Gals. " " standard	....	3 45
1's " Egg, heavy syrup	....	1 52½
2½'s " " "	....	1 80
1's " " "	....	2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins	....	0 72½
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz	0 95	....
Gallon tins, per doz	....	0 92½

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	95
½-lb. " less than 5 cases, "	....	97½

Sugar—Business during the holiday end was quiet. Refiners report still quiet, and look for nothing much until after inventory time. Jobbers buying only practically daily requirements. Raw sugar has been offered by one or two importing cammission houses at very low prices. We quote :

Granulated, bbls.	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 80
" " half-barrels	4 90
" " boxes, 100 lbs	4 80
" " boxes, 50 lbs.	4 90
Extra ground, bbls.	4 65
" " 50-lb. boxes	4 85
" " 25-lb. boxes	4 95
Powdered, bbls	4 45
" 50-lb. boxes	4 65
Phoenix	4 25
Bright coffee	4 20
" yellow	4 15
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls.	3 90
No. 1 " bags	3 85

Syrups and Molasses—A fair amount of business has been turned over in molasses during the past ten days. Some fair sized lots changed hands. Stocks are light. Holders, who are few in number, are hanging out for good figure. Corn syrups have good and increasing trade. The price is in their favor considering quality, etc. We quote :

Barbadoes, in puncheons	0 35
" in barrels	0 37½
" in half-barrels	0 38½
New Orleans	0 22 0 35
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Coffee—Business light. No changes. Situation continues strong. Latest reports from New York maintain previous strong position. We quote :

Jamaica	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio, No. 7	0 09 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13½

Tea—No interest was shown in teas during the end of the past and early part of present week. Brokers say it is difficult to get offers, the general tendency being to restrict buying until after inventory. There was little or no inquiry from any outside points. Ceylon greens maintain firmness. Some little inquiry locally for Ping Suey, Young Hysons, also low priced Japans. We quote :

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowders	0 11	0 13
Congous—Kaisows	....	0 12
Pakling boxes	0 12	0 14

Foreign Dried Fruits. — Currants: There is nothing really new in the situation. Market strong and the absorption by the syndicate has been on such a large scale that there is not sufficient left to supply a normal demand for export. Lower prices are considered out of the question, and whatever change the future may develop will be on a higher basis. Valencia Raisins : Little of importance has transpired since last advice. Good fruit is scarce and bringing shillings above ordinary fruit. Low offers stand little chance of acceptance. Sultanas: Lower grades are about two shillings higher than best prices of the season. Comadre Figs : There is fair demand, though prices are unchanged. Prunes : Californias are keeping up

strong and tending higher. Holders not anxious to sell freely. Shelled almonds: A slight advance is noted. Grenobles, shelled, no change. Shelled walnuts: Latest reports to hand indicate likelihood of higher prices in the near future. We quote:

Valencia Raisins—	
Fine off-stalk, per lb	0 04 0 04½
Selected, per lb	0 04½ 0 05
Layers, "	0 05 0 05½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½
Peaches, "	0 10½
Pears, "	0 13
Malaga Raisins—	
London layers	2 00
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
"Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
"Excelsior Window Clusters,"	4 50
" " ⅛s	1 35
Californian Raisins—	
Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 crown	0 06½
" " 4 crown	0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—	
Filiatras, uncleaned	0 04½
Fine Filiatras, per lb., in cases	0 04½ 0 05
" " cleaned	0 05½ 0 06
" " in 1-lb. cartons	0 05½ 0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

Rice and Tapioca—Owing to the present high prices of cleaned rices in Europe and the course of the Paddy markets very uncertain, the Mount Royal Milling & Mfg. Co., Limited, have sent out notices of advances under date of December 30, 1905. This advance is 20 cents per hundred on "B" and "CC" rices. Tapioca maintains its firm position. Business, however, is light. We quote:

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 95
C rice, in less than 10 bag lots	3 05
Tapioca, medium pearl	0 05½ 0 06

Spices—The market is quiet and no trade reported worth noting. Locally very dull. We quote:

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger	0 12 0 20
Cloves, whole	0 17 0 32
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 25 0 50

Beans—Firm market. Stocks are more plentiful and sufficient for present requirements. Prices unchanged. Inquiries from abroad and United States points have let up somewhat. This may be due to holiday dullness, as there was a growing demand from U. S. points a few weeks ago. We quote:

Choice prime beans	1 70 1 75
Lower grades	1 60 1 65

Evaporated Apples—The market continues strong with prices unchanged. Winter varieties are quoted at 9½ to 10c., though jobbers claim that less than this may be had. Evaporators appear not to have any too much stock.

Maple Products—Business dull in maple products of all kinds. Little inquiry for syrup. No interesting business is looked forward to for some weeks. We quote:

Maple syrup, in wood, per lb	0 05½ 0 06
" in large tins	0 06½ 0 07
Pure Townships sugar, per lb	0 07 0 07½
Pure Beauce County, per lb	0 08½ 0 09

Honey—Honey has received more attention during the past ten days. Dealers are firm in their prices and intimate higher prices bound to come, as stocks are light. We quote:

White clover, extracted tins	0 08 0 09
" kegs	0 07½ 0 08
" comb, new	0 13 0 14
Buckwheat	0 07 0 07½

Fish—The condition of the fish market at present is very dull, it being between seasons. Supplies of all kinds are ample and the quality of the stock arriving is A1. Dealers look forward to a better demand next week, as business will in a measure resume its normal flow. The first arrivals of Winter caught pike, dore, and white fish will arrive this week, and prices are expected to be reasonable. There have also been new arrivals of frozen lake trout, which has met with fair demand at quotations. Good, large Labrador salt herring are scarce, and prices have advanced a little. Some inferior quality on the market may be picked up at less than our quotations, but reliable stock is held firm. The Malqecque shell oysters are about finished, and are practically off the market. In bulk oysters the usual holiday trade obtains. We quote:

Fresh fish—	
Fresh haddock, per lb	0 03½ 0 04
" market cod, per lb	0 03½ 0 04
" steak cod, per lb	0 04½ 0 05
Frozen fish—	
B.C. salmon, per lb	0 08½ 0 09
Halibut per lb	0 08½ 0 09
Gaspe salmon, per lb	0 15
Dore, per lb	0 06½ 0 07
Whitefish, per lb	0 08½ 0 09½
Sea trout, per lb	0 08 0 08
Lake trout "	0 08½ 0 09
Striped bass, per lb	0 15
Large herring, per 100 fish	1 90 2 00
Smelts, No. 1, per lb	0 09
Mackerel	0 12
Tomcods	2 00
Smoked fish—	
Haddies, 15 and 30-lb. boxes, per lb	0 06½
Kippered herring, per box	0 90
Bloaters, 100 in box, per box	1 25
Yarmouth bloaters, 60 in a box	1 25
New herring, in small boxes, per box	0 11
Oysters and Lobsters—	
Hand-picked Malpeque oysters, per bbl	11 00 12 00
Standards per imp gal	1 40
Selects, per imp. gal	1 60
Oyster pails, pints, per 100	1 00
" " quarts, "	1 25
Prepared fish—	
Boneless fish, 1 and 2-lb. bricks, per lb	0 05½
" cod, " "	0 06
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, 100-lb. cases, per case	6 00
Salt and pickled fish—	
No. 1 Labrador herring, per bbl	6 00
" " " per half bbl	3 00
" " " per pail	0 80
" " salmon, tierce	18 00
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" " half bbl	7 00
" Labrador sea trout, bbls	9 50
" lake trout, per keg	4 50
" mackerel, per pail	2 00
" large green cod, per bbl., 200's	9 00
" medium, " " "	7 50
" small, " " "	6 50
Pollock, msd., green	6 50
Haddock	7 00
Salt eels, bbls	0 07
Sardines, bbls., 200 lb.	5 00

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Jan. 4th, 12.30 p.m.

BUTTER—Market dull Prices easy. Some little better exports this week. English market firm. Finest creamery 23½; fine 23; good 22½ to 23 Dairy tubs 21c. Rolls 21½ to 22c.

CHEESE—No change. Prices firm. Export inquiry good. Local quotations: Finest Ontarios 13½ to 13¾c. Townships 13 to 13½.

EGGS—Market steady. Stocks equal to demand on the moment Cold storage 21 to 22c. Limed 20 to 21c. Select 24 to 28c New laid, strictly so, 40c., scarce, some asking 50c.

PROVISIONS—Firm market. Live hogs scarce Fresh killed abattoir $9 25 to $9.50. Country dressed $8.25 to $8.50. Hams dull. Bacon good demand.

POULTRY—Quiet Good business looked to on Saturday. Quebec holiday.

Ontario Markets.

GROCERIES.

Toronto, Jan. 5, 1905.

Whilst trade has shown considerable decline since the hloiday, it is gratifying to hear that the general feeling is one of satisfaction. A good few orders have come to hand, which go to indicate that the holiday retail trade has been encouraging. On the street things are, of course, slow, seeing that most wholesalers are busy stock-taking. Tea is showing a firmer market for all grades. Montreal rice has advanced in wholesale quotations, but no quotable change is reported. In fish, several lines have declined, a usual movement after the holiday season. Hides also have made a further movement downward.

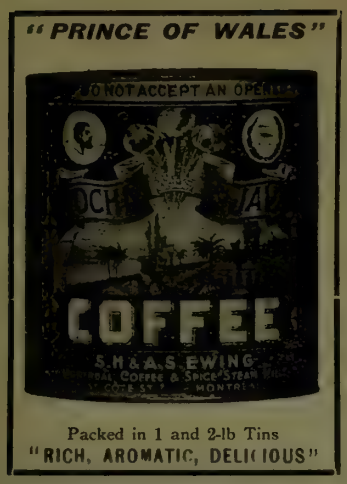
Canned Goods—Sales continue good in small lots of sorting up kind; no feature of interest has developed and prices remain unchanged. We quote:

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's		1 00
" preserved, 3's		1 25
" standard, gal		2 50
" preserved, gal		1 50
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55



Packed in 1 and 2-lb Tins
"RICH, AROMATIC, DELICIOUS"

"Assured Quality, Uniformity and Satisfaction"

S.H.&A.S.EWING'S

DELICIOUS

COFFEES

Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy sytup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Cataups, tins, 2's	0 55	0 90
" " gal.	....	4 50
" jugs	7 70	12 00

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	95
½-lb. " less than 5 cases, "	....	97½
Sardines, French ¼'s	....	0 14
" ½'s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ½ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50½
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 40
" 2s, "	....	2 50
" 6s, "	....	7 80
" 14s, "	....	17 50

	Aylmer	Simcoe Kent	Delhi Lalor
Chicken, 1's, boneless	3 70	3 10	
Turkey, 1's, "	3 20	3 10	
Duck, 1's, "	3 20	3 10	
Tongue, 1's, lunch	2 85	2 75	
Soup, 2's, giblet	2 05	1 95	
" 2's, tomato	1 00	....	
" 3's, "	1 45	....	
Pig's feet, 1's, boneless	....	1 65	
" 1½'s "	2 40	....	

VEGETABLES.

Asparagus—		
2's, tips	2 52½	2 50
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 [illegible]	0 82½
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 [illegible]	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 [illegible]	....
1's, " chili sauce	0 [illegible]	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	0 [illegible]	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 [illegible]	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	[illegible]
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 22½	1 20
Sweet wrinkle	0 82½	0 80
Early June	0 70	0 67½
2's, standard	0 62½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's	0 95	0 92½
Gal	3 02½	3 00
Turnips—		
3's	1 02½	1 00

Sugar—Local trade has been uninteresting; little business has been done, and no feature of importance to note. Prices are unchanged with tendency to firmness. Willett & Gray, in their weekly report give the following summary of the situation on the N.Y. market:

Raws: This has been a holiday week with little business in the early part. A notable feature was the selling of 7,800 tons of Philippine Islands sugar, which has been held in warehouses here for some time. The owners evidently became discouraged by the action of the Ways and Means Committee, in reporting the Philippine bill with a clause excluding these sugars from benefit of any reductions of dutv.

Our Washington information is that should such an amendment finally pass, it would no doubt be overruled by the Supreme Court on the ground that such action would be special legislation and contrary to all precedent, when tariff changes have been made.

The year closes on a very firm market, caused by delay in the Cuba crop grinding, only 33 centrals being at work and only 3,000 tons receipts at shipping ports for the week, against 103 centrals and 16,000 tons receipts a year ago.

European markets are quiet without change in quotations.

Refined: The market for refined sugars has been quiet throughout the week, with prices unchanged, basis of granulated at 4.50c. less 1 per cent. cash.

Withdrawals from outstanding contracts have been moderate in volume and refiners' shipments fairly prompt.

The tendency is for continued steadiness, until the Cuba crop begins to move freely.

We quote:

Paris lumps, in 50-lb. boxes	5 03
" in 100-lb. "	4 93
St. Lawrence granulated, barrels	4 38
Redpath's granulated	4 38
Acadia granulated	4 28
Berlin granulated	4 28
Phoenix	4 38
Bright coffee	4 28
Bright yellow	4 23
No. 3 yellow	4 18
No. 2 "	4 08
No. 1 "	3 98
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

Syrups and Molasses — Trade in these has been of small volume and uninteresting. Previous quotations remain unchanged. We quote:

Syrups—		
Dark	0 33	0 34
Medium	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	3 25
" 20-lb. " (in ¼ ") "	....	2 10

Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
" open kettle		
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35

Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

Coffee—Domestic trade has been dull and uninteresting; no business of any note has been in evidence since our last issue. Willett & Gray in their weekly report have the following interesting remarks: During this week, news was received from Brazil that the Government had been forced by general demand from the country to pass some measures calculated to protect the coffee industry. A bill authorizing a new export tax of three francs (about 60 cents) on each bag of coffee shipped, has been passed almost unanimously by both houses of the Brazil Congress, and the bill has been approved by the executive. When Brazil adopts a law of this nature so unanimously, it must be because the present currency prices there do not allow sufficient margin for interest to even well managed plantations. When Brazil had large crops of 15 1-2 millions, like four years ago, the quantity marketed would partly compensate for the price; but now, with much smaller production, the long continued low range of prices being so hard on planters, an appeal to their Government becomes a sheer necessity. So far, of course, it must be considered a defensive measure for the coffee agriculture of Brazil, but further development will indicate how to judge of its influence on coffee values.

In the second half of the crop season supplies forthcoming will be small, while the requirements of consumption continue on a large scale, always cutting down the reserves.

Tea—Domestic trade has been quiet since our last report, owing probably to a natural lull after the holiday season; it is expected to move forward, however, very soon, as January is looked to as a specially favorable month for tea sales. London markets report the closing sales of the year as revealing distinctly firmer tone, biddings showing more life and activity.

In Indians, the sale passed with spirit under a good general demand for all grades. Useful medium teas attracted the chief competition, and prices again were disposed to move in sellers' favor, this being especially noticeable in leaf grades, which were often 1-4d per pound dearer. Common descriptions maintained late rates. Quality presented no new feature, and the standard at present is somewhat mediocre. In Ceylon, competition was again brisk and a good tone pervaded the auction. Medium grades were particularly in request, Pekoe Souchongs, Pekoes, and Orange Pekoes with flavory cup, often showing a distinct rise in value. Fine and finest upheld their position, but there was a smaller proportion of choice parcels available. Common and ordinary descriptions were steady, while dusts and fannings with useful, colory liquor were occasionally dearer.

Foreign Dried Fruits— There is no new feature to report in these lines. The primal markets denote continued firmness and prices have advanced at these points, but no movement is reported on domestic markets. Valencias are showing considerable strength which, it is expected will reflect itself on local quotations ultimately.

Rice and Tapioca — Trade continues good in these lines, with prices firm. Montreal rice has advanced on wholesale market, but no quotable change is manifest at present moment. Tapioca is in good demand and exceedingly firm

Beans—The market shows no change, but is continuing firm. The season's crop has proved of excellent quality. There has been little difficulty in placing goods. Prices are distinctly of an upward tendency, and quotations in consequence are likely to be advanced. We quote:

Beans, handpicked, per bush		1 85
" prime, No. 1		1 75
" Lima, per lb	0 07	0 07½

Fish—The market reports exceptionally good trade for current week, the demand covering all lines that are readily available. Oysters especially have been well maintained, and supply regular and good. When the holiday season is over, it is usual for sales to continue steady advancement, and the prospects this season are considered well to the front. Prices have shown a decline of 1 cent on haddock, cod and herring. We quote:

Frozen halibut, per lb		0 10
Fresh haddock "		0 06
Frozen trout "		0 09
Fresh cod steak, per lb		0 07
" lobsters, boiled, per lb		0 25
Frozen B.C. salmon, per lb		0 10
Shrimps per gal		1 25
Whitefish, per lb		0 09
Herring, "		0 04
Pickerel "	0 07	0 07½
Oysters, standard, small pail	4 00	4 20
" selects, pail		4 80
Finnan haddies		0 07
Ciscoes		1 25
Kippers, 80 to box		1 25
Bloaters, 80 to box		1 15
Mackerel, per lb		0 10
Labrador herring, salt, No. 1, half bbl		3 25
Frozen sea herring, per lb		0 04½

Dried and Cured Fish—We quote:

Boneless fish, per lb		0 05
Cod fish, 1-lb. bricks		0 07½
Quail-on-toast, per lb	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb		0 06½

Hides—The market has a still further downward tendency and has dropped quotations by 1-2c. all round since our last issue; this is attributed to the simple fact that it is now time for Winter hides and that their value is that much less, rather than to any material fluctuation in values. Chicago shows no material strength and the Canadian market is unaffected by it at present moment.

We quote:

Hides, inspected, steers, No. 1		0 11
" " " No. 2		0 10
" " cows, No. 1		0 10½
" " " No. 2		0 09½
Country hides, flat, per lb	0 09	0 09½
Calf skins, No. 1, selected		0 13
" " No. 2		0 11
Sheep skins	1 20	1 25
Horse hides, No. 1	3 00	3 25
Rendered tallow, per lb	0 04	0 04½
Pulled wools, super, per lb	0 22	0 24
" " extra "	0 24	0 25

Fur Skins.

		No. 1.	No. 2.	No. 3.	No. 4.
Badger		$0 50	$0 10	$....	$....
Bear	Black	18 00	12 00	4 00	1 00
"	"	15 00	8 00	3 00	....
"	Year	7 00	5 00	2 00	0 30
Fisher		6 00	4 00	2 00	1 00
Fox	Red	2 50	1 50	0 50	0 20
"	Cross	5 00	4 00	2 00	0 50
Lynx		4 00	2 75	1 50	0 50
Marten	Dark	10 00	5 00	2 00	0 50
"	Pale	4 00	2 75	1 25	0 50
Mink	Dark	5 00	4 00	2 75	1 50
"	Pale	3 25	2 50	1 50	0 30
Muskrat	Spring	0 20	0 15	....	0 03
"	Winter	0 15	0 11	....	0 03
"	Ont. & E. Fall	12c to	0 13 8c	0 09	.... 0 03
"	N.W.T.&W. "	11c to	0 12 7c	0 08	.... 0 03
Rabbit		0 01	0 00½	....	....
Raccoon		1 25	0 70	0 30	0 10
Skunk		1 60	1 00	0 50	0 20
Weasel	White	0 50	0 25	0 10	0 04
Wolf	Timber	1 50	0 75	0 40	0 20
"	Prairie	1 00	0 50	0 20	....
Wolverine		4 00	2 50	1 00	0 25

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Jan. 4th, 1906.)

As was natural, the Christmas week proved a quiet and uneventful one in wholesale circles, and price changes have been few, quotations being practically the same as the previous week. The Christmas trade this year has surpassed expectations, the demand in all lines being good and the local houses look forward for an active Spring business. The recent change announced by the railways to the effect that hereafter the weight of carlots of salt would be 40,000 pounds instead of 30,000 pounds, the old weight, is effective east of Port Arthur only, the 30,000 pounds carlots still remaining in force west of the Great Lakes. Sugar prices hold firm at the recent advance, but no further advance is looked for in the immediate future.

Canned Goods — Prices show no change. Demand holds good at the figures of a week ago.

Sugar—There is no change in prices to note this week. Values here are the same and the recent carlot arrangement for points west holds the same, viz., the Winnipeg price plus the balance of through freight.

Coffee—The local coffee market is steady and sales are of average volume.

Cocoa—There is a good demand for cocoa at the present time and prices are steady.

Nuts—No change in prices. While the demand has naturally slackened now that the Christmas trade has fallen off, prices hold at the recent advance for walnuts. We quote:

Almonds, per lb		0 12½
" (shelled), per lb		0 30
Filberts		0 10
Peanuts		0 11½
Jumbos		0 14
Walnuts, new, Grenobles, per lb		0 15½
" " Marbots "		0 13½
Pecans, per lb	0 15	0 16
Brazils, per lb		0 15

Foreign Dried Fruits—With the exception of a slight advance in California raisins, muscatels, three crown, an advance not unexpected, there has been no change in values.

Rice, Tapioca and Sago—Tapioca is 25c. a cwt. higher, and sago has advanced 1-2c. a pound. Rice holds steady at unchanged prices. We quote:

Rangoon rice, per lb	0 03½	0 03½
Patna " "		0 04½
Tapioca, per cwt		5 50
Sago, per lb		0 04

STOCK TAKING?

Don't forget to figure your requirements in **Canned Fruits and Vegetables** to carry you through until next season.

YOU KNOW

that the consumption of Canned Goods will be very large from now on.

WE KNOW

that stocks are very limited, and once exhausted cannot be replaced until New Pack.

GET WISE

Order your supplies **immediately.** Later on you may find prices higher, and goods unobtainable.

INSIST upon getting **CANADIAN CANNERS' Brands.**

QUALITY IS GUARANTEED

CANADIAN CANNERS, LIMITED

HAMILTON - Canada

PRUNES

We can interest you.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Evaporated and Dried Apples— New dried apples in 50-lb. boxes are quoted at 8 1-4c. per pound. Evaporated apples are selling at 10 1-2c. per lb.

Beans— New white beans are quoted at $2.05 per bushel.

Buckwheat— Quoted unchanged at $1.70 per half sack.

Breakfast Cereals— Oatmeal has advanced 10c. per cwt. Cornmeal unchanged at recent prices. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 15
40-lb. " "	2 20
20-lb. " "	2 25
8-lb. " "	2 55
Cornmeal, in sacks	1 85
" in ½ sacks	1 90

FISH NOTE.

The Atlantic Fish Companies, Ltd., is the name of a new corporation in Halifax, which has taken over the business of Black Bros., Halifax and Acadia cod fish, continuing the business in Western Canada, which has reached considerable development in the last two years. Grocer.. Fill up .. alsh

PERSONAL MENTION.

Mr. Shaw T. Nishimura, of the Central Japan Tea Traders' Association, was a visitor to Toronto in the holiday week. The Grocer noticed him in company with Mr. George Stanway, Toronto agent.

Mr. Walter J. Elliott, of Quebec, representative of E. W. Gillett Co., Limited, Toronto, was a caller at the Montreal offices of The Grocer last Monday. Mr. Elliott was on his way west to refurnish samples and fit out for the coming year.

UNIQUE CALENDAR.

The Grocer is in receipt of a very pretty calendar of desk size from the Foster Pottery Co., Limited, of Hamilton. The calendar just slips in an envelope and makes an acceptable New Year's greeting.

N. S. Markets.

Halifax, N.S., Jan. 3, 1906.

Notwithstanding many drawbacks in the early part of the season, the business of the year just brought to a close has been most successful. The tie-up on the railways during the Winter months greatly hampered trade in Nova Scotia, but later in the season business improved so very greatly that it made up for much of the lost time.

B. W. Chipman, the Secretary for Agriculture for Nova Scotia, in reviewing the business of the year, says that 1905 was one of the most successful that the farmers of Nova Scotia ever had. He says the oldest farmer cannot remember a season when values were so high. All the crops turned out well, and the cattle are reported to be in fine condition, the farmers receiving a higher price for their stock than ever before.

Dairying Industry.

Referring to the dairying industry Mr. Chipman says:

"The prices the last few years should stimulate farmers to greater efforts along these lines. I regret to say that our creameries, aided by Government bonuses in starting, have not increased their output the last few years.

"This I attribute to the effect of our traveling dairy school system established a few years ago. Two of these outfits have visited every country in the province, and some of them a second time. These dairies carry a complete outfit equal to a modern or miniature creamery. The dairy schools have held each year nearly 400 meetings, have addressed upwards of 16,000 farmers' wives and daughters, and the average attendance at these meetings has been about forty.

"The instructions given have had a marked effect on the quantity and quality of dairy butter produced, bringing it in most cases quite up to the standard of creamery butter.

"Consequently nearly all the farmers now have their own separator and the family is making the butter on the creamery plan, thus saving the cost of carrying and the expense of making it at the creameries. Personally I am in favor of the co-operative plan, but the tendency of our farmers is to do this work at home, thus saving the cost of the creamery."

Growth of Horticulture.

Speaking of the marvelous growth of horticulture in Nova Scotia, Mr. Chip-

Tartan BRAND

OUR ANNUAL TEA SALE NOW ON

Some big values in all lines, also many snaps.

See our travellers or write for samples.

If in a hurry for goods phone 596.

BALFOUR & CO., Wholesale Grocers, HAMILTON, Ont.

Alexander Cairns & Sons

PAISLEY, SCOTLAND

Marmalades Jams, Jellies

Marmalades

1-LB. GLASS JARS—PATENT AIR-TIGHT CAP.
CASES OF 2 DOZEN.

Scotch Orange	$1.75
Home-made Orange	2.20
Tangerine Orange	2.20
Pine Apple	2.30
Ginger	2.30
Green Fig	2.30
Green Fig and Ginger	2.30
Ginger and Pine Apple	2.30
Fig and Lemon	2.30
Apricot	2.30

Jellies

1-LB. WHITE STONE POTS.
CASES OF 4 DOZEN.

Apple	$1.90
Bramble	2.00
Damson	2.00
Gooseberry	1.90
Plum	1.90

Jams

1-LB. GLASS JARS—PATENT AIR-TIGHT CAP.
CASES OF 2 DOZEN.

Strawberry	$2.10
Raspberry	2.30
Black Currant	2.30
Red Currant	2.10
Gooseberry	1.90
Apricot	2.10
Greengage	2.20
Raspberry and Red Currant	2.20
Plum	1.80
Damson	1.90
Blackberry	1.90
Assorted	2.10

Jellies

1-LB. GLASS JARS—PATENT AIR-TIGHT CAP.
CASES OF 2 DOZ.

Black Currant	$2.80
Red Currant	2-80

SCOTCH ORANGE MARMALADE.

7-lb. Tins. Cases 1 dozen	$7.20

Quantities of 5 Cases or more, one kind or assorted kinds, 5 per cent. trade discount.

TERMS—F. O. B. Montreal, net 30 days, or 1 per cent. 10 days.

HUDON, HEBERT & CIE

MONTREAL, P.Q.

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

man says that: "It is only necessary to refer to the fact that this year the fruit growers of the province will receive probably one million dollars for their crop of apples. The growth of the industry since 1870 has been wonderful. Hundreds and hundreds of acres of new orchards have been planted, and there are young trees now beginning to bear which in the first favorable season I venture to say will produce upwards of one million barrels.

"The season of 1905 was not conducive to a good crop. Cold weather, rain, frost and blight destroyed many blossoms, and at one time it was thought that the apple crop would be a total failure, but more were left to grow than was anticipated, and the yield amounted to probably 350,000 barrels, and the fruit growers are favored with prices higher than for many years."

Acreage Under Crop.

The secretary concludes his interesting statement with the following, which shows the production of the acreage under crop:

"I find we produced last year about 350,000 barrels of apples; hay, 556,000 acres, 691,246 tons; wheat, 16,390 acres, 249,470 bushels; barley, 7,910 acres, 182,300 bushels; oats, 92,200 acres, 2,600,000 bushels; rye, 900 acres, 15,000 bushels; buckwheat, 9,370 acres, 196,000 bushels; beans, 825 acres, 16,040 bushels; peas, 260 acres, 9,000 bushels; mixed grain, 3,000 acres, 100,000 tons; forage crops for Summer feeding, 1,200 acres, 6,000 tons; potatoes, 40,000 acres, 4,594,000 bushels; other field roots, 1,100 acres, 267,277 bushels."

B. C. News.

Vancouver, B.C., Dec. 28, 1905.

The usual after-Christmas condition is very much in evidence in the grocery and provision trade this week. A very busy and satisfactory week preceded the holiday, and now the reaction is on. Anticipating the end of the year clean-up, the retail men are buying the minimum and the same is of course true of the retail customers, so that the wholesale trade has a week to straighten up after the rush preceding the holiday.

Speaking generally, the trade, both retail and wholesale, has experienced the best year on record. Vancouver public is a generous one at all times and especially at the Christmas season. In the ordinary course of events such generosity, if extended to credits, is not conducive to good business. But business is good in all ways in the western city, and as a consequence, the public has the money to indulge its generous penchant.

Both retail and wholesale merchants report money freely paid and the percentage of credit smaller than ever. All of which is a condition to cause a great deal of thanksgiving at the beginning of the New Year.

* * *

A large consignment of raw sugar from Fiji was received by the B. C. sugar refinery, ex SS. Miowera, of the Australian line. The Miowera has brought a large consignment of chilled mutton, nearly three thousand carcasses from the Antipodes, part from Australia and part from New Zealand.

* * *

By the SS. Athenian, which arrived the day before Christmas, the last expected consignment of Japanese oranges was received from the Land of the Chrysanthemum. This lot was held up and fumigated by the inspector of fruit pests, because of the rumor that the fruit exhibited the presence of the San Jose scale. That pest has been kept out of B. C. by rigid enforcement of quarantine regulations, aided by favorable natural conditions, and the authorities rightly take no chances. The last shipments, which were found to be infected, were fumigated at the expense of the Government, as they had reached retail hands, and the retailers were in no sense responsible. This last lot was fumigated at the expense of the importers.

California oranges have been received, and the wane of the Japanese season is marked by increased activity in the larger variety.

* * *

In the produce market larger supplies of fresh eggs are noticed. The milder weather has had its effect in inducing the hens to get down to producing a Winter supply. "Strictly fresh" eggs

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

Sawyer's 50 Years the People's Choice.

CRYSTAL

See that Top **Blue.**

For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.

67 Broad Street,

BOSTON - - MASS.

M. F. EAGAR & SON, *Mfrs. Agents*

HALIFAX, Nova Scotia

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

are no longer impossible, and now that the holidays are practically over, the price is no longer prohibitive. Forty-five cents and even less is quoted, in a wholesale way, and there is not much chance of a rally to teh former prices of 55c. and 60 cents, which held for a month or so.

Eastern butter is coming into the market to a certain extent, but no large stocks are held by anyone. The price remains as last quoted, and local creamery is apparently destined to stay where it has been for a month or more.

* * *

The Christmas turkey of Vancouverites did not cost more than 18c. per lb. on the average. Higher prices, even to 25c. retail, were quoted early in the season, but one after another cut the figure until as low as 17 1-2c. was the price. The quality was superb, as well might be expected, seeing that Eastern Ontario sent the supply. Very few turkeys, comparatively, are raised in this country, the damp climate precluding success. On Vancouver Island some are grown, colder weather, and in Winter, somewhat less rain, giving the birds a better chance.

Geese and ducks were sold as law as 12c. and 15c. per pound. The stock is ample to carry over the New Year demand.

N. B. Markets.

St. John, N.B., Jan. 2.

Again we start a new year, and the St. John correspondent takes the opportunity of wishing every reader of The Grocer a prosperous and happy one. Let us each make it truly a new year. Better methods, harder work.

The wholesale grocers, while generally busy, are not doing great business. This is perhaps the quietest week of the year, as far as new business is concerned. Not only the retailers but the consumers buy freely before Christmas and sopractically everything is very quiet for a time. It is, however, just what the merchant needs, giving time for stock-taking and the straightening out of accounts.

No successful merchant will go into the new year with any loose ends. In all accounts there will be either a settlement or a clear understanding. Bad debts written off. All stock taken at fair market values, particularly where there has been depreciation. Arrangements made to clean up all dead stock. The result will be such a statement of the business as will show the actual position. No effort even to deceive one's self. No concern can have any reasonable excuse for not knowing its real condition. The wise will take right steps either to retrench and improve, or to wisely extend present methods. We believe, if steps are taken in time, failure can always be avoided, but it requires courage and brains.

Being so little business, there is not much of interest. The extreme price of evaporated apples and the lower price of oatmeal are perhaps the two most important conditions.

Oil.

In burning oil conditions remain unchanged. Prices are still low. In lubricating oil dealers are now busy booking orders for Spring. The outlook is good. Paint oils begin to have some attention. The extreme price of turpentine is a feature. In cod oil market a little easier.

Salt.

While last season, owing to extreme freights, the winter port boats brought little or no Liverpool coarse salt here, now, because of better arrangements, stock is being received. It is, however, a very quiet time of year. Prices unchanged in both coarse and fine salt.

Canned Goods.

Everything is dull. Corn and tomatoes rather firmer. In the American market tomatoes are high and strong. Fruits are quiet. A good stock of gallon apples held. Salmon quite firm, practically no sockeye grade here. Oysters firmer. Meats for Spring were bought low. In domestic fish no change. A fair supply of sardines.

Green Fruit.

There is small business. Apples dull. Dealers are backward about paying the high prices for best stock. In oranges, Floridas rather higher and Californias held firm, quality improving. The Valencias offered are particularly good for the season. Some California lemons offered. They do not seem popular. Quite full prices rule. There are no cranberries.

Dried Fruits.

Raisins are dull, rather lower prices expected in seeded. While California loose may be lower it will not affect the local market as Malaga loose are held and they cost low. Prunes are a light stock and firmer; a good demand expected. Apricots and peaches never sell largely. Dates are higher; quite full supplies now due. Figs and peels have little demand, peels are higher, supply small. Currants are firm. Evaporated apples much higher ; sales, owing to extreme price, are light. Fair stocks are held. Dried apples, pie fillings, etc., are being sold to take their place. Onions are firmer, just fair demand.

Sugar.

Some Scotch granulated sugar was landed low during the past week. It is thought the market is firmer. Sales are not large.

Molasses.

There is still a full stock of Porto Rico held, prices low. Barbadoes rather light supply.

Fish.

There continues to be quite a full supply of fresh fish and a fair variety. The British Columbia salmon offered are a feature. Smelts are high. In dry fish prices, while unchanged and high, are hardly as firm. Pickled herring which have been very high, still have upward tendency. Smoked herring are firm. Haddies unchanged.

1906 and still hustling

OUR SALESMEN ARE OUT AGAIN
DEMONSTRATING THE MERITS OF

HOLBROOK'S SAUCE

England's most famous Worcestershire

Send us a postal card,
we will mail you a free sample.

HOLBROOKS, LIMITED
28 Front St. East, TORONTO

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

TO MANUFACTURERS.

ARE you represented in Newfoundland? If not, write A. J. Frost, who is open for a few good agencies; has a good connection; good references. Address A. J. Frost, Manufacturers' Agent, St. John's, Nfld. [52-2]

WANTED.

EXPERIENCED young man for general store; not afraid of work, and a hustler; total abstainer; salary $35 a month; country trade; send copy references. The R. Calderwood Co., Florence. [F]

AT ONCE—Man who thoroughly understands roasting coffee and grinding spices. Apply with testimonials, stating wages expected, to Empress Manufacturing Co., Limited, Vancouver, B.C. [F]

FOR SALE.

FOR SALE—Stock of groceries and meat market; doing good business; reason for selling, ill health; location 225 Huron Avenue, Port Huron, Michigan. [F]

FOR SALE—Groceries, butcher, restaurants, stocks of all kinds; city or country. A. Hudgin, 198 Dundas, Toronto. [F]

FOR SALE—General business, stock and premises; in a fine dairy section, where a good business can be done; satisfactory reasons given for selling; possession can be given in January. Write James Row, postmaster, Avon. [F]

FOR SALE—Best general business in New Ontario village of one hundred on Rainy River; turnover, thirty thousand; stock, eight thousand; rent for large store and dwelling of six rooms, twenty dollars per month; postoffice in connection; in centre of rapidly growing agricultural section; terms, one-half cash, balance spread over two years if secured. Apply Box 20, Barwick, Ont. [F]

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

OYSTERS
OYSTERS

Standards, $2.00 per gal. Selects, $2.25

THE W. J. GUEST FISH CO.,
WINNIPEG, MAN.

MANUFACTURERS!

If open to appoint agents in

WINNIPEG or CALGARY

will be pleased to have you write us or our Calgary branch.

NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

CALGARY BRANCH:
NICHOLSON, BAIN & JOHNSTON

ARE YOU
GETTING YOUR SHARE
of the
LARGE BUSINESS OFFERING in ALBERTA?

IF NOT Write us. Secure our services.

Excellent Storage Accommodation. Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
NICHOLSON & BAIN, WINNIPEG, MAN.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

1845-1905

COX'S INSTANT POWDERED GELATINE

An old friend in a new guise.
Saves time and trouble Recipes in every package

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

NO OTHER TEA

is sold on the same "generous" plan—Entire satisfaction or money refunded—but then, no other tea is so "generously" rich in fragrance and aroma as

COLD STANDARD TEA
"GUARANTEED THE BEST"

We ship in any quantity, everywhere

Packed and "Guaranteed the Best" by

CODVILLE & CO.

Winnipeg and Brandon, Man.

and

CODVILLE, SMITH & CO., - Calgary, Alta.

POULTRY, FISH

WINNIPEG FISH CO. PHONE 1480.

GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped.

ADDRESS—Mail P.O. Box 701 WINNIPEG.

RETURNED Nov 2/06 to Ottawa Cut Book No. 56 Page No. 98 aaw.

BUSINESS CHANGES.

George T. Hair, grocer, St. Thomas, Ont., has sold out.

Cook & Halpenny, grocers, Smith's Falls, Ont., assets sold.

J. A. Maher, general merchant, Montreal, Que.; assets sold.

C. G. Folkes & Co., grocers, Ottawa, have started in business.

Norman Casault, grocer, Verdun, Que., has assigned, assets sold.

W. A. Ross, general merchant, St. Godfroi, Que., assets sold.

Samson & Lefebvre, grocers, Montreal, (St. Henri), assets sold.

J. F. Bellevance, general merchant, Rimouski, Que., assets sold.

Thomas Crone, grocer, Birman, Ont., has sold out to M. L. Kenzie.

E. Rabinovitz, general merchant, Belwood, Ont., has compromised.

W. L. Galbraith, tobacconist, Clinton, Ont., has sold to R. Marshall.

A. B. Rattray & Co., produce, etc., Montreal, Que., have dissolved.

T. O. Lamontagne & Co., confectioners, Quebec, Que., have assigned.

E. Cherpaw, grocer, Toronto, Ont., has sold out to W. D. Macartney.

J. A. Brassard, general merchant, L'Anse Au Foin, Que., assets sold.

A. M. Todd, grocer, Kamloops, B. C., has been succeeded by J. Beaton.

A. Desjardins, grocer, St. Therese, Que., has assigned to A. Lamarche.

Raoul Julien, baker and grocer, Beauceville West, Que., assets sold.

Ferdinand Martel has registered under style of grocer, Montreal, Que.

H. R. Thompson, general merchant, French Village, Man., assets sold.

Bouchard & Michaud, general merchants, Chicoutimi, Que., assets sold.

V. Thibault, general merchant, Sayabec, Que., offering to compromise.

Winnipeg General Stores, Limited, Winnipeg, Man., extension granted.

James Rowe, general merchant, Avon, Ont., has advertised business for sale.

W. J. Portwood, tobacconist, London, Ont., has sold out to W. J. Martin & Son.

John A. King, baker and confectioner, Clinton, Ont., has sold to H. Bartliff.

A. Hadis, general merchant, Arden, Ont., has assigned to William McGregor.

M. L. Meloche & Co., general merchants, Thurso, Que., H. Lamarre, curator.

J. W. Meloche & Co., general merchants, St. Denis, Que., H. Lamarre curator.

J. J. Smith, general merchant, Yorkton, Sask., has assigned to F. W. Huckins.

Elvidas Leonard, grocer, Montreal, (St. Louis), has assigned to Nap. St. Amour.

Kearney Bros., general marchants. Florenceville, N.B., have dissolved partnership.

T. P. Pelletier Co., general merchants, Trois Pistoles, Que., have applied for charter.

E. D. Gall & Co., general merchants, Manitou, Man., have sold to W. H. Sharpe.

A. W. H. Thompson, general merchants, High River, Alta., has sold part of stock.

LeBlanc & Caza, general merchants, Comber, Ont., have assigned to S. T. Anderson.

John Cox, general marchant, New Liskeard, Ont., has been succeeded by Jas. C. Whyte.

Charles E. Gormley, grocer and meat dealer, St. John, N.B., has stock for sale by auction.

Cousineau & Freres, general merchants, St. Lazare, Que., have dissolved partnership.

Wagner & McKeen, flour and feed, Winnipeg, Man., have sold out to W. Drew & Co.

Mrs. T. Brokernshire, fruits, confectionery, etc., Rossland, B.C., is giving up business.

T. S. McPherson, grocer, Nelson, B.C., has been succeeded by A. L. Teetzel & R. M. Hood.

Moore & Hall, general merchants, Olds, Alta., O. C. Smith, Calgary, appointed trustee.

Achille Michaud, general merchant, Tetu, Que., assets were to have been sold on the 4th inst.

The Toronto Cream & Butter Co., Limited, Toronto, Ont., have applied for winding-up order.

James Albert Dewery has registered under style of Stanstead Ice Co., Stanstead Plain, Que.

W. T. Anderson, grocer and confectioner, Carievale, Sask., has been succeeded by D. Dean.

Wm. Sawyer, bakery, confectionery, etc., Vernon, B.C., has been succeeded by R. W. Timmins.

J. F. Bellevance, general merchant, Rimouski, Que., assets were to have been sold on the 29th ult.

Anderson & Playfair, general merchants, Baldur, Man., have been succeeded by Playfair Bros.

A. E. Parsons & Co., wholesale produce, etc., Winnipeg, Man., have assigned to C. H. Hewton.

P. Maher, general merchant, St. Guillaume Station, Que., absentee, A. Lamarche in possession.

Smith, Fischel & Co., cigar manufacturers, Montreal, Que., have received demand of assignment.

Mrs. Napoleon Morin has registered under the style of N. Morin & Co., grocers, Montreal, Que.

Mrs. Louis Lacouture has registered under the style of Lacouture & Co., grocers, Montreal, Que.

Miller Bros., general merchants, Lloydminster, Sask., have sold out to Cameron & Cummings.

W. Brown & Co., (est. of), tobacconists, Winnipeg, Man., stock was to have been sold on the 28th ult.

J. W. Meloche, general merchant, St. Denis, Que., meeting of creditors was to have been on the 2nd inst.

Mrs. Anatole Lacasse has registered under the style of D. O. Lacasse & Co., tobacconists, Montreal, Que.

A. Trudeau, general merchant and lumber, Windsor Mills, Que., has sold general store to A. Provancher.

Jos. Poisson & Co., general merchants, Gentilly, Que., meeting of creditors was to have been on the 3rd inst.

Mrs. H. C. Lucas, baker, Ladysmith, B.C., has been succeeded by G. W. Smith and removed to Comox.

Cosens & Kindon, manufacturers' agents, Vancouver, B.C., have been succeeded by Terminal City Rice Mills.

The T. Long & Bro. Co., Limited, general merchants, Collingwood, Ont., have advertised their retail business for sale.

Clement Gendron and Arthur Belanger have registered under the style of Gendron & Belanger, ice, Montreal, Que.

John Dase, grocer, Arnprior, Ont., has assigned to John R. Tierney, meeting of creditors was to have been on the 30th inst.

L. R. Belanger, groceries and liquors, Montreal, Que., has assigned. Meeting of creditors was to have been on the 28th inst.

Fairfield & Co., general merchants, Rockland, Ont., have assigned, meeting of creditors was to have been on the 15th inst.

Thomas Rattray and Thomas H. Skelcher, have registered under the style of Rattray & Skelcher, produce, etc., Montreal, Que.

Max J. Heller has registered under the style of Canada Wafer Co., manufacturers of ice cream, wafers, etc., Montreal, Que.

Wildig Bros., poultry farmers, Lachine, Que., have dissolved partnership, Mrs. G. L. B. Wildig & George A. Wildig, registered.

Eva M. Clay, grocer, Galt, Ont., has assigned to N. L. Martin, Toronto, Ont.; meeting of creditors was to have been on the 3rd inst.

Joseph Edmond Labrecque and Joseph Anselme Labrecque have registered under the style of American Pure Food Co., manufacturers baking powder, etc., Montreal, Que.

NEW SUGAR-BEET MACHINES.

Louis Gettleman, of the Town of Germantown, Wis., it is reported, has invented a machine for topping sugar beets and also one for pulling the beets. The invention consists of two machines, one the topper and the other the lifter or puller. The topper passes over the beets first, taking off the tops and carrying them away at the same time. The lifter or puller lifts the beets, carries them over a chain or carrier and deposits them in the middle of the row. By passing over the carrier all dirt is removed from the beets.

"HUMAN NATURE'S DAILY FOOD"

Grocers, tell your customers that **Orange Meat** is good for all classes and conditions of men

Tell them that its continued use not only engenders good health, but it builds up body and mind perfectly for the active duties of life because it is easily digested and absolutely pure.

You know that

ORANGE MEAT

is manufactured by a new process, from the best Canadian wheat. It is put up in Mercerized Bags to keep the food fresh and clean.

Coupons are in the 15c. packages and the Jumbo package at 25c. contains 2½ times as much as a package of other foods selling at 2 for 25c

Grocers, bring all your customers in close touch with "Orange Meat" facts.

Orders for you will be the result.

Agents in Montreal: R. B. Hall & Sons.
Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.
Limited
KINGSTON, ONT.

Flour and Cereal Foods

GENERAL CONDITIONS.

Reports to hand from various points denote a general after holiday depression. The amount of domestic trade up to date is giving a good degree of satisfaction; prices, too, are reported as being well maintained on steady basis. Business from the Maritime Provinces has fallen exceptionally flat, and travelers returning report trade as disappointing.

The export trade is still uncertain. A good deal of movement is in evidence by way of completing previous orders, but new trade is difficult to conclude on present basis. One large exporter in constant communication with the European markets reports the difference between the two markets as having reached a crucial stage. Offers have been freely made at a price which leaves about six pence difference, meaning to the dealer on this side a bare exchange on his outlay, but the European markets show no disposition to advance.

This year, as far as can be ascertained, none of the larger mills are carrying heavy stocks, and with the exception of a very few 5,000 and 10,000-bush. lots, there is none purchased for storage in the elevators at lake ports. This will be partially accounted for by the high lake freights which have ruled this last Fall, especially during November, and partially by the fact that with December wheat Fort William selling about three cents a bushel below cash wheat, the all-rail wheat could be bought for December-January delivery, as cheaply as the lake-and-rail wheat for present delivery, thus saving the millers the carrying charges, and doing away with the necessity of making large purchases ahead.

Now that the season of navigation is closed, the shipments of Manitoba wheat from Fort William this year form an interesting comparison with those of former years. Frank E. Gibbs, Government inspector, reports the shipments from Fort William and Port Arthur between Sept. 1 and Dec. 12, inclusive, as 30,358,066 bush.; which would be all wheat of this year's growth, against 17,116,221 bush. in the same time last year, which was a short crop year and the harvest was at least a couple of weeks later than this year, and not in such good condition.

RETIREMENT OF MR. JOHN CAMPBELL.

The milling industry of Ontario has lost one of its oldest members, by the retirement from the business of Mr. John Campbell, of St. Thomas, who has sold his interest in the John Campbell Co., Limited, of which he was president. Mr. Campbell has been very prominent in the milling business of Western Ontario, and for many years was among the largest, if not the largest, of the exporters of flour to Great Britain. His mill is situated on the Michigan Central, as well as on the Grand Trunk Railway, and this enabled him to secure, in the olden days, very exceptional advantages in the way of special freight rates. Mr. Campbell is largely interested in several other St. Thomas industries, among others a land company having large holdings in Saskatchewan, to which he will now devote a large portion of his time.

IS THIS A MISTAKE?

A prominent flour and grain merchant of Quebec City, who has enjoyed a high reputation for honesty and integrity in his business connections, was arrested at the instance of the milling firm of Ogilvie & Co., who charge him with using their brand on bags containing an inferior grade of flour. The accused indignantly denies the charge, and states there must be a mistake.

TESTING THEIR NEW PLANT.

The American Cereal Co. have been putting the products of their new flour plant, which was recently installed in their Peterborough, Ont., mill, to the severest tests, and have satisfied themselves absolutely of the superiority of their products, at every point where quality counts, before offering to the trade their new brand Quaker Manitoba Patent. The high standard this company has always maintained in Quaker Oats and other products, makes it certain they will be a factor in the Canadian flour trade.

MONTREAL MARKETS.

Flour.

Trade quiet during holiday week. Sales small, buying being hand-to-mouth character. The stock-taking season is being taken advantage of to keep stocks down. Quiet trade expected for some weeks.

We quote:

Winter wheat patents	4 60	4 80
Straight rollers	4 20	4 40
Extra	4 30	4 70
Straight rollers, bags, 90 per cent.	2 20	2 40
Royal Household		4 90
Glenora		4 40
Manitoba spring wheat patents		4 90
" strong bakers		4 40
Buckwheat flour		2 10

Rolled Oats.

Quiet and weak market with little stock arriving. Dealers look forward to a drop shortly. Prices unchanged.

We quote:

Fine oatmeal, bags	2 40	2 50
Standard oatmeal, bags	2 50	2 60
Granulated " "	2 40	2 45
Rolled oats, "	2 45	2 50
"		5 30
" 90-lb. bags		2 80
" 80-lb. bags		2 65

Feed.

Feed of all kinds active. Bran particularly strong. Millers advanced prices of Manitoba bran $1 per ton with stocks

light. Ontario shorts limited and good inquiry. Ontario bran also in good demand but difficult to secure sufficient supplies.

We quote :

Ontario bran	17 00 17 50
Ontario shorts	20 00 21 00
Manitoba shorts	19 50 20 00
" bran	18 00 18 50
Mouillie, milled	21 00 24 00
" straight grained	25 00 28 00

Hay.

No change. Business quiet during holidays. No. 1 in good demand, plenty of No. 2 inferior but no call for same.

We quote :

No. 1	8 50 9 00
" 2	7 25 7 50
Clover mixed	6 00 6 50
Clover, pink	5 50 6 00

TORONTO MARKETS.

Flour.

Business has been uninteresting and without distinctive feature since our last report. Little new domestic trade is reported, and orders have been mainly of a sorting up character. Export trade has shown a distinct break in demand and few orders have been in evidence. Prospects for export are considered good. Prices are difficult to maintain and show tendency to decline. Domestic prices remain firm at previous quotations. We quote :

Manitoba wheat patents, per bbl. in bags	4 45 4 85
Strong bakers " "	4 25 4 65
Ontario wheat patents " "	3 75 4 00
Straight roller " "	3 50 3 75

Grain.

Trade has not been over active since our last report ; arrivals have been coming in pretty freely. At outside points reports denote good deliveries at the mills, and tend to show that farmers are disposed to market their grain. Previous quotations remain unchanged.

We quote :

All on track Toronto.	
Manitoba wheat, Northern No. 1	0 88½ 0 89
" " hard, No. 1	
" " " No. 2	0 85½ 0 86
Red and white, per bushel	0 83½ 0 84
Barley "	0 48 0 53
Oats, new, "	0 36 0 36½
Peas "	0 83
Buckwheat " dull	0 57 0 58
Rye, per bushel, " dull	0 76

Breakfast Cereals.

The delivery of grain for breakfast cereals is reported good at most points throughout the province. Trade, however, is disappointing even at this season, which is always considered a falling one. Prices are unchanged at the decline reported in our last. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl.	5 30
Rolled wheat in boxes, 100 lbs.	2 40
" " 50 lbs.	1 30
Rolled oats, standard, carlots, per bbl., in bags	4 75
" " " " in wood	5 00
" " " " for broken lots	5 15

ST. JOHN, N.B.

Flour, Feed and Meal.

In flour there has been a slight decline in both Manitoba and Ontario grades.

While oats show little change, oatmeal continues to drop off and market seems weak. Prices were considered extreme.

It is thought there is trouble in the combine. Cornmeal is easy.

Beans rather higher, just a fair sale.

Dealers are beginning to take some interest in seeds. Prices are likely to be higher, particularly in clovers, which were already high.

A FINE PROGRESS.

There are twelve creameries in Alberta under Government control, the output being 800,000 pounds, an increase of 80 per cent. over 1904. There are ten private creameries in Alberta. The local output from all factories was a million and a half pounds. A market is found in Yukon, China and Japan, and the industry is growing by leaps and bounds.

NEW FISH PACKING COMPANY.

The Ketch Harbor Fish Packing Co., in which P. M. Duggan and several other well known Halifax merchants are interested, is to start operations as soon as the wharf and store now being constructed at Ketch Harbor for them are ready. It is the intention to buy the fish fresh and then pickle and dry them. Herring and mackerel are to be packed in kits and half barrels, as well as barrels, and new markets will be exploited. A small steamer is to be purchased and when one is secured the company will begin supplying fresh fish for the Halifax market.

Ralston Health Food

The most widely advertised and best known Breakfast Food in the United States.

Is now made in Canada by us from Canadian Wheat under Canadian conditions, but the manner of making is the RALSTON way.

Have you read the full page talks by THE MILLER, in

The Ladies' Home Journal
The Youth's Companion
The Saturday Evening Post
The Delineator (fashions)
MaCall's (fashions)

?

WE MAKE RALSTON

Somebody is sure to ask

DO YOU SELL RALSTON?

Let your customers know you sell Ralston Health Food in

1 pound packages at 10c.
2 pound packages at 15c.

(One pound makes seven pounds ready to eat.)

A good profit in it for you—a better for your customers.

THE TILLSON COMPANY
Limited
TILLSONBURG, - ONTARIO

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

The GRAY, YOUNG & SPARLING CO., Limited
Salt
Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

6 1-gal. tins to case, wine measure,	$4.50 per case	24 pints to case, wine measure,	$2.50 per case
12 ½-gal. " " "	4.80 "	12 qrt. bottles,	2.40 "
24 ¼-gal. " " "	4.80 "	5-gal. tin, Imperial measure, 1 to case,	3.90 "

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

THE MONTREAL MAPLE CO.
88 GREY NUN ST., MONTREAL, QUE.

SATISFACTORY REPORT OF N. W. SUGAR INDUSTRY

The closing of the year's operations of the Knight Sugar Company's refinery in Raymond leaves a successful and satisfying record. For the three years during which the business of refining has been carried on, there has been a strong advance in the output. The first year it was three-quarters of a million of pounds of refined sugar. Last year the output was about three million pounds. This year's results have been an advance of over fifty per cent. on last year's, the total being four million, six hundred and thirty thousand pounds. About five per cent. of the crop was lost owing to the November storm, but this part of the crop will be available for food, for which purpose it is worth over half as much as it would be for sugar purposes. The crop was somewhat reduced by ravages of the web worm, which stripped the tops in some places in July and so retarded the growth of the root. The subsequent growth might have been expected to reduce the value of the roots, as it was new growth, coming at a time when the plants were strengthening in saccharine properties.

Fine Land for Sugar Beets.

The superiority of the Raymond lands for beet growing is again vindicated by the fine record of 256½ lbs. of sugar per ton of roots, which is about the average for beet lands. From two hundred and fifteen to two hundred and twenty-five pounds per ton is considered a satisfactory return. This record is a direct return in sugar from the beets and is not helped by the process of recovery of sugar by supplementary operations on the residue of molasses from direct sugar extraction from the beet.

Though the results are not as high in the total as hoped for, the year's work has been satisfactory to both refiners and beet growers. The campaign lasted about sixty days without check and a total of 18,000 tons of beets were sliced. These were purchased at the flat price of $5 per ton from the farmers, which means the payment of $90,000 to the farmers in the vicinity of Raymond, Stirling, Cardston and Magrath. In some cases the yield per acre reached fourteen or fifteen tons, but the average is considerably below this.

Cost of Production.

It has been estimated that the average cost of producing the crop including interest on land, seed and labor, is between $18 and $23. When the crop realizes between $40 and $50 per acre it may be seen that this leaves a better margin than could be secured from grain or other farm crop and the general opinion is that beet growing is the best way to utilize land in this district. The refining of sugar from beets is essentially a proposition of more importance from the farming standpoint than from the standpoint of manufacturing. It brings large returns from a comparatively small acreage and may be made a part of a very profitable rotation. It is perhaps the best kind of cropping to bring land forward from a raw state, as it requires deep and frequent cultivation. At the same time it represents important transactions of another kind and affects other commercial interests. During the campaign last year one hundred laborers were employed in the refinery, fifty on day and fifty on night shift. This itself involved the distribution of $20,000 for labor, apart from the superintendents of agriculture and operation, the engineers, chemists and others permanently employed.

By-products.

The pulp is a most important side product of the refinery on account of its feeding value. Last year the culls from cattle sold in the Fall and which were worth not more than $30 per head, by finishing on pulp sold for from $52 to $57 per head. Cattle fatten very quickly on pulp. Feeding does not generally begin before March and only lasts a couple of months

Ready Markets.

The sugar will be sold directly by the company instead of by dealers, and will be distributed between Moose Jaw and the mountains. Most of the sugar of the west comes from Vancouver, with which the Raymond sugar competes. The price this year is about a cent a pound less than last year, due largely to last year being a drought year in Germany, which is a large sugar producer, but it is fair to assume that the bringing to market of nearly 5,000,000 pounds in Alberta this year has been a direct advantage to the consumer.

The bonusing of enterprises such as that of the Knight Sugar Company might be reasonably defended on account of its wide industrial and commercial significance and importance to districts in which the enterprise is established. Most of our sugar comes from refineries which handle the product of the Fiji and other Pacific islands. In these cases nine-tenths of the producing processes are already done and the labor and capital involved in operation are comparatively small.—Manitoba Free Press.

REINDEER
Condensed COFFEE
EVERY TIN CONTAINS
Pure Coffee
Rich Milk
and Sugar
COMBINED READY TO USE
A cup of excellent Coffee is prepared by simply adding boiling water.
It is not necessary to remove the Coffee from the tin when it is opened, but may be used a little at a time if necessary.
The Coffee will keep until the whole is used.
TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

VALUE "When You Buy" BUFFALO BRAND
THE DOW CEREAL AND MILLING Co
90 LBS
ROLLED OATS
BUFFALO BRAND
PILOT MOUND, MAN.
At the price of common
ROLLED OATS
You are Getting Double Value
Free from Black Specks and Hulls
Ask for Car Lot Delivered Prices
NICHOLSON & BAIN, Winnipeg, Man.
Sole Sales Agents

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 532.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

A NEW YEAR RESOLUTION

It will pay you to resolve to handle only the best quality flour during 1906. A trial order will convince you that the best flour is

"Gold Crown" Flour

If you will give us a trial order we won't have to ask you for a second.

Sutcliffe-Muir Milling Co., Limited
Moosomin, Sask.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases.

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

LOBSTERS

They are expensive but it pays to buy the BEST

Ask for the old reliable

ICE CASTLE BRAND

Each and every can warranted highest grade. Sold by all leading dealers. Packed by

J. W. WINDSOR, HEAD OFFICE **MONTREAL**

After the Holiday Season you will no doubt, want to fill in your stock. We are offering this week :

1 Car Rose Extra Fancy Navel Oranges
1 Car Chinook Extra Fancy Navel Oranges
1 Car Gavilan Fancy Navel Oranges
1 Car Arch Fancy Navel Oranges

All well colored and from latest shipments :

1 Car Mexican Oranges
1 Car Messina Lemons
1 Car Valencia Oranges

Also full line of
Nuts, Figs, Dates, Grapes, &c.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, ONT.

Have also to hand three Cars of Fancy Yellow Danvers Onions, which we offer for this week at $1.25 per bag. Send in your orders.

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.
Packers and Exporters
5-7 Market St., HAMILTON

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds ; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

A SPLENDID TRIBUTE.

During the recent Dominion Fruit, Flower and Honey Show, Mr. A. McNeill, chief of the fruit division of the Department of Agriculture, when showing a Toronto friend some of the choice fruit representing different sections of Canada, offered him some of the first prize fruit. This gentleman suggested instead that Mr. McNeill would allow him to send it to two friends in England, one the Right Hon. Lord Glenesk, proprietor of the Morning Post, London —a paper which in the last few months has paid a great deal of attention to Canadian affairs and dealt with them in a most kindly way. The other lot he suggested he should be allowed to send to Sir Hugh Gilzean-Reid, another distinguished publisher and friend of Canada—although unfortunately opposed to Mr. Chamberlain and his policy. Sir Hugh visited Canada a couple of years ago on his return from St. Louis, where he presided at the World's Press Parliament. The other day Mr. McNeill received the following most cordial acknowledgment from Lord Glenesk :

"139, Piccadilly, W.,
"December 13, '05.

"Dear Mr. McNeill : Did such fruit ever grow out of the Garden of Eden ? Surely mortals and angels might well be excused for yielding to such baits. Canada needs little other inducement to immigration.

"I must thank you over and over again for this proof that Canada, which can supply all that is necessary, can also supply all that is beautiful.

"If Chamberlain comes in, there simply must be a bounty on your lovely fruit.

"With reiterated thanks, believe me,
"Yours sincerely,
"GLENESK."

CELERY EXTRAORDINARY.

The Toronto Globe is responsible for the following particulars of a new description of celery plant, which, if it turns out as expected, will practically revolutionize celery growing :

G. B. Bolton, Pere Marquette station agent at Ruthven, Ont., is in a fair way to make a fortune out of celery in the next few years without growing or handling a single stalk of it, but simply by drawing royalties from a nursery company of Monroe, Mich., on a wonderful new celery plant that came into his possession two years ago. The company has agreed to pay him a royalty on every plant sold, and none will be disposed of for less than $1 a plant. Purchasers are also bound not to sell any of the plants, but only cut the stalks.

The president of the company says Bolton's celery is the greatest thing he has seen in the vegetable line, and that it will surely revolutionize the celery industry. The stalks are round, uniformly crisp and do not rust.

A singular thing is that the Bolton plant is a hybrid and came into existence through an act of carelessness. A farmer named Smith near Ruthven had a few trenches of ordinary celery growing, but only a part of it was gathered before Winter set it. The rest was abandoned. Next Spring Farmer Smith was surprised to see a round stalk of celery growing from the neglected plants. He had never before heard of celery roots living through the Winter in frozen ground. Neither had anyone else. This new hybrid growth proved to be a perennial. He grew them for a few years and then Station Agent Bolton gave him $200 of his savings for all the plants as a speculation. Now he stands to make thousands every year. He has christened the plant the "Silver King."

HIGH PRICES FOR APPLES.

The highest price ever obtained for Nova Scotia apples in the London market is just reported in a lot that netted $7.85 per barrel.

There have been higher average prices than are being realized this season, good as it is, but none that equal the figure given. An orchardist at Port Williams shipped to Northard & Lowe, London, twenty barrels of apples as follows : Twelve barrels Coxe's orange pippin at 50s. ; two do. at 30s., and six Kings at 21s. This means a net price to the orchardist for the whole lot of $7.85 per barrel.

These varieties are grown in England, but the crop there is short this year.

FRUIT-GROWERS' ASSOCIATIONS.

Nova Scotia.

The Nova Scotia Fruit-Growers' Association met again in session recently, and after routine business, appointed delegates to the Dominion Fruit-Growers' Convention, which meets in Ottawa in June next. A resolution was passed to ask the Government to make the apple barrel a standard measurement, and have but one size for all barrels throughout the Dominion.

The discussion of the Fruit Marks Act by Inspectors Vroom and Fitch showed that, having had ample opportunity to form a correct opinion as to the extent that dishonest packing is practiced, they distinctly stated that while cases did sometimes arise which looked like a clear case of fraud, they were comparatively rare. A weak spot in the Act seemed to be in its failure to define what shall be considered second class fruit. As it stands to-da a man may brand any fruit as second-class, and yet be within the law. The speakers gave it as their opinion that much of the complaint heard from some of the dealers in St. John, arose from their buying second and third quality apples, and expecting them to turn out as good as first-class.

A resolution was passed during the session pledging the Shippers' Association the support of the Nova Scotia Fruit-Growers' Association. The officers elected for the ensuing year are:

President—John Donaldson, Port Williams.

Vice-President—G. C. Miller, Middleton.

Secretary—S. C. Parker, Berwick.

Assistant Secretary—J. H. Cox, Cambridge.

Treasurer—Geo. Munro, Wolfville.

Auditors—Geo. Thompson and R. E. Harris.

Executive Board—The president, vice-president, secretary, J. H. Cox, Col. Shippy Spurr, E. E. Archibald, A. C. Starr.

Kaslo.

A fruit-growers' association has just been formed for the Kaslo district. The names of the members will be forwarded at once to the Provincial Agricultural Department, so that the society may receive a charter. An exhibition will be held in Kaslo next Fall.

The officers are as follows: Hon. president, Hon. R. F. Green; hon. vice-president, G. Alexander; president, Theo. F. Adams; vice-president, Alex. Goldsmith; secretary, J. W. Cockle; treasurer, O. T. Stone; auditor, Robert Henricks; hon. directors, Archdeacon Beer, Kaslo: William Simpson, Howser; D. Clark, Ainsworth; Oscar Burden, Crawford Bay; A. G. Fraser, Trout Lake; John Bornholdt, Howser Lake; Wm. White, Lower Duncan River; directors, J. Riddell, J. G. Palmer, G. O. Buchanan, S. H. Green, A. W. Goodenough, H. Giegerich, J. W. Prunk, Jas. Spiers, J. Allan, A. Leet, G. Crawford.

MONTREAL MARKETS.

Green Fruits.

The green fruit market is decidedly dull. The holiday trade, particularly Christmas business, was very good. The feature of the week, and a startling one, is the remarkable advance in cranberries. A jump of practically 25 per cent. is noted and they are selling here to-day at $15 to $17 a barrel. This is considerably under market price as they are being sold in New York this week at $20 per barrel. Jamaica oranges are selling quite freely at $4 per barrel and large shipments are expected to be made this month, possibly 1,500 to 1,600 barrels. Grape fruit is quiet at $4 to $4.50. A fair demand for California oranges prevails. Prices, however, are expected to drop from 25 to 30 cents a box, as crop is reported as just as large as last year. California celery is in large supply and in good demand at $5 per crate. Spinach, $3 per barrel. Cucumbers, $2.50 per dozen. Lettuce advanced 40 cents per dozen, selling at $1.25, but it is expected that prices will recede from now on. Florida tangerines are selling at $3 per box and very good quality of fruit. Florida oranges advanced 50 cents per box and selling now at $4.

We quote:

Oranges, Florida, case		4 00
Tangerines		3 00
Navels	3 40	3 75
Dates, per lb		0 03½
Bananas	1 85	2 25

CALIFORNIA CELERY

Fresh from the fields in California.

Fancy large heads, packed in crates 5, 6, 7 and 8 dozen.

PRICE $5.00 PER CRATE

An excellent seller and profit maker.

FISH FISH

We are offering this week a full line of **Frozen Sea Fish**

Smelts, Flounders, Haddies, Sea Herring, Long Island Native Oysters

WHITE & CO., LIMITED

TORONTO HAMILTON

Our Weekly Price List explains fully.

W. B. STRINGER POSITIVELY J. J. McCABE

THE BEST LEMON

is "St. Nicholas" and the grocer who handles only "St. Nicholas" brand during 1906 will have a prosperous New Year so far as his Lemon business is concerned.

W. B. STRINGER & CO., Toronto and Montreal. Sole Agents.

Pineapples, Tomatoes, California Celery, Navel Oranges, Nuts, Figs, Dates, etc.

The F. T. JAMES COMPANY, TORONTO

33 Church St., 76 Colborne St.

We have carload of fine *SWEET POTATOES* in Hampers and they are *CHEAP*—$1.75 per Hamper, with special price in lots.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

WALNUTS ALMONDS

FILBERTS BRAZILS PEANUTS

all best grades

Send for sample order of our Oranges selected for Christmas Trade.

Fancy Navels, all sizes.

" *Mexicans,* "

CHOICE EXTRA HEAVY MALAGA GRAPES

Pure Fruits
Full Weight
Moderate Prices
Prompt Shipment

Every grocer is looking for the above when he orders **JAMS, JELLIES** and **SEALED FRUITS IN GLASS.**

When he orders the **E.D.S. BRAND** he gets **PURE FRUITS, FULL WEIGHT, MODERATE PRICES, PROMPT SHIPMENT.**

Look for the name "**E. D. SMITH**" on the label.

The Eby, Blain Co., Limited, are Toronto agents for these Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Hugh Walker & Son,

For 1906 Send us your fruit orders. We have exceptional facilities and will give you satisfaction.

DROP A CARD FOR OUR LIST

HUGH WALKER & SON, WHOLESALE FRUIT **Guelph, Ont.**

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 St. Peter St., Montreal, Can.

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross

London, Eng.

Cocoanuts, per bag of 100	3 75	4 00
Pineapples	5 00	5 50
Jamaica grape fruit, per box	3 50	4 25
Apples	2 25	4 75
Sweet potatoes, per bbl	....	4 50
Lemons, per box	....	2 75
Jamaica oranges, per bbl	....	4 00
Grapes, Almeria, extra fancy Longkeepers	....	7 00
" Fancy	....	6 50
" Choice	....	6 00
Cranberries, N.S.	....	15 00
" Cape Cod	....	17 00
Spanish onions, cases	....	2 75

Vegetables.

The local vegetable trade has shown a fair amount of business during the holidays. There are no radical changes in prices to note, however. Potatoes are in good demand and selling at 60 to 63 cents per bag of 90 pounds, and in a jobbing way 65 to 70 cents per bag, ex store 70 to 75c. Red onions in good demand at $2.25 to $2.50 per barrel.

We quote:

Potatoes, per bag	0 65	0 67½
Mint, per doz. bunches	....	0 15
Parsley, " "	0 25	0 35
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen	....	2 00
Green onions, per bbl	....	2 00
Cauliflowers, home grown, per doz	....	1 50
Green peppers, per basket	....	0 70
Cranberries, per bbl	8 50	9 50
Home-grown cabbage, per doz	....	0 40
Tomatoes, box	....	10 20
Home grown cabbage, per doz	....	0 40
Spanish Onions, cases	2 50	2 75
" " crates	....	0 90
Red onions, brl	2 50	2 75
Turnips, bag	....	0 75
Sweet potatoes	2 50	3 00

ONTARIO MARKETS.

Green Fruits.

Trade has been distinctly quiet during the week under review. No feature of interest is manifest. General satisfaction is expressed at the run of holiday trade, one fruit firm stating that they had practically cleared right out of stock, their present stock having nearly all arrived since Christmas. Oranges are fluctuating somewhat, the riper stock arriving fetching firm prices. Smaller and inferior qualities are easier. Fancy Spy apples are 10 cents easier. Bananas, for which there has been ready demand, are firming 5 cents to 10 cents.

We quote:

Oranges, California, southern, 96's to 200's, per box	....	3 75
" " " 250's to 288's "	3 25	3 50
" " northern, 126's to 252's, "	....	3 50
" Mexican 96's to 250's, per box	2 00	2 35
" Florida, 96's to 216's "	....	3 25
" Valencia, 420's, 714's, 1 64's, per case	4 50	5 75
Lemons, Messina, 300's 360's, per box	3 25	3 50
" " fancy, 300's	....	3 25
" " choice, 300's, 360's, per box	2 50	2 75
Grapes, Almeria, per barrel	6 00	7 50
Cranberries, fancy Jersey's, per barrel	....	13 00
" " " per case	....	4 50
Apples, fancy spies, per box	....	1 40
" " greenings, per box	....	1 40
" Winter varieties, per barrel	3 25	3 50
" cooking, per barrel	....	2 75
Bananas, per bunch, firsts	1 60	1 90
" " eights	1 25	1 40
Pineapples, per case	....	5 00
Grape fruit, Florida, 46's to 80's, per box	....	4 50
Tangerines, Florida, fancy ½ strap	....	3 00
Pomegranates, nominal	....	....

Vegetables.

Little trade has been doing since our last report. Christmas time in vegetable lines is always considered a quiet time; fruit is more before the public, and vegetables consequently take a back place. Several deliveries of celery have arrived, and McWilliam & Everist are expecting a car to arrive from California at any moment. Domestic rhubarb is expected on the market at an early date.

We quote:

Potatoes, kiln dried sweet	4 50	5 00
" " " bushel hamper	....	1 90
Potatoes, per bag	0 90	1 00
Onions, per bushel	....	0 75
Spanish onions, per small crate	....	1 10
" large cases	....	3 00
Cabbage, per doz	....	0 40
Cauliflowers, domestic, per doz	0 75	1 25
Beets, per bushel	....	0 50
Carrots, per bushel	....	0 50
Lettuce, per doz. bunches	....	0 30

Keep This Fact in Mind

The sales of

Blue Ribbon *Ceylon* Tea

are increasing at a good rate. Every sign points to that conclusion. ***Blue Ribbon*** flavor captured public confidence and ***Blue Ribbon*** reliability is holding it.

In view of the growing trade your order should be larger. You need more ***Blue Ribbon Ceylon Tea!***

The ***Red Label Line*** is, as you know, the best 40c. worth to be had.

You cannot order too much of it.

Valencia Raisins
Tarragona Almonds
Sicily Filberts
Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC **Montreal** **OTTAWA**

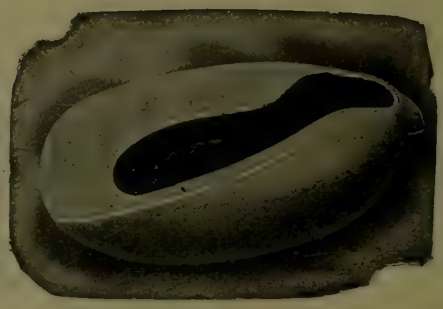
—THE—
PINNACLE OF PERFECTION

King Oscar Sardines

The most delicate sardines packed and in the purest olive oil. Keep them to the front. They pay you.

JOHN W. BICKLE & GREENING, Hamilton, Ont.
Canadian Agents

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons
Hamilton Pottery HAMILTON, ONT.

Another Difference Is Reliability

Did you ever hear anyone say that

Southwell's Jams and Marmalades

were "not as good as last time"? When such cannot truthfully be said, isn't it a sign that Reliability is the watchword of the maker?

When the customers are satisfied the Grocer orders with confidence.

We know your customers would readily take to **SOUTHWELL'S JAMS AND MARMALADES** if you recommended a trial.

Will you do it?

FRANK MAGOR & CO.
Canadian Agents
MONTREAL

IT SELLS READILY

There is a good field for a cold water starch like

"IVORINE"

The price, $2.50 per case of 40 pkgs., yields you large profits.

We'll guarantee you can sell more **IVORINE STARCH** than any other kind.

Try it. Your jobber will supply you.

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, Ontario

WINDOW AND INTERIOR DISPLAYS

AN IDEA THAT MADE A HIT.

IN Providence there were two rival department stores that made a valiant struggle for the business. They were located in the centre of the city on opposite corners at the junction of two busy thoroughfares. New advertising schemes were constantly devised by each. One day one of them put into operation a good thing. Beautiful and artistic moving pictures were displayed in the windows. The performance was given every evening and the street was thronged with people, who, after the display, crowded into the store of the merchant giving it. During the show they stood against the great windows of the store across the street, which was deserted all evening. The proprietor thereof suffered much uneasiness. He consulted the subordinates.

"I must do something. Blank is getting all the custom," he said.

"I have an idea I think might help us," an ingenious clerk responded. "The view of their place from our windows is admirable. Why not—"

And an enthusiastic discussion among the proprietor and subordinates followed in which the clerks all participated. At its conclusion there was much chuckling and "Mr. Jones," the bright clerk, was patted on the back until he felt four inches taller.

Then there followed a great activity among the force and a ringing of telephone bells and summoning of mechanics. The next morning the raised curtains disclosed rows and rows of circus-like seats in the great show windows, from which all the goods had been removed, and the morning papers contained a big display advertisement reading:

"The beautiful art display given nightly in Blank's department store can best be enjoyed from our great show windows. We have arranged seats for you free. All are welcome. Come and see a truly meritorious performance."

And thereafter while the show across the street lasted the rival department store was busier evenings than a beehive.—New York Commercial.

CHRISTMAS WINDOW DISPLAY COMPETITION.

The Canadian Grocer, for the encouragement of good window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings and accompanying descriptions of the same. The prizes will consist of:

First Prize	**$5.00**
Second Prize	**3.00**

and $2.00 for every picture and description which is considered worthy of publication.

The competition, which closes on January 15, 1906, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the pictures, although, of course, all pictures, in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

Care should be taken to avoid reflection in the photograph. The best photos are often taken at night.

INTERIOR OF A GROCERY STORE.

The cut of an internal view of a grocery store given herewith is that of G. H. Hyndman, Fort William, Ontario. It shows at a glance the great utility of well arranged fittings; perfect order is thereby constantly maintained, and an immense saving of time effected.

Interior of the G. H. Hyndman Store, Fort William, Ont.

On November 16, 1905, Mr. G. H. Hyndman moved into this new store in Fort William which had just been finished. The store is solid brick, 44x25½, and has electric and gasoline lights. The shelving and counters are American chestnut. One side of the store which is shown in the illustration will give an idea of the arrangement of stock and the up-to-date shelving, and it might be mentioned that the windows are just as neatly dressed. Mr. Hyndman was in business in Murillo for seven years.

KEEP THE WINDOWS CLEAN.

The old problem of keeping the windows free from frost is now a live one. Many methods that have been devised from time to time are well known to the trade, but there are some trimmers who do not take advantage of them. If the windows are well ventilated they will not coat with moisture, or become covered with frost nearly so much as unventilated windows. One of the simplest and quickest methods of removing ice from windows is to place common coarse salt on a dry cloth and rub the frost. You will be surprised to see how rapidly the frost is removed and the glass will not coat again for a day or two, even in very cold weather.

WHOLESALE GROCERS' GUILD.

The Montreal Wholesale Grocers' Guild, at a meeting in the board of trade, elected the following officers: Joseph Quintal, president; A. Orsali, vice-president; J. Ethier, treasurer; S. J. Carter, L. O. Demers, W. Gendreau, directors.

Mr. L. E. Geoffrion, the retiring president, was made the guild's nominee for election to the council of the board of trade.

There were present Messrs. L. E. Geoffrion, president; S. J. Carter, L. O. Demers, Jos. Ethier, N. Gendreau, Albert Hebert and A. Orsali.

Everybody Eats MARMALADE

Everybody would eat more if they bought

LIPTON'S

Wouldn't it pay you to try LIPTON'S?
The reputation of the largest purveyor in the world is behind this Marmalade.

SOLD BY ALL JOBBERS

J. S. CREED, CANADIAN SALES AGENT
53 Upper Water Street, HALIFAX, N.S.
Board of Trade Building, MONTREAL

REFINED PEOPLE

ASK FOR

STEWART'S

DELICIOUS

CHOCOLATES

AND

CONFECTIONERY

SECURE YOUR TRADE

HANDLE THIS HIGH-CLASS LINE
EARN MORE MONEY
DO IT NOW

THE
STEWART COMPANY, LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

"MOTT'S CHOCOLATE for 1906"

should be the motto of every progressive grocer. There are no lines to equal

"Diamond" and "Elite" brands for selling qualities and profit.

Every jobber sells them.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL
E. S. McINDOE, TORONTO
JOS. E. HUXLEY, WINNIPEG

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

POINTERS FOR PROGRESSIVE CLERKS.

HONESTY AN ASSET.

The following interesting article on honesty appeared recently in World's Work :

"In Scotland when a man has arrived at years of discretion and has won a reputation for capability a bank will, simply on his note, backed only by his character, advance him sufficient money (usually a moderate sum) to start in business. This is considered—and the conclusion is based on results—to be a good risk. In large cities, New York and Chicago, for example, business is not so frequently conducted in that way but there is no doubt that our great western country owes much of its wonderful growth to those far-sighted country bankers who realized that the borrower's character was the chief asset to be considered. Naturally, character plays a relatively larger part in the loaning operations of a small bank than in a large bank, in a country bank than in a Wall street bank, and in the beginning of a business man's career. Its relative importance is a matter of environment.

* * *

"In 1895 a New York firm of merchants became heavily involved in enterprises that were sound but in which the realization of cash was slow. The head of the house informed the representatives of the banks that they would be obliged to 'carry the firm' through its difficulties or there would be a failure, when the banks would be heavy losers. The banks agreed that this was so, and assumed the burden. In the ensuing investigation it appeared that the head of the house, in securing loans, had omitted certain facts that indicated a lack of frankness, we will say. Six years later that same man was elected president of a newly formed industrial corporation or trust. It appeared in the money market as a large borrower. There was no reason why the accommodation should not be granted, until a particular banker was attracted by the signature of the president, when he recalled the episode of 1895. The final result was that the bankers informed the directors of the corporation that they could only have the credit desired when another president was elected. A flaw in that man's character cost him the presidency of this particular corporation.

* * *

"A mining promoter, a man with a charming personality, endeavored to float a valuable mine several years ago in Wall street. He failed to do so. Another man took up the work where he left off and succeeded. Asked why he failed, he said bitterly :

" 'Personally I am honest. Some years ago I had the misfortune to be associated with a man who accumulated his money out of a questionable trade. I was said to be his adviser and confidential man. No one would trust him, and now I find that everyone is reluctant to trust me. I am a "nice fellow, but"—and then I fall down. A good reputation would have been worth a fortune to me in the last few years.'

* * *

"One of the most successful Wall street bank presidents was invited upon one occasion to become a partner in a private banking firm. The opportunities for money making were very great. He thought it over and was favorably disposed toward the proposition. He consulted a friend.

" 'But,' said the friend, 'a man of your character could not get along with (mentioning a member of the firm). Why ? He's tricky.'

"Two years later the firm in question dissolved, and the tricky partner retired, but he had impaired the standing of the house.

* * *

"The same banker was offered $25,000 to become a director of an industrial company that appeared to be, and was, financially sound.

" 'Your duties,' said the lawyer making the offer, 'will be only nominal. We simply want your name.'

"The banker concluded that he could not afford to be associated with the other men of the board. Surely the character of this man is a very tangible credit asset.

* * *

"A Swede walked up to the president of a western bank and said :

" 'Ay tank Ay want to borrow $5,000, and Ay tank Ay get him here.'

"Cross-examined, it was ascertained that he had no money except a few hundred dollars, but he wanted to buy a mill. He was honest, a hard worker and a good trader. The banker liked him so well that he was willing to back his own judgment, and so loaned the Swede the money he needed. The borrower made good and became one of the most useful citizens of that community.

* * *

"In a little southern health resort town last Winter I met a young merchant who did a business of $35,000 a year on a borrowed capital of $3,000.

" 'How did you do it, and how did you get the credit ?' he was asked.

" 'I turn my stock over ten times a year,' he replied, 'but the banks here know me, and they know that I am a man of my word, and they knew my father before me. When I say that I will be at the bank to-morrow at 11 o'clock with $1,000 they know that I will be there at 10.55. I am part of this town. I was born here ; my wife and children are here and I expect to die here. The man I bought this business from was not as honest as he might be. I worked for him, and at the same time I protected the two banks with which we did business.'

"I made a few inquiries and the country banker made this explanation :

" 'The man who owns the business now worked for another man who owed us $2,500. The present owner knew that the money was in another bank, and promised us that it would be delivered here at a certain time. The old owner drew out the money and went off on a spree. The present owner, rather than not make good his word, borrowed the money on his own note and paid us off. When the business came on the market we helped him get it, and we are glad to do business with him. We only wish that we could get more like him.'

* * *

"There are ten thousand business men in New York who to-morrow might lose every penny they possessed and yet on the day following they would start new careers, full of courage and confidence, backed by the seemingly intangible but very definite assets—brains, health, and, most important, good character."

"I See It Now!"

Ha ! Grocer, Esq., in your town didn't quite understand that Packed-Piping-Hot Biscuits like

PERFECTION CREAM SODAS

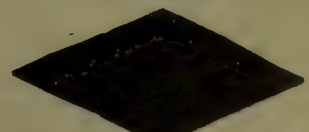
are entirely different to Packed-Cold Biscuits. He used to sell both kinds, but some of his customers who got the "cold kind," told him about it, and insisted on getting "Perfections" or none. Grocer, Esq., now sells

solely, He finds they pay him better because they are more satisfying to the palate, and more nourishing to the system, hence, the best biscuits for people to eat.

Let us send you a case.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

DIAMOND
Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

A Leader for 1906

Excelsior Coffee

A delicious, full-bodied cup of Coffee, with an aroma peculiarly its own. It draws trade, pleases your customer, gives you a profit and satisfies all except those who are still "trying to match it." The right combination; the right flavor; the right price. Now is the time to order if not already using it.

TODHUNTER, MITCHELL & Co.

Coffee Dealers *TORONTO*

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,

NIAGARA FALLS CENTRE, ONT. Limited

Erin's best

is a good **BEST**, as exemplified by

JACOB'S BISCUITS

You'll find them a good, tasty line, different from the ordinary—the kind that will appeal to your better class trade.

"WINDSOR WAFER" is a nice, cool, crisp, tasty sandwich.

"KIEL FINGER" is a delightful shortbread biscuit.

Ask our agents for samples.

W. & R. JACOB & CO., Limited

Canadian Agents:

Kenneth H. Munro, 324 Coristine Bld. Montreal
C. & J. Jones, Box 623 Winnipeg
Wilson Bros. Wharf St. Victoria, B. C.

DUBLIN, IRELAND

Every New Year

should be an improvement on the old.
You may have done a fair **Maple Syrup** trade last year, you undoubtedly would have done a better business had you sold

Grimm's Pure *Inspected and Guaranteed* Maple Syrup

Let **1906** guide you to sell the purest Maple Syrup—**GRIMM'S.**

Write for Particulars.

THE GRIMM MFG. CO., *Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies* **Montreal**

STARCH INDUSTRY ON P. E. ISLAND.

Twenty years ago there were ten large potato starch factories operating in this province. At that time large quantities of their product were shipped to England and the United States. Unfortunately for this industry, the Germans discovered a process of making a potash fertilizer at a very moderate cost. This cheap fertilizer and their cheap labor, gave them control of the starch markets of the world, and reduced the price of potato starch in England from £15 10s. per ton, which it was in 1890, down to £8 10s. to £9 10s., which it has been for the past ten (10) years. This price would net the P. E. I. maker about five dollars of a loss per ton. In consequence of this, five of the ten large factories have been pulled down—making a loss to the builders of about $50,000.

This season a very large quantity of starch has been manufactured by the five factories now in operation. Three or four hundred thousand bushels of potatoes have been turned into starch.

The United States having raised their duty to a prohibitive point—there remains but one market for Canadian potato starch, and that is the Canadian cotton companies, whose requirements are limited to just so much, which they usually buy in the Fall of the year.

Whatever quantity of potato starch the P. E. I. factories make in any one season over what the Canadian cotton companies require, has to be carried over until the next season. This year there will be about five hundred tons carried over: in consequence of this the output of next Fall will have to be reduced to less than half of this year's make.

There are two or three potato starch factories in the Province of Quebec; they do not pay, and were not in operation this last season.

During the year of the depression in the Canadian cotton industry, the outlook for the P. E. I. potato starch makers was very poor indeed.

The boom in the west and the general prosperity of all Canadian industries, which it has produced, has put the cotton companies in a better position, and made a demand for P. E. I. starch. It is possible that in a few years the increased population of Canada, especially in the west, will require more cotton factories to supply their needs, and that there will be a market every year for the full output of our potato starch factories. At the present they can easily make from four to five hundred tons more than there is a market for.

Delivery of sugar beets at the Ontario Sugar Company's factory, Berlin, has been going ahead. It is estimated that upwards of 47,000 tons will be treated this season. It is thought that nearly all the beets grown in this section of the province have now been hauled.

Fortify yourself against inclement season.

Van Houten's Cocoa

Best and Goes Farthest **The Ideal Winter Beverage**

Grocers make friends by recommending it.
There is money and satisfaction in handling Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

TRADE MARK
This design a guarantee of quality.

RED-BROWN WRAPPING
All Weights FOR FURNITURE PACKING All Sizes.
Strong, Tough and Stiff. A Sure Protection to Destination
SAMPLES AND PRICES WITH PLEASURE.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

IRRESISTIBLY DELICIOUS

A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS :—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

Why Pebble and Pharaoh Cigars Should be the "Chosen Ones"

You see

Pebble and Pharaoh

Cigars are not the same as other Cigars. If they were they might be called by other names. **Pebble** and **Pharaoh** Cigars are "particular-named" Cigars because they are "particular-made" Cigars.

In the first place, I personally go to Cuba every year and buy the best tobacco produced. Good tobacco can be spoilt by bad handling in the factory. Not so in my case! As soon as the tobacco arrives at my factory it is placed in humidors, built for the purpose, and kept there for from two to three years at a temperature which, as closely as possible, corresponds with the climatic conditions of Cuba.

In the second place, this systematic "housing" of the tobacco in humidors removes the injurious "gum" and develops that rich flavor known only in my cigars. It is a flavor that wins smokers every time.

Would you like 1,000 of my Cigars on "very easy" terms?

"Payne Cigars are Perfect Cigars."

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

Look to T. & B. if it's Tobacco you are concerned about

Time spent on Tobacco yields valuable returns. Witness, as proof of this, the accomplishments of Grocers who were "not afraid to try."

Now, every Grocer has practically the same chance to sell tobacco. In most cases that chance is excellent. But

T. & B.

is necessary to successful tobacco-selling. That is so because **T. & B.** has been thoroughly tested by smokers, and as a result enjoys their confidence.

Therefore, if it's tobacco you are concerned about—and you should be concerned about tobacco—look to **T. & B.**

The Geo. E. Tuckett & Son Co., Limited

Hamilton, Ontario

TOBACCOS, CIGARS AND ACCESSORIES

THINGS A DEALER SHOULD KNOW.

A tobacco company of New York has printed a neat folder on the question of light and dark cigars, containing information which every dealer should know, if only to answer his customers' possible questions.

Referring to the erroneous impression that the color of the wrapper is an indication of the strength of the cigar, the folder says:

"No cigar manufacturer assorts his fillers by shades, or in any other way by which the strength or mildness of cigars of the same brand and quality are differentiated one from another. To make 1,000 cigars, a cigar-maker is given 10 to 20 pounds of filler and sufficient wrappers to cover them.

"The wrappers and filler are of one quality, as near as possible. When the cigars are made they are sent to the packer, who rapidly assorts them, judging by the wrapper only, into light, medium, and dark, merely to get a uniform and pleasing appearance. Thus the filler is in every respect the same in the darkest Maduro as it is in the lightest Claro.

"Few people know that the Spanish dictionary translates the word 'maduro' as 'mature' or 'ripe.' This is the proper significance of the word, which does not convey the idea of strength.

"The smoking quality of the cigar depends almost entirely on the locality in which the leaf is raised and the proper blending of the different tobaccos.

"Every expert tobacco man knows that in a given quantity of tobacco, grown under the same general conditions, the dark leaves will average of distinctly higher quality and superior mildness to the light leaves, for the simple reason that the leaves which cure dark are the ones which came to full maturity before being plucked, while the light leaves were those which were plucked when only partially ripened.

"The persistent demand for light colors has induced many planters to cut their tobacco prematurely in order to get a larger percentage of light wrappers. The majority of these leaves are acrid and bitter and generally burn unevenly. Pale wrappers are thus secured, but at the expense of burning quality and fine aroma. Indeed, there is no reason to doubt that a great majority of the complaints which dealers are compelled to listen to from dissatisfied customers, are due to the craze for pale cigars, which do not give satisfaction on account of this acrid and bitter taste. The smoker has, to be sure, obtained his light colored cigars, but he finds that there is something lacking, that the brand which he once favored is not as good as it used to be, and he forsakes it and tries another.

"Tobacco does not lose quality by age, a fact that is known to every cigar manufacturer. It becomes sweeter and more aromatic and also darker in color. Therefore, a dark cigar is generally more aromatic and better in every particular than the light one, the tobacco of which latter may have been cut too early and spent too short a time in the curing process."

CUBAN TOBACCO CROPS RUINED.

Heavy rains continue in Cuban tobacco districts, and it is reported that a large part of the tobacco crop is ruined. 4.69 inches had fallen in ten days, and since then there has been a constant downpour. The average in December for 30 years is 2.15 inches. Wet grounds spoil the tobacco plant.

Dealers here have received word that only the latest planting will be good, and that is doubtful unless the rain stops. At the weather bureau the rediction is that the end of the rain is not in sight. The explauation is that cold northern winds in contact with warm humidity have caused the precipitation.

ANOTHER ADVANCE IN TOBACCO GROWING.

The Department of Agriculture, through Mr. Charlan, an expert brought out from France, will conduct extensive experiments during the next few months in the curing of Canadian-grown tobacco Through an arrangement with a tobacco manufacturing firm in Montreal, it is stated a large lot of some 30,000 or 40,000 pounds of the raw material will be cured and manufactured under the direction of Mr. Charlan.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

The best in the world are made by—
McDOUGALL
Insist upon this make.
D. McDOUGALL & CO., Glasgow, Scotland

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

TWO SPECIMEN RETAIL ADS.

A SHORT time ago I said I would design three or four retail advertisements and give "Reasons Why."

* * *

As will be noticed, two have been designed for this issue, one a Christmas announcement, the other a general grocery advertisement.

* * *

The Christmas advertisement is given on account of its especial appropriateness, and for similar reasons has been allotted the largest space. It has been constructed with an eye to seasonable phrasing, and so contains one or two general remarks and perhaps a little of what some grocers might style tautology.

* * *

But a Christmas advertisement must be

We Are Equipped

to supply you regularly with

CHOICE GROCERIES FRUIT AND FISH

We are specialists in blending teas and coffees and have contracted for a new arrival of creamery butter each week.

Out-of-town Customers given good attention.

Prompt deliveries. 'Phone 458.

Carpenter & Son

McKenzie Square.

different from other advertisements. The writer must not be afraid to dwell on what he considers are strong points. The advertisement must have a persuasive tone. It must impress. It must rise above the commonplace. That is why I have done no particularizing and made no mention of prices.

* * *

Why should a grocer pay for printing details about his Christmas fruits, etc., when every person who will read his announcement will expect him to have variety? A great amount of grocery advertising should be treated as the major premise of a syllogism—taken for granted.

* * *

It will be seen that in the Christmas advertisement appearing on this page I have chosen to put force into words devoted almost to a single theme rather than to divide attention on a list of goods. It will be seen that I have chosen to lay stress on the necessity of getting satisfaction. The fact is, I have written in a way that I think would appeal to me if I were a buyer.

In only one instance has a special note been made in the Christmas advertisement. That is the reference to berry dishes, etc., for which reference there is a particular reason. The grocery store that keeps chinaware and such like commodities is apt to be passed over at Christmas time if there is a crockery store anywhere within reasonable distance. Hence the importance of riveting public attention in this way.

* * *

The general advertisement herewith given applies to almost any time of the year. It is framed chiefly on the basis of attracting the new dwellers in the community or the people who have no allegiance to one store. This advertisement is given the smallest space because it would likely appear quite often.

* * *

The references to tea and coffee and creamery butter, while perhaps in the ordinary case superfluous, are timely just here. Teas, coffees and butter are among the items on the grocery list that most people are particular over. New customers and "no allegiance" customers are usually "particular."

* * *

At other times I have said a good deal about the necessity of courting out-of-town trade. Naturally the general advertisement affords the most continuous opportunities for doing so. Hence my reference.

* * *

As will be seen, the typography of both the advertisements contributes its quota in the form of "first impression." Balance enhances or mars first impression. It is one of the greatest essentials in typography. The compositor with an eye to balance avoids, as much as possible, uneven lines, an excess of "turnovers," disproportionate display, and irregular indentations.

* * *

"White space" is another important element in the advertisement. If all store announcements appeared next to reading matter white space would not be essential; but as this is never the case the marginal effect is essential as a force for individuality.

* * *

Thus shape is given to the advertisement and the continuity of thought preserved. This facilitates reading and strengthens the theme of the advertisement.

* * *

That is why you can grasp the contents of some advertisements quickly. And that is why—when there is no balance to the setting—you find everything in the advertisement appealing to your eye at once—one line detracting from the other, and the whole effect weak.

It is just as important that your advertisements should be well set as that they should be well written.

* * *

Both of these advertisements are open to criticism and may be entirely unsuited for the class of trade some grocers are doing. I know certain advertisements must have a little slang, others a lot of store talk, others, again, solid facts, no explanations, and many must be devoted principally to farmers. These advertisements have been designed for the majority but there ought to be in them something of value to all.

Christmas Comes But Once a Year

Therefore, let us make the most of it, that our satisfaction be to the full. You **want** the very best goods at the fairest prices. I **have** the very best goods at the fairest prices, so you just want what I have.

CHRISTMAS GROCERIES FRUITS, CANDIES NUTS, ETC.

My assortment is choice and inviting—just so much more choice and inviting than other grocers' assortments as to be just that much better. If you would like to make a present of a Berry Dish I have an excellent selection, and Olive Trays, Salad Bowls, etc., also.

Will you call and see me around Christmas time and know wherein my store leads all the time?

JACKSON

Walnut and Farley Streets

I hope next week to give a design of a special sales advertisement.

A. A. B.

"TALKING OF ANTS."

The American truth-teller was in form. "Talking of ants," he said, "we've got 'em as big as crabs out west. I guess I've seen 'em fight with long thorns, which they used as lances, charging each other like savages." "They don't compare to the ants I saw in the east," said an inoffensive individual near by. "The natives have trained them as beasts of burden. One of 'em could trail a ton load for miles with ease. They worked willingly, but occasionally they turned on their attendants and killed them." But this was drawing the long-bow a little too far. "I say, old chap," said a shocked voice from the corner, "what sort of ants were they?" "Eleph-ants," said the quiet man.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Jan. 5, 1906.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	24lb.	10 50
½-doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ½ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	8 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 49
" 8 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	$3 50
" " 36 10 "	4 00
" " 24 16 "	4 50
"Beaver" brand, 24 16 pks.	4 80

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each ..... per lb. 16½c
"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb. 12½c
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs., per lb. 10c

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebr paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$6 40
2a size	2 50

Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	2 25
" " 10 oz., cases, 48 "	3 25
" " 16 oz., cases, 48 "	4 25

EAGLE BORAX.

	Per doz
Cases of 5-doz. 5c. packages	$0 45
" 5-doz. 10c. "	0 90

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$3 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ¼-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ¼-lb. tins, doz.	2 55
Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 20
Icings for cake—	
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½lbs.	1.00

Batger's Whole Fruit Strawberry Jam

Batger & Co., London, England, with over 150 years experience, together with the finest Garden Strawberries England can produce, are to-day manufacturing Strawberry Jam by the most modern methods, in a factory where cleanliness comes first. As a result we are offering you a first-class reliable article, a jam that every Good Grocer in Canada can sell to his customers, knowing that it will give the satisfaction that builds up trade.

Start 1906 by ordering a trial case of 4 dozen.

$1.90 Doz.

ROSE & LAFLAMME
MONTREAL and TORONTO

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12-lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " ½ " "	"	2.40
½ " " 2 " "	"	4.75
¼ " " 1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ½, ¼, ⅛ and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—
6-lb. boxes, 12 boxes in case, ½-lb. tins. 32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 35c.

Medallion sweet chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 44c.

Milk chocolate—
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs. 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 35c.

Vanilla sweet chocolate—
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Tid-Bit chocolate—
6-lb. bxs., 12 bxs. n case, ½-lb. pkgs. 30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs. 30c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, op. 4d. "	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9 00
" " 2 lb. tins, cases, 15 tins	8 70
"Beaver" coffee, 24-1 lb. pkgs.	4 80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground	0 30
Extra, " "	0 26
Fine " "	0 22
Fancy " "	0 18
"Beaver" (ground only compound)	0 15

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 28
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 60-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	10 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10-cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

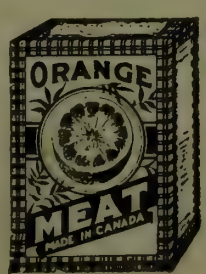
Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins per doz.	$1 40
" ¼-lb. tins "	2 50
1-lb. tins "	5 00
Durham ½-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.10
5 case lots	4.10
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.

Dwight's Cow Brand Soda

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

"Bee" brand, 8oz., cases, 120 pkgs.	
" 10 oz., cases, 96 pkgs.	$90 case
" 16 oz cases, 60 pkgs.	

Quality has always been the strong feature with

BORDEN'S

"Eagle" brand Condensed Milk and **"Peerless" brand Evaporated Cream**

There are no sellers in the Condensed Milk line that will show you profits and increase your sales like **BORDEN'S**

WILLIAM H. DUNN, - MONTREAL AND TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Soap and Washing Powders.

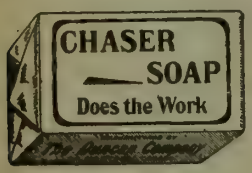
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	10 20
Straw hat polish		

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " 8-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel...per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½
"Bee" brand starch—	
" laundry, 64-12 oz. pkg. per case	$5 00
" " 32-12 " per ½ "	2 50
" corn starch 40-16 oz. pkg. " "	3 00
"Sun" borated starch, 40-16 oz. pk. per case	3 00
borated starch, 50 box. 100 lb. keg	0 06½
aundry " 50 " " " "	0 05½
" " 100 & 200 lb. kegs	0 05½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 45 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

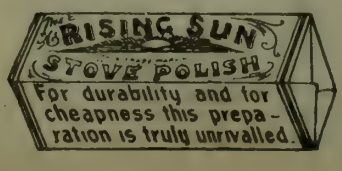
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London—

	Per lb.
In papers of 4 to 5 lbs	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

W. H. DUNN, AGENT.

Enamelline No. 0 M 4 bxs., ea. 3 dz.	
Enameline No. 0 65 6 bxs., ea. 3 dz.	
Enameline liquid, bxs, ea. 0 80 3 doz.	
Blackene, 5-lb. 0 10 cans, per lb.	
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

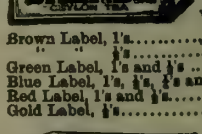
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA
put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs. ½s & ¼s.	0 28	0 40
" " 1 lbs. & ¼s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

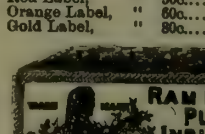
3 p.c. off 30 days or 3 months.



Teas.

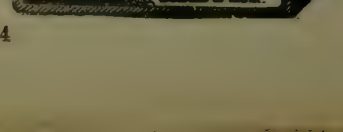
SALADA CEYLON.

	Wholesale	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.		$0 35
" " 60 ½-lb.	}	0 35
" " 30 1-lb.		
" " 120 ¼-lb.		0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$0	42½
" II 40-lb. boxes	0	37½
" III 80-lb. boxes	0	32½
EMD AAA Japan, 40 lb "at	0	30
" AA " 40 "	0	27½
Blue Jay, basket fired Japan, 70 lbs.	0	25
"Condor" IV 80-lb. "	0	27½
" V 80-lb. "	0	25
" XXXX 80-lb. boxes	0	21½
" XXXX 30-lb. "	0	22½
" XXX 80-lb. "	0	19
" XXX 30-lb. "	0	20
" XX 80-lb. "	0	18
" XX 30-lb. "	0	18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0	25

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases ...retail	0 25 at 0 30
Grey Label, ½s, ¼s and 1s, 60-lb. cases ...retail	0 30 at 0 35
Yellow Label, ½s and 1s, 60-lb. cases ...retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases ...retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases ...retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases ...retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 3s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

MD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 22½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case		$1 05
Gillett's cream yeast, 3 doz		1 05
Jersey cream yeast cake, 3 doz. 5c		1 00
Victoria " 3 doz. 5c.		1 00
" " 3 doz. 10c.		1 00

DWIGHT'S
BAKING SODA

As staple as Sugar or Tea in every grocery and general store in Canada.

"COW BRAND"
BAKING SODA

has won its way into the hearts and homes of Canadian housekeepers through its absolute superiority.

Remember this when buying Baking Soda.

CHURCH & DWIGHT, Limited
Manufacturers
MONTREAL and TORONTO

GOLDEN RUSSET BRAND

GOLDEN RUSSET VINEGAR

Is the Best

BECAUSE:
It is made by the latest process.

BECAUSE:
It is made in a faultlessly clean factory.

BECAUSE:
It is free from every kind of adulteration.

BECAUSE:
It is made from pure fruit.

BECAUSE:
It cannot be duplicated.

PUT UP IN THREE STRENGTHS:
XXX, 84 grains; XX, 72 grains; X, 60 grains.
Prices proportionate.

THE W. H. WILSON CO., Limited
TILLSONBURG, ONT.

TEA HINTS
FOR RETAILERS
By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.
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10 Front Street East, - - Toronto

MYERS' ROYAL SPICE
STOCK FOOD

HORSE AND CATTLE.

	per 100 lbs.
500 lb. Lots	6.15
250 "	6.15
100 "	6.15
50 "	6.15
25 "	6.15
5 lb. Sacks	7.38
2 lb. pkgs., cases 2 doz.	5.54 per case

POULTRY.

25 lb. Bags	9.23
5 lb. Sacks	9.23
2 lb. pkgs., 360 lbs. in case	7.75 per case
½ lb. pkg., " "	8.86 "
Hog Powders (5 gross)	3.08 per gross

Less 5% for cash on all lines.

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COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

RETURNED
JAN 15 1906

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Write us for illustrated sheets showing several lamp assortments, each containing from 4 to 10 lamps. Ready for immediate shipment.

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LIMITED
TORONTO

The Results are Wonderful

where the sale of

WETHEY'S MINCE MEAT

is carefully looked after—more particularly during the Xmas Holidays.

Keep these goods before your customers and your sales will double themselves.

EVERY JOBBER KEEPS IT — 3 DOZ. TO A CASE

Write us for
"Ready-to-use" Mince Meat

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Insist on our Peels for your holiday trade.

Your customers want them.

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MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, JANUARY 12, 1906. NO. 2.

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Is a Steady Seller
With the BEST TRADE

Your store is the **finest** in the town. And, therefore, you are or should be selling

ROBINSON'S PATENT BARLEY

Liberal sampling among your customers on receipt of list addressed to

Frank Magor & Co., - 403 St. Paul St., Montreal
Agents for the Dominion

Raised on It.

One of the most sasonable and most profitable lines for grocers now is

TABLE SYRUP

"Crown" **Brand**

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls. Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

is of all Syrups the most perfect, purest, healthiest and most satisfactory. It is the product of the finest selected corn—a line that will receive the approval and repeat orders of your customers.

ASK YOUR JOBBER FOR "CROWN" BRAND

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27

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The soap many are now using and all should use and the soap **you can sell** them is

The

Master Mechanics Extraordinary Tar Soap

one of the excellent soaps manufactured by

The Albert Soaps Limited, - Montreal

Coughs Have Made

Mathieu's Syrup of Tar and Cod Liver Oil famous throughout the Dominion as the best and most permanent cure for all throat and lung affections.

It is in constant and ever-increasing demand.

You can increase the number of your customers and the size of your banking account by stocking

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Mathieu's Nervine Powders are too well known as a cure for all nerve pains to need any comment. It is to your advantage to supply the demand.

J. L. Mathieu Co., Proprietors

SHERBROOKE - - - P. Q.

National Licorice Co.

Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

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You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,

LIMITED

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Agents

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Fry's Cocoa and Chocolate

Contain no injurious drugs, or chemicals, or factitious flavorings. Absolutely pure and hence of greatest strength. Sold and known the world over as "strongest and best."

When in doubt buy *"Fry's."*

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The oldest and most reliable Gelatine produced. Sure in results—quality never varies. The Gelatine that makes the housekeeper a firm friend of the store.

When in doubt buy *"Cox's."*

Codou's Macaroni

. Made only from the real Taganrog (Russian) Wheat. No other wheat produces such good Macaroni. Not the cheapest, but the "best."

When in doubt buy *"Codou's."*

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We will reship, sell or store for you. Write us.

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Something entirely new

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It pays to handle reliable goods.

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Write for samples and particulars

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These words are the key to the success that every true Canadian heartily desires for this fair Canada of our!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

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Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL, Aberdeen, Scotland, is always ready to handle consignments of Canadian produce. Aberdeen is a developing market. Won't you at least give it a trial? Others did so, were satisfied, and continue shipping. Personal attention. Prompt returns.

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Head Office, 20 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

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Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections & references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
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Cable Address "RAPP, LIVERPOOL"
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Provision Merchants.
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Liberal advances on consignments.

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A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
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Bankers: Hill & Sons, 66, West Smithfie[illegible]

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

This space $30 per year.

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Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

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FRUIT AND PRODUCE BROKERS,
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CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
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No. 6

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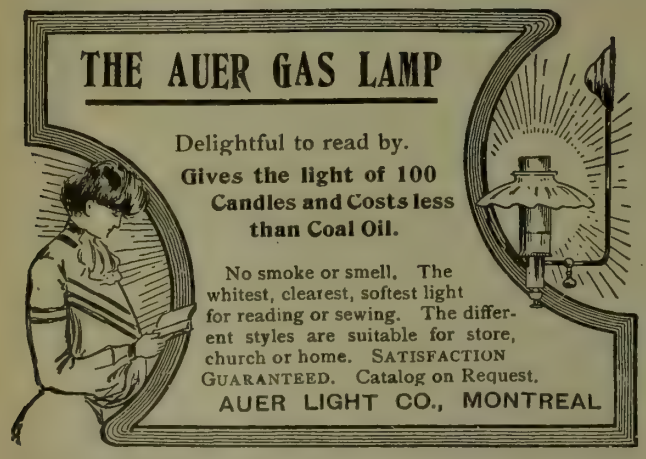

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Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

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Absolutely private treatment.

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Business firms get the best results by applying to us 10 days before vacancies occur in their employ.

See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw, Secretary. } **BELLEVILLE, ONTARIO** { J. Frith Jeffers, M.A., President.

Gentlemen:-
We are in receipt of your favor of the 2nd instant and beg to assure you that the matter referred to will be treated as strictly confidential.
The several other matters treated in your communication will receive our careful attention.
Very truly yours,
UNDERWOOD
No 5

THE UNDERWOOD

The Writing-in-Sight Typewriter

Will do your work 25% to 50% faster than any other writing machine. Highest award "Grand Prize," St. Louis Exposition, 1904.

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DO YOU consider **"the firm behind the label"** when buying your **Canned Goods?**

If not, isn't it important that you should?

The **CANADIAN CANNERS, Limited,** are the **largest packers** of Canned **Fruits** and **Vegetables** in the world. They **have a great reputation** to maintain. They are **sparing no expense** in material or labor to send out the very highest quality of Canned Goods.

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Remember, "the firm behind the label," and order only brands such as **"Canada First," "Little Chief," "Log Cabin," "Horseshoe," "Auto," "Lynnvalley," "Maple Leaf," "Kent," "Lion, "Thistle," "Grand River,"** etc., etc.

Just a Splendid Line to Stock This Year

"MOKARA" is a home drink for everybody. It is the best and cheapest substitute for **Tea** or **Coffee** on the market.

If you want a rapid seller and profit maker, write for sample and particulars of Mokara.

Retails at 10c. pkge.

Mokara Mills

21, 23, 25 Gosford Street, - - MONTREAL

A SUCCESSFUL NEW YEAR DEPENDS ON CAREFUL BUYING

The MILK and CREAM to buy in 1906 is

Sweetened

Unsweetened

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

"The Brand

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We can now offer the trade the following:

APPLE JELLY IN CUPS AND JARS

APPLE BUTTER IN JARS AND PAILS

A Limited Quantity of "Gallon Apples."

Prepared Pumpkin, "Threes," the Pure Thing

and **Tomato Catsup in Tins and Bottles**

all of which are bound to give satisfaction to the consumer, as the quality is extra good, and prices right.

If your dealer cannot supply you with any of the above, write direct to

THE ESSEX CANNING AND PRESERVING CO'Y, LIMITED

Factories at Essex, Ont. **8 WELLINGTON ST. EAST, TORONTO, CANADA**

$1000 Reward

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The Ogilvie Flour Mills Co., Limited, will pay one thousand dollars ($1,000.00) for such evidence as will result in the conviction of any person, persons, firms or corporations who may be refilling their bags or barrels with flour of other manufacture and selling the same as flour manufactured by the Ogilvie Flour Mills Co., Limited.

The Ogilvie Flour Mills Co.

Limited

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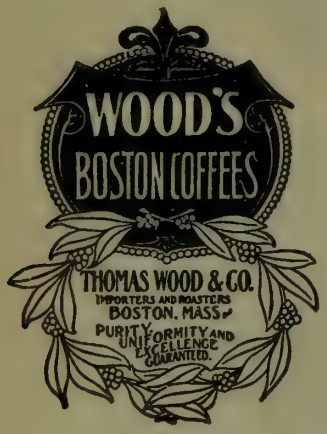
25-Cent Japan Tea

Are you looking for the finest value in Japan Tea that can be bought in Canada to-day to retail at 25 cents?
We have it—at 18½ cents—that could not be sold (if bought on to-day's market) at less than 20 cents.
If this interests you write us.
Also a nice sweet drawing Gunpowder in Caddies, at 11 cents.
And exceptional values in low priced Ceylon and India Teas.
We are headquarters for tea values.

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.



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There is no word in the English language more pregnant with meaning than this. It means close, constant observation; vigilant attention; careful, continued notice; supervision.

Every pound of **WOOD'S COFFEES** delivered to the Grocer has been subjected to this ordeal.

There is another definition, "Outlook." This we apply to the interests of the Grocers assisting him to widen the field of demand for **WOOD'S COFFEES** and extend his trade.

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No. 428 ST. PAUL ST., - - MONTREAL.

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to your customers
in

GILLETT'S Cream Tartar

Every time you make a sale of **Gillett's Cream Tartar** you please your customer and make a friend.

Ask your jobber for it.

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CALIFORNIA FRUIT

Evaporated Apricots

All Grades at "Right" Prices.

Prunes

Choicest Santa Clara—All sizes

Seeded Raisins

"Fancy" Fruit—Special snap.

Warren Bros. & Co.

Wholesale Grocers

Toronto

PORK PACKERS AND THEIR DIFFICULTIES

The amount of correspondence which has arisen out of the acute situation brought on the packing industries by the decision of the Government to withdraw bonding privileges, has at last reached a crucial stage. So persistent have been the accusations of the existence of a combine that the leading packers are inviting the appointment of an influential committee to investigate the subject. We give herewith the main features of the several letters which have appeared in the press on the subject:

MR. WILLIAM DAVIES' LETTER

"About twenty-five years ago the William Davies Company were doing a very considerable business as export pork packers, but were heavily handicapped by the short supply of live hogs in Canada, and at that time were obtaining about one-half to two-thirds from the United States. The freight and expenses, to say nothing of the shrinkage in weight and mortality, was very heavy, and amounted to what would be a handsome profit, while rivals in the United States were paying but a trifle higher freight than we on their manufactured goods to England, besides which at that time the G.T.R. would make time contracts with them, while our goods were often shut out of ocean steamers at Portland.

Some Missionary Work.

"Naturally we became discouraged, and, thinking seriously of moving our business and following our rivals, who had given up in Canada and migrated to Chicago and other points, we prospected in the Western States, and had very tempting offers made to us to locate there, but before accepting, feeling very reluctant to leave Toronto, we made an appeal to the Government at Ottawa. They agreed to make the bonding regulations a little less onerous and stringent, and we decided to remain here, rebuild, and start a missionary campaign by letters to the press, pamphlets, and addressing farmers as opportunity served.

English Taste Changing.

"Meantime the English taste was changing. The masses refused to eat fat bacon, and the grand Berkshire hog fell into disrepute and disgrace. The Irish and Danish bacon curers solved the problem. They supplied the farmers with the improved large Yorkshires for breeding purposes, and very soon the thick fat that was characteristic of the Dunmow flitch was displaced by a long, lean side of bacon that satisfied the most fastidious epicure. This led the writer to import a number from the celebrated prize-winning herd of Sanders Spencer, Huntingdon, and breeding a large number and advertising their excellence, they were soon scattered from Prince Edward Island to British Columbia. I asked the assistance of Hon. John Dryden, but he said the farmers would not adopt them; they would not be profitable. He has long since kept them on his own farm and recently made the 'amende honorable' to me. To-day, I think I am correct in saying, three-fifths or more of the hogs in Ontario are of the Yorkshire strain.

Profitable to Both Parties.

"With the increasing supply of hogs our business increased by leaps and bounds, and, on the whole, it has been prosperous. We have never posed as philanthropists, and till comparatively recently we had abundant testimony from farmers that they found hog-raising profitable, if not the most so of any branch of live stock.

"A few years ago an agricultural journal commenced a crusade against the pork packers, assuring the farmers they were being robbed; that there was a combine, and the farmer was under the iron heel of their oppressor, etc. The editor of that paper has been very malevolent in his utterances. Dr. Smale, assistant manager of the Wm. Davies Company, recently wrote to him a logical letter, giving facts and denying point blank the accusation of a combine. The editor in the most disingenuous manner distorted the statements.

Fiercest Competition Exists.

"A Toronto daily also appears to have taken a malevolent pleasure in charging pork packers with forming a ring to keep the price of hogs down. Now, seeing that combination is a criminal offence, it is rather a serious matter to make a direct charge against a respectable body of men. Will your readers please bear in mind that there has never been a scintilla of evidence, much less proof, of these charges, and if those who were making them were not wilfully blind, they would know beyond peradventure that the packers are at each other's throats; that the fiercest competition exists, and it is war to the knife to obtain hogs.

With Mr. Dryden.

"Now I have a crow to pick with Hon. John Dryden. I have been proud to number him in my list of friends—a man whom I have respected and in many respects admired. As Provincial Minister of Agriculture I believe he did excellent service to the farming community, hence to the country generally, but the pork packers owe him nothing. After they had got the industry on a plane when it ran by its own momentum, then he found out the business was of importance, and helped it along in a certain way, but was always finding fault with the methods of the pork packers. They did not grade and pay a price accordingly. It is very probable drovers do not grade, and that may easily be explained. A farmer's hogs can be much more easily and quickly bought as they are. Farmers very much object to taking a lower price for one or two, and the drover has found by experience that by offering a uniform price he can make a greater profit after they are graded.

The Question of Grading.

"A few days ago Mr. Dryden was reported in the World as saying at the Live Stock Show that if the packers would grade and give a more uniform price he would guarantee them plenty of hogs. The first thought I had in this connection was, what kind of a guarantee would the honorable gentleman give, and what would it be worth? Doubtless Mr. Dryden is a good practical farmer, and, as I have before stated, has done yeoman service as Minister of Agriculture, but if his methods of running a packing house proved as successful as his manufacturing and commercial enterprises, as I and others know to our sorrow, then heaven help the pork packers. We used to grade, and severely, but in recent years competition is too fierce, each is afraid of his rival. What stronger proof of independent competition can there be?

"WM. DAVIES, Toronto."

* * *

HON. JOHN DRYDEN'S LETTER.

"The letter in your issue of Wednesday from Mr. Davies, the senior partner of the Wm. Davies Pork Packing Company, calls for some reply. I therefore crave the indulgence of your readers while I attempt to throw some light on the matters under controversy.

Cause of the Controversy.

"What, then, is the cause of so much controversy in reference to the production of bacon? There are, I think, three separate questions, all of which are in dispute, and concerning which the farmers and the packers cannot seem to find a common ground.

"First, the packers desire the privilege of importing from the United States a class of hogs for use in their packing establishments which are confessedly inferior to the Canadian supply. The farmers very stoutly object to this privilege being allowed, and present two strong reasons: First, the danger, in importing hogs grown in all parts of the United States, of introducing disease; second, the danger which at once presents itself of lowering the reputation of Canadian bacon. We think either of these is a good argument, and taken together they are unanswerable. Hon. Mr. Fisher did himself credit, and has won the gratitude of the people he especially represents in the Government all over Canada by deciding this question in their favor. American hogs, therefore, cannot now be brought in, except at an increased cost, representing the duty which is demanded.

The Problem of Production.

"Coupled with this question, and arising out of it, comes the second subject of controversy. The pork packers assert that sufficient hogs for their plants are not produced in Canada. Our answer is that with proper encouragement an unlimited supply can be presented for consumption by the packers, and that inasmuch as the packers and farmers are dependent on each other, and that so far as this industry is concerned neither can prosper without the other, they ought to confer together and try to come to a

mutual understanding by which such sufficient supply could be provided. If this could be done, there can be no doubt in the mind of anyone who looks over the entire province without going outside of it, that the supply could be increased indefinitely.

The Matter of Grading.

"The third point which has been under discussion for some time is in reference to maintaining the quality of the bacon. The buyer insists on purchasing on what is called a flat rate—that is to say, the price is uniform for good, bad, and indifferent. The farmer who produces the ideal hog, which makes the best quality of bacon, receives no more under the present system, than the man who produces a thick, fat hog which, according to the opinion of the packers, is not wanted for bacon curing at all. The packers throw this back at us in our discussion, and say it is for you farmers to produce the article which is needed, and, although we refuse to pay any more for doing so, you ought to, in justice to yourselves, produce it. Now, there are a few farmers who would be willing to produce the best, although they get no more money, simply for the satisfaction which it gives them, but the great mass of people do not look at things in that way. They are doing this work for the dollars that are in it. If, therefore, by being careless and indifferent as to the quality, they can receive an equal amount to the man who takes pains and spends money in securing the best, it is easily seen that there is not likely to be any improvement.

Not Championing Rival Breeds.

"Mr. Davies further complains at my action while administering the Department of Agriculture, and says in his letter that he asked my assistance, but that I would not respond, giving various excuses for so doing. Your readers do not understand his reference, nor what it was he asked me to do. As he says, Mr. Davies at that time was the champion of and a breeder of Yorkshire hogs. He had decided for himself that these were the best for bacon purposes. At the same time the Ingersoll Packing Company had spent a considerable amount of money in importing the Tamworth breed, asserting that this filled the bill the best of any. There were still others championing the improved Berkshire. Now, surely Mr. Davies can see—if he cannot, I think others can—that it would not do for the head of the department to champion any one of these breeds as against the others. In the first place it would not be right to do so, and especially when the head of the department had no personal knowledge of what breed in his judgment was the best.

To Show the Way.

"Now, the department undertook to settle this question in a different way. As soon as it was seen that our system of farming must be changed, that our profits must come from other sources, the department undertook to show the way. To this end the Winter Fair was finally located at Guelph, and the revolution of the hog products of this country, so as to provide material for the best bacon, was undertaken. Special prizes were offered for bacon hogs; the classes were divided; the best bacon producer from Tamworth, from Yorkshire, from Berkshire and other sources. Then the best among the whole lot. This was the only real way of proving what Mr. Davies asserted was true, that one breed was superior to another. The packers were asked to supply judges. They were supposed to be the men who best knew what the ideal hog should be. They were instructed not to give the first prize if no prize animal presented itself, nor a second, nor a third. The first year a number of these prizes were withheld; the second year my recollection is that they were filled, but it was not until the third year that we felt we had come to the time when the ideal hog in some numbers had been produced. This was the year of the commencement of our educational work in connection with this question. Mr. Davies does not seem to have any knowledge of it. The Superintendent of Institutes at that time received permission to use the funds of the institution in bringing lecturers to Guelph and paying their expenses the same as when they go out to speak at institute meetings with a view of giving information in reference to this and some other questions.

Finding the Ideal Hog.

"They were all there and listened to the discussions which took place. The ideal bacon hog and others which were not ideal were brought into the lecture room. The packers were asked to discuss them before these crowds of farmers, including farmers' institute lecturers who were present. Questions were asked, and the whole matter threshed out. The following night these animals were killed and next day were brought in, cut up and showing the quality as described when the animals were alive. This has been continued ever since, but, if we had stopped there, it would have taken a good many more years to bring about the revolution which took place. Following this, under instructions of the head of the department, the Superintendent of Institutes made the bacon hog a compulsory subject at every institute meeting in the province. At every meeting there was some subject taken bearing on the bacon hog. We could not take the live animal into the school house or hall; therefore, large charts were prepared of these ideal hogs which had been seen at Guelph, and of the sides as they were presented to the audiences there, so that in every county at the several meetings held in the local institute the bacon hog was the subject of discussion. This was continued the following year, and in a good many places a third year. The result was an entire revolution in the hog product of the country, and yet Mr. Davies is able to say at this late date that 'the packers of Canada owe the head of the department at that time nothing.' My opinion and the opinion of farmers is that the department has made these men rich and that they are not now willing to share their riches with the men upon whom they depend for their raw material.

"The writer regrets exceedingly that this personal and unjust attack should be made by Mr. Davies, for the reason that I do not think any good can come of it. I had planned to have a conference with Dr. Smale, who had been selected as champion of the packers at our late meetings in Guelph, and I hope I may still have the privilege of holding that conference with a view of ascertaining whether some common ground cannot be reached which will work satislactorily in the interests of both parties "JOHN DRYDEN, Toronto."

WM. DAVIES CO. REPLIES.

"Replying to the article in the Toronto World of the 4th, and to recent editorial comments in the Farmers' Sun.

"(1) Slaughtering hogs in bond. The interest of this company in the bonding privilege can probably best be answered by saying that we have not killed an American hog in bond in Toronto in fourteen years. In the small house we have in Harriston, Ont., we killed about 4,000 American hogs early last Summer, and some 1,000 a few weeks ago, which represents all the American hogs we have killed since 1891. From July, 1905, we were in frequent communication with the Minister of Agriculture, the Hon. Mr. Fisher, urging upon him the necessity of requiring each side of bacon made from American hogs under the bonding privilege to be skin branded 'American Sides,' as we feared injury to Canadian bacon by having the products of American hogs sold as Canadian in England. The Minister decided to stop the privilege rather than to adopt the remedy we suggested. We have no quarrel with him for his decision. We think the course suggested by us was the wiser one, although the above figures will demonstrate how unimportant the whole question is to this company.

"(2) Is there a pork packers' combine? We have stated in your columns before, we have stated in the columns of the Farmer's Sun, that as far as this company is concerned there is no association with any combination of packers for any purpose whatsoever. The statement is now made by you and by the Farmer's Sun that perhaps it is not called a combine, but there is an understanding which is just as effective nevertheless. In reply to this we desire to say that this company has not had, has not now, understandings, direct or indirect, through agents, through 'Joe Harris,' through telegraph or telephone companies, through any sort, kind or form of communication, whereby the price which will be paid for hogs is discussed, or views of values compared, or any condition set up showing collusion of interests upon any matter involved. If this denial still leaves some loophole which you think is not covered, if you will supply the language to cover the loophole, you will please understand that our denial embodies your language. If other packers in Ontario know the price which this company fixes for hogs each week, it is obtained by some means unknown to us, and if you can discover the means you will perform for us a very useful and satisfying service.

The Control of Bacon and Beef.

"This company does not desire, and has not sought, to control the bacon or beef business, either by direct or indirect measures. It has sought to bring all the intelligence it could command to bear upon the business with which it was identified. It has sought for and desires no artificial aid from any source whatsoever. It has believed that industry and intelligence applied to the day-to-day operations of the company were more useful and more self-respecting, and the results secured from such efforts more satisfying, than the same money results secured through combination. We have been guilty of the crime of playing a lone hand, and of taking a pride in the business with which we are associated, being developed along the lines indicated. Hence, as far as we are concerned, the conjectures and suggestions based

upon an understanding between packers as affirmed in your article of the 4th, and your writings of the same character over the last two years, as well as those of the Farmer's Sun and other journals, are and have been unwarranted, ungenerous and misleading.

"We make no attempt to conceal our anxiety at the effect of this persistent campaign, establishing as it does want of confidence in the packers. It is vital to the continuance of the bacon industry that a spirit of confidence exist between the breeder and feeder who raises hogs, and the curer who ships the finished product to the English market. Where criticisms of the press upon the packers and the bacon industry are founded on actual knowledge, useful and necessary public service is performed in making criticisms. Where they are founded on conjecture and there is refusal to accept as truthful the statements of those who are cognizant of the facts, a cruel wrong is done, not only to an important industry in which the farmers of the province are interested, but to business men who have invested large sums of money in buildings and plant, the value of which is vitally dependent upon the activity with which they can be operated.

Shrinkage in 1905.

"As an evidence of what this campaign has been able to accomplish, this company, as the most representative one in the business, shows a shrinkage of 100,000 in number of hogs killed during 1905 as compared to 1904, which is equivalent to one-quarter of our business. Our workpeople have for months at a time been from one-half day to three days a week short in their time, and the whole business has been subjected to great anxiety and much concern. This shrinkage in hogs has been produced by unnatural means, as it follows a long period of high average price for hogs, when under normal conditions the quantities would increase.

"We want neither sympathy nor consolation for this state of affairs. We only ask that in simple justice newspapers, so powerful to work mischief as well as to do good, will be fair-minded and cease a destructive campaign, or support their statements by evidence other than mere conjecture or broad assertion.

"We sincerely believe that the cultivation of hogs has been profitable to farmers. We believe that the bacon industry has been possible because of the intelligent co-operation between the breeders and feeders who have produced good hogs and the packers who have cured good bacon. We believe this co-operation is being wrongfully destroyed by a persistent newspaper campaign of insinuation and assertion against packers which is not supported by evidence, and which we say, as far as this company is concerned, is not only misleading, but directly contrary to the whole spirit in which the business is conducted.

Committee Suggested.

"If you, with the editor of the Farmers' Advocate, the editor of the Farmers' Sun and the editor of the Farming World, will arrange for the Hon. Nelson Monteith, Minister of Agriculture in the present Government, the Hon. John Dryden, Minister of Agriculture in the late Ross administration, and Mr. Duncan Anderson and Mr. T McMillan, Farmers' Institute lecturers, to join with your as a committee to wait upon us, we will place at your disposal all available information bearing upon your charge that the buying price of hogs is determined or affected by an understanding between packers to which we are a party. If, after this committee has met with us and gone over the evidence which we will submit, you find you have been mistaken in your conjectures and assertions, we will ask you in the interests of a very important industry, to make the amende honorable.

"At the time the committee calls upon us, if there are any general matters identified with the business which are of interest to them, as, for instance, questions referred to in the letter of the Hon. John Dryden in the Globe of even date, and which are outside your particular charges, we will gladly discuss these items in as full a manner as the committee may desire.

"THE WM. DAVIES CO., LTD.,
"Toronto."

BOARD OF TRADE MEETINGS.

ST. JOHN, N. B.

The monthly meeting of the Board of Trade was held on January 2. The council has elected the following additional members: George Robertson, M. P.P., J. H. McRobbie, George E. Barbour, W. E. Foster, E. L. Rising and J. E. Irvine.

The council had urged the Government to make an additional grant towards the Sand Point dredging operations.

T. H. Estabrooks, who was elected vice-president, sent a letter regretting his inability to accept the office.

F. A. Dykeman nominated J. H. McRobbie. The motion was seconded by H. A. Austin and unanimously passed.

W. E. McIntyre was elected a member of the board.

It was suggested that Senator Ellis would be a suitable representative to attend the meeting of the Forestry Association at Ottawa this month. On motion of Mr. McRobbie the matter was left with the president.

With reference to the encouragement of new industries, the president said the Board of Trade was working along various lines. Plans are making for a booklet descriptive of St. John's advantages for manufacturing purposes.

Mr. Hatheway said he thought St. John would be a good site for a flour mill.

Mr. Shaffer, I.C.R. freight agent, suggested that a beet sugar industry might be successfully established here.

OLDS, ALBERTA.

It is now about four years since the Olds Board of Trade was established, and although a mere advisory board it has been of great service to the district. Every question of public interest is taken up and discussed, and when thought necessary steps are taken and representations made. Its work has been done quietly and effectively. Many settlers in outlying districts have been surprised at the erection of a bridge over a creek or river in some convenient place, and wondered why it had been placed there. Reports had reached the Board of Trade that such a thing was a necessity, and they in turn brought this to the notice of the proper authorities, with the result that many improvements such as bridges and road repairs, have been effected for the convenience of settlers.

One of the first things that the board inaugurated was a monthly street fair held on the last Saturday of every month, and how successful these monthly sales were is known to all of us, but owing to the low prices which existed for cattle during last Summer these sales were not so successful, as very few farmers were willing to dispose of their stock at the current low figures. There is evidence that the price of cattle will be higher in the Spring, and the street fairs will again receive the patronage which ought to be accorded to them.

Important questions are now before the board. The question of electric lighting and fire protection is being subjected to keen inquiry, so that when the town council decide to take steps in the matter the Board of Trade will be on hand to see that what is installed is adequate and to further promote and safeguard the interests of the ratepayers.

MONTREAL.

Mr. Alfred Moseley, C.M.G., addressed a well attended meeting of the members of the board of trade on Jan. 8, on the subject of preferential trade within the Empire. Mr. Moseley explained Mr. Chamberlain's idea of preferential trade within the Empire, and said it was often sought to misrepresent him by making it appear that in Canada he would seek to place some embargo, some brake, upon Canada's aspirations as a manufacturing country. Nothing, Mr. Moseley explained, was farther from Mr. Chamberlain's thoughts.

At the close of Mr. Moseley's address, which was most attentively listened to, the following resolution was adopted, on motion of Sir George Drummond:

"That this meeting of members of the Montreal Board of Trade hereby expresses its hearty approval of and sympathy with the policy of reciprocal preferential trade between the component parts of the British Empire and the Imperial ideas in connection therewith, now being advocated by the Right Hon. Joseph Chamberlain, which, if carried into effect, will, in the opinion of this meeting bring increased prosperity to the Mother Country and the colonies."

CALIFORNIA RAISIN CROP.

Advices from Fresno, Cal., state that the entire raisin crop in the hands of the California Raisin-Growers' Co. has been sold to packers on a three cent basis. By the concluding of this sale is ended a season of unrest in the raisin business. At the beginning of the season a combination was formed between the growers' company and several packers. The price was set too high, and the result was that the growers' company were unable to market their raisins.

WINDOW AND INTERIOR DISPLAYS

CHRISTMAS WINDOW DISPLAY FOR COMPETITION.

HURRY UP WITH YOUR DRAWINGS

The Canadian Grocer's competition closes with the coming week. Many subscribers have already sent in their drawings. Have you got your photo or drawing ready yet? Mail us by return and secure your chance for the honor of first place. Prizes will be awarded for photos or drawings and accompanying descriptions of the same. The prizes will consist of:

First Prize **$5.00**
Second Prize **3.00**

and $2.00 for every picture and description which is considered worthy of publication.

The competition, which closes on January 15, 1906, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the pictures, although, of course, all pictures, in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

Care should be taken to avoid reflection in the photograph. The best photos are often taken at night.

INTERNAL STORE CRITICISM.

There is little need for explanation in the cut of internal arrangements given herewith—it speaks for itself. A casual observer can see at once that it is set out, not merely by a firm who know their business, but by a firm who know how to economize business. In an earlier issue, it was pointed out, the immense saving which accrues in a well fitted store by reducing the labor of clerks, in having goods ready to hand, and in preserving them in good condition. In the store under review, it will be noticed that, to a great extent, the stock is classified, thus giving every appearance of fine order, and at the same time a good show. This in itself gives a somewhat straight and monotonous appearance. It will be noticed, too, that a show case display of tobacco goods is seen on the immediate right, and could not fail to attract early attention. The crockery counter takes up the centre of the store, probably the the best place, both for light and utility. Grocers thinking of improving their trade would do well to take pattern from this arrangement The illustration shows the store of Horne & Spice, of Lacombe, Alta. This store, which is called the Bee Hive Supply Store, is well named, as everybody is on the hustle in this establishment. The firm formed partnership in May, 1905. Mr. Horne was at one time with Campbell Bros. & Wilson, and Mr. Spice up to that time was a partner in The Great West Trading Co. of Yorkton. The firm does practically a cash business, and finds it a great success. The store, as can be seen by the illustrations, is up-to-date in every department. It measures 40 x 80, and has two large plate glass fronts, hardwood floor, metallic ceiling, and the latest fixtures. Eight clerks are kept busy all the time waiting on customers. as this firm enjoys a large trade in Lacombe and its district.

NOTES.

Don't display goods that you cannot duplicate from your stock. Nothing harms your trade more than to attract customers to your store by a good window display, and for the customer to find out that what is in the window is only samples.

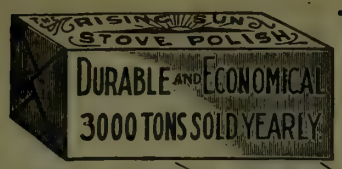
Many grocers attribute their success to the help they have received from their wives. It would be a good plan for grocers to consult their wives in the matter of window dressing. The feminine eye as a rule can discern many features that the grocer would not notice.

A general merchant in Illinois has hit upon a scheme for attracting crowds to his establishment during the dull season. He buys a large assortment of glassware, ranging in price from 75c to $7 a dozen. This assortment is placed in the show window of his store. In the front of the window, for about a week in advance of the date, a sign is placed announcing that all customers buying $1 or more of merchandise during a stipulated period can have a choice of any article in the window for 5 cents. A notice to the same effect is inserted in the daily newspapers. In some cases, glassware that is ordinarily sold as high as $1 apiece is offered at 5 cents. The fact that much of the glassware is sold at pretty near the ordinary rate is overlooked by the purchasers, who think only of the greater values. The dealer has tried the scheme on numerous occasions and invariably finds it to work handsomely.

Interior display.—Horne & Spice, Lacombe, Alberta.

A HANDY FRUIT DISPLAY.

How to display dried fruits? This question has at last been solved. Have a long case made, about as long as a counter, a foot high in the back and about eight inches high in the front. Divide it into as many parts as you have different kinds of fruit. This, of course, is put on a sort of low counter. When it is all finished it ought to be about the height of the average counter. This case should be stained the same color as the other fixtures in the store. On the back of every one of these divisions tack a neat card, with the name of the contents and the price per pound.

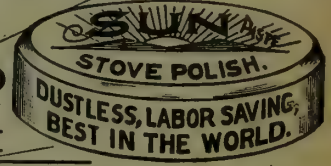


THE WELL KNOWN AND RELIABLE CAKE.

RISING SUN STOVE POLISH

&

SUN PASTE STOVE POLISH TINS GUARANTEED TO THE TRADE



SUCCESSFULLY MAKING STOVE POLISH. For forty years we have been successfully making stove polish that pleases the housekeeper. It is natural that we should know what they want and how to make it right. **RISING SUN** Stove Polish and **SUN PASTE** Stove Polish please the housekeeper and sell themselves without talk and bring the customer back for more. These are the stove polishes that it pays you to handle, with a good margin of profit.

MORSE BROS., PROPS., CANTON, MASS., U.S.A.

POINTS FOR THE INDUSTRIOUS CLERK

NUTMEG NATIONAL BANK.

How many men have started in business on "hot air," kiting checks to even pay their first month's rent, and some of these very men have been successful and have made independent fortunes? Then, again, how many have failed to make good? Of the average American business men, seven out of one hundred only are successful, the other ninety-three go to the wall.

But who ever heard of a national bank being started on "hot air?" But one was started in a prosperous town in Connecticut, and is now one of the most successful in the Nutmeg State. The head of the bank was a "hustler," who formerly had been cashier of another bank in the same place, but who, on account of some disagreement with the directors, had resigned his position. He knew every business man and farmer of means in the neighborhood, and he was known by them in turn to be a very shrewd and trustworthy man.

After resigning the original cashiership, he resolved to start the new bank under a national charter, with himself, of course, as cashier, and the way he started it was unique and amusing. When he approached a person for a subscription to the stock of the new bank, and the person was invariably one whose credit was A1, he first said, "Now, my dear boy. I do not want a single dollar in cash from you; all I want is your note at three, six and nine months," and these he would get discounted at a Boston bank, which had agreed to act as the Boston correspondent of his bank.

With the proceeds of these notes, the new bank would at once take out circulation, and when the notes became due the bank would take them up and the makers would renew them as long as they pleased at the new bank. The scheme worked to a charm, and that cashier had no trouble in negotiating the notes of the subscribers to the bank stock and with the proceeds at once purchased Government bonds and took out national bank note circulation, so that when the notes for the bank stock fell due he had the cash on hand to pay them off and to renew them for the makers at the newly started bank.

Each subscriber to the bank stock, too, finding the project likely to be a success, began to take a personal interest and pride in the institution, and not only deposited his own surplus funds in it, but induced neighbors and acquaintances to do likewise.

Within two years the bank began to pay dividends and to-day there is no more flourishing institution of its kind in Connecticut. That bank was virtually started on "paper and hot air."

CLEANLINESS AND QUALITY NECESSARY FOR SUCCESS.

That there is profit and honor to be secured in following the business of a retail grocer is evident from the successful retailers that are to be found in every village, town and city, as well as at cross-roads stores and out-of-the-way places. Unfortunately, success does not come to the majority, most of whom have hard work to secure a poor living, and yet this great number of distributors do more trade, in the aggregate, than the successful, flourishing minority.

The first feature that strikes the observer is the untidiness of the small store, the appearance of which is far from being suggestive of that absolute cleanliness which is necessary if a purveyor of food products is to enjoy the confidence of the people he seeks to serve.

An untidy store may have on its shelves the very highest grade of goods, but the general untidiness is a libel on the stock and undermines faith in the store service. That lost, success cannot be attained.

It is granted that there are exceptional cases of success on the part of grocers wholly indifferent to style and who care little for appearances, but in most cases of that sort, it will be found that the personality of the storekeeper is such as to make people like the man and overlook his methods so far as they relate to cleanliness. He is scrupulously exact or honest, and therefore patrons are not influenced unfavorably by a slovenly window or disarranged shelves. He may be a sociable fellow, with tact and good address, so that his good nature hides faults in appearance. The exception only serves to prove the rule that confidence is hard to be won for an untidy store.

Inferior goods are responsible for many failures, because there are too many retailers who put more stress on price than on quality, and therefore lose the confidence of consumers. They do not seem to grasp the fact that, unless the food sold gives the buyer satisfaction, confidence is shattered and the customer does not become a "repeater," and it is repeaters that a store needs to win success.

THE SELF-MADE MAN.

Charles M. Schwab, the millionaire steel magnate and self-made man, takes no stock in the assertion of Professor Buttler, who claims that the day of the self-made man is over. Said Mr. Schwab in an interview in the Inter-Ocean, on a recent visit to Chicago: "That statement is foolish. I don't want to get into controversy with the professor, but I am confident that the chances for ambitious young men to make themselves successful were never better than to-day. You hear talk about the corporations throwing limitations about the individual efforts of young men. The fact is that corporations are reaching out for bright youths and pavin well for their services when they find them. I am a friend of colleges, but I see a point on which they cannot lay too much stress. They should teach their students that they are no better socially than the young men who are winning their way in the workshops. The college diploma ought not give any man a superior place in society over the man who has been learning by practice while others are learning through theories."

We have a letter in our possession from a gentleman who has in his employ about 6,000 men. He reiterates the opinion expressed by Mr. Schwab, that there

JAVA RICE

ASK FOR SAMPLE AND PRICE

THOMAS KINNEAR & CO.

Wholesale Grocers = = TORONTO and PETERBORO

UPTON'S

Orange Marmalade, Jams and Jellies

have the call for the very good reason that they are made right and taste right.

THE T. UPTON CO. LIMITED.

never was a time when worthy young men were so greatly needed as at the present time, or who were more certain of advancement at high salaries. We remember him as a young man receiving ten dollars a week and without any pull but his own strenuous endeavors, his salary is now five figures a year. He says: "For instance, I have a superintendent to whom we are paying $2,500 a year and a bonus that will bring his salary up to $2,750 or $2,800, who started with me Jan. 1, 1901, at $50 a month. Another, who is doing equally as well, who started in 1902, at $60 per month. These had the right stuff in them. I could cite numerous instances. The company, while doing this, expect to get value received in the way of good service, loyalty, etc., but do not ask anything that is dishonorable."

DON'T BE A KICKER.

Don't be a kicker—no man ever made a dollar kicking but a professional ball player. No man ever helped himself up permanently by kicking his neighbor down. Give others a kind word and give it freely. It won't cost you a penny and remember you may want a good word some day. You may have thousands today and to-morrow be without the price of a shave. Don't be a kicker. It doesn't pay. You can't afford it. There is nothing in it. If you want to throw something at somebody, throw cologne, and don't throw mud and brickbats. If you feel that way you are the man that needs kicking. Whatever you do don't allow yourself to become a chronic kicker.

TRADE INQUIRIES.

The following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries, with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa:

1210. A London firm desires to get into communication with Canadian exporters of dried cod and green apples.

1211. Inquiry has been made by a London firm for the names of Canadian importers of salt.

1212. The names of Canadian exporters of fur cuttings have been asked for by a London house.

1213. The manufacturers of a well known bicycle would like to get into communication with Canadian importing firm prepared to introduce their cycles.

1214. A London firm possessing a wholesale connection could handle a Canadian brand of condensed milk, and would also like to get into touch with Canadian producers of canned goods and dried fruits and vegetables.

1215. A Cardiff firm possessing a connection among ships store merchants in South Wales ports is prepared to represent, on commission, Canadian producers of canned goods, soups, etc., and other goods suitable for ships stores.

1. Inquiry is made for the names of Canadian firms requiring an agent in England by a North of England resident offering good references.

2. A Turkish firm at Constantinople has requested to be placed in touch with Canadian buyers of olives and oil.

3. The names of some Canadian shippers of apples are asked for by a London importer desiring to do business in this line.

N. S. SUGAR OUTLOOK.

The total imports of sugar imported into Halifax, N.S., for the year ending December 31, 1905, were 46,117 tons, a slight decrease over the importation of 1904. The imports last year were 48,873 tons, but of this amount 2,543 tons were imported from Peru, the balance being from the British West Indies. No sugar was imported from Germany this year.

A notable feature is that during the year every ton of sugar that came to Halifax was imported from the British West Indies, and British Guiana. The sugar business generally has been good during the year. The Spring trade was dull owing to the tie-up on the railways, and consequently put business back to some extent. It improved very greatly later on, however, and business during the latter part of the year was much better than that of the preceding year.

The price of sugar at the present time is low, being probably one cent a pound lower than the highest point reached during the year of 1904. The outlook for the sugar business during 1906 is considered to be very bright.

MOLASSES TRADE——

If you have been selling poor goods during the past year

Turn Over a New Leaf

Buy our "Barbados Special" in hf. bbls. or 3-lb. tins, and you will gain trade.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton**

WESTERN ONTARIO MERCHANTS:

We wish to advise, owing to Mr. Dewar having resigned, we will be represented by Mr. W. P. Toms, who is now getting ready to take up his trip, and will commence calling in about ten days. We will advise by card the dates he expects to call.

In the interval, if anything is wanted, phone or wire at our expense and we will guarantee satisfaction.

James Turner & Co., Hamilton, Ont.

OIL.

How **ESSENTIAL** to get a **PURE OIL**

How **VALUABLE** to have a **PURE OIL**

How **PROFITABLE** to sell **Suaut & Co.'s**

Write for Price Lists to

J. RUSSELL MURRAY
6 St. Sacrament St., MONTREAL.

Sole Canadian Representative of Messrs. Mengert, Gagnoil & Co., Nice, Barri, Lucca.

PRUNES

We can interest you.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

BUSINESS PERSONALS.

Reg Oldershaw, with John McCordia, grocer, Chatham, has taken a position as traveler for the McCormick Manufacturing Company, wholesale confectioners.

It is with regret the friends of Mr. J. E. Rutledge of the Climax grocery store, Fort William, Ontario, will hear that he is laid up with an attack of typhoid fever.

The assets of E. M. Cory, grocer, Galt, who assigned recently, have been sold for seventy cents on the dollar. The liabilities were $1,500, mostly due to Toronto houses. N. L. Martin, assignee, made the sale.

Mr. H. E. Robinson has been appointed superintendent of the Ingersol, waterworks and has entered upon his duties. Mr. Robinson is a business man of wide experience, having been a member of the grocery firm of Robinson Bros.

George Tay, formerly with W. A. Day, general merchant, Port Stanley, has accepted a position with Estabrooks, the tea merchant, of St. John, N.B. He left for St. John, N.B., last week. On his return he will act as city traveler in Toronto for his new firm.

George H. Campbell, London, for the last five years representing T. H. Estabrooks, wholesale tea merchant, St. John, N.B., Toronto and Winnipeg, in Western Ontario, has been promoted to take charge of the Toronto branch. Mr. Campbell will be much missed on the road, where he made many friends.

J. T. Atkinson is to become a partner in the wholesale grocery firm of Ross & Parnell, of St. Catharines. Mr. Atkinson was for twenty years with the firm of James Turner & Co., Hamilton, and for the last six years he was connected with the firm of McPherson, Glassco & Co., Hamilton. He recently purchased an interest in the firm of Ross & Parnell, which will be known as Ross, Parnell & Atkinson. Mr. Atkinson will go to St. Catharines at once, but his family will remain in Hamilton until he has disposed of his property, when they also will make their home at St. Catharines.

A very pleasant event took place at Brandon, Man., on December 29 last, when the employes of Smith & Burton, grocers, gathered at the home of Mr. Frank Smith, to bid farewell to Mr. E. B. Smith, the senior partner of the firm who, with Mrs. Smith, is leaving on Tuesday to spend the balance of the Winter in California, after which they will take up their residence in Hamilton, Ont. Mr. and Mrs. Smith were presented by the employes with an address, Mr. Smith with a handsome suit case and Mrs. Smith with a beautiful writing case. After the presentation the evening was pleasantly spent in a social way, music and games being indulged in. The gathering broke up by all singing heartily "He's a Jolly Good Fellow."

WHOLESALE GROCERY FOR PORT ARTHUR.

Prominent American merchants who have been visiting Winnipeg have gone to Port Arthur, Ont., with the idea of establishing a wholesale grocery either there or in Fort William. It is said that they have been in the district before and are well satisfied that there is a paying field for the venture.

The construction of the Grand Trunk Pacific and the undertaking of the double tracking of the Canadian Pacific is believed to have inspired the visitors with the idea that there will be a heavy demand for the lines handled by grocery houses during the next few years. They intend to ship groceries both east and west from the lakes. The men are from Minneapolis.

LOBSTER INDUSTRY IN N.S.

To the shore fishermen of Nova Scotia the lobster fishery is beyond question most profitable.

The estimated catch for the world is in the neighborhood of eighty-five million of fish and a very large proportion of sixty-five millions are caught in the waters of the Maritime Provinces, the peninsula of Gaspe and Magdalen Islands and shows the importance of this fishery to the Dominion. Beyond the seven or eight millions of lobsters canned in Newfoundland, equalling about 1,400,000 pounds, the entire production of canned lobsters is confined to this eastern portion of the Dominion, where about 71,000,000 pounds are annually packed for export to the various countries.

The annual taking of lobsters for the province of Nova Scotia varies around 35,000,000 fish, of which quantity about 28,000,000 would be preserved in the canneries and the remaining quantity exported alive to the nearby markets of the large cities of the United States on the Atlantic seaboard. The plant employed in the catching, canning and exporting is valued at $650,000.

Tartan BRAND

OUR ANNUAL TEA SALE NOW ON

Some big values in all lines, also many snaps.

See our travellers or write for samples.

If in a hurry for goods phone 596.

BALFOUR & CO., Wholesale Grocers, HAMILTON, Ont.

There are a good many people who keep telling you how much money you would make by selling this or that package tea. So you would—if you could only sell them. The trouble is that nearly all of them are "shelf goods"—they stay there.

Here's the difference:

"KOLONA" pure Ceylon TEA

IS A SELLER—so much so that many retailers handle it to the exclusion of all other packet teas.

IT PAYS YOU a higher average percentage of profit than any other line.

IT GIVES THE CONSUMER, in each grade, better actual value than any other TEA on the market. A strong **reason** for its ever **rapidly-increasing sales.**

BLACK, MIXED and GREEN—½-lb. and 1-lb. packages.

To retail at **25, 30, 40, 50, 60 and 80c. lb.**

What one grocer says:

———— Oct. —, 1903.

Dear Sirs,—

We would like you to ship us at once,
1 case "KOLONA" 1-lb. packages, green, to sell at 25c.
1 " " ½-lb. " ass'd, " 40c.
We are having quite a run on "KOLONA." The other stores handle——, but we are more than holding our own with "KOLONA." It gives good satisfaction.

Yours truly, —— —— ——

SPECIAL—We pay freight on 120-lb. orders. Packed in 30 an 1 60-lb. cases.

THE EBY, BLAIN CO., LIMITED Blenders and Packers, TORONTO.

BUSINESS NOTES.

Bank of Toronto has opened a branch in Berlin, Ont.

Bank of New Brunswick has opened a branch in Fairville, N.B.

John McDonald, general merchant, Ethel, Ont., has been burnt out.

The Sovereign Bank of Canada has opened a branch in Chatham, Ont.

E. W. MacLaren, general merchant, Kenton, Man., has been burnt out.

Stewart Anderson, general merchant, Wheatley, Ont., has been burnt out.

Howard Leslie, general merchant, Minnedosa, Man., has been burnt out.

The Traders' Bank of Canada has opened a branch in East Toronto, Ont.

A. Assaad, general merchant, Buckingham, Que., has been burnt out.

The Bank of North America has opened a branch in North Vancouver. B.C.

Guy W. Dyer, Buckwheat Mills, Bristol, N.B., has been burned out; partially insured.

Claver & Bradbury, general merchants, Cooper's Falls, Ont., have been burnt out.

A. W. H. Thompson, general merchant, High River, Alta., has been burnt out.

F. J. Bittancourt, the Victoria auctioneer, has purchased from the Brockhurst estate the grocery store and cottage at the corner of Second street and King's road. Mr. Bittancourt will stock the store with groceries at once, which will be managed by Miss N. Bittancourt. The purchase price is withheld. Mr. Bittancourt is said to have purchased this property for speculation, as he has confidence in Victoria.

THE LATE MR. S. A. MORRELL.

Stephen A. Morrell, a highly esteemed citizen of St. John, N.B., died suddenly at his residence, 233 Main street.

A short time ago Mr. Morrell had a stroke of paralysis but was recovering and doing well, and the family had strong hope of his recovery. He had another stroke, however, and before medical aid arrived had passed away. Dr. Kenney said that this last attack had caused hemorrhage of the brain.

Mr. Morrell was born at Kars, Kings county, in 1857. When a young man he went to Pittsburg, Pa. Later he lived in the Western States, where he remained until about 14 years ago, when he went to St. John and started a grocery business in Carleton. About three years ago he removed to Main street, where he has since carried on a very successful business. In September, 1892, he married Miss Griffiths, of St. John, who survives him.

Previous to his late illness Mr. Morrell had always enjoyed exceptionally good health.

Mr. Morrell leaves a widow and two young children.

Mr. Morrell was a member of the Oddfellows and also a Forester. In the latter order he was a very active and prominent member.

HINTS TO BUYERS.

White & Co., Limited, received a fine car of California celery this week, being the fifth car they have had this season.

The American Pure Food Co., Montreal, manufacturers of Japanese starch, are pushing their specialty with vigor and success. Since the enlargement of their factory on Ontario street, completed a few weeks ago, they are prepared to fill all orders promptly and back orders are receiving expeditious attention.

White & Co., Limited, have received the first consignment of bitter oranges to come this season.

AGENT FOR NEW ZEALAND.

A report from Canada's trade agent at Melbourne, Australia, says that the New Zealand Government has appointed the secretary of the Canadian Manufacturers' Association, Toronto, their representative in Canada, to approach the Canadian manufacturers in reference to exhibiting at the international exhibition at Christchurch.

MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

A trial order will convince you of its superiority over other Brands.

Packages: 65-lb. Tubs
25-lb. Pails
12½-lb. Pails

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

MINCE MEAT

We are having a great demand for our Old English Mince Meat. Quality tells always and our customers say ours is the best on the market. We know you can buy mince meat at lower prices, but have you compared the goods?

There is only one way in which to make good mince meat, and that is to use the very best fruits, meats and spices. It won't be cheap mince meat but it will be good, and that is what we want to sell you. This is the season for it; put it on your counter and it will sell.

F. W. FEARMAN CO., LIMITED
HAMILTON

WESTERN GROCERS

Satisfy your customers

by giving them the

Finest Quality

Canned Meats

Packed in Canada to-day.

Corned and Roast Beef — *1 and 2-lb. Tins*
Canned Chicken — *1-lb. Tins.*

For sale by all Western Jobbers
Packed by
THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA

NICHOLSON & BAIN, Winnipeg, Man.
NICHOLSON, BAIN & JOHNSTON, Calgary, Alta.
Sales Agents

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market remains as strong as ever, and the situation seems to be gaining in strength all the time. Around New Year's there is a general stock "guessing" in the trade. It seems a pity that no reliable figures are obtainable, as "estimates" may prove to be widely wrong, and misleading. However, the knowing ones of the trade seem to have settled their opinion on between 220,000 and 230,000 boxes as the total stocks of cheese in the Dominion of Canada, and as, perhaps, more than half of these are held here for account of British importers awaiting shipping instructions, the total available supplies for new business are very limited. Stocks reported on January 1 from London, Bristol and Liverpool are all considerably below the average of former years, and all markets in the U. K. report advancing prices.

There is a report here also of extremely high bids being made at country points for new fodder made cheese, embracing all goods made, or to be made, up to May 1. The price mentioned is dangerously high, and these bids seem undoubtedly made with the intention of getting the cheese factories started at as early a date as possible, and, as cheese prices are now comparatively higher than prices for butter, it may have the desired effect of getting farmers to insist on making cheese instead of butter where factories are equipped for the making of either product.

Latest reports from British markets speak of great shortage in supplies of butter, with the expectation of unusually high prices, but our Winter made butter is hardly a fit article for export, and other countries will reap the benefit of high prices in the U. K. Butter, made here now, is only good for immediate consumption, and as our stocks of butter are very light, we have a market for the present production right here.

The Dominion dairy commissioner, Mr. J. A. Ruddick, has for some time advocated the testing of individual cows, as it is done in Denmark, which may truly be called the "Pioneer Dairy Country" of the world. The Eastern Townships or the Cowansville district, are the first in the field to start an association in this country on these lines, and we may say that the Eastern Townships have supplied us with the very finest quality of butter, and they certainly demonstrate by this step that they are thoroughly progressive and up-to-date. This method of "cow testing" is decidedly a step in the right direction, of improving the dairy herds, and should be adopted in all other dairy sections of the Dominion of Canada. It will surely pay the farmers in the end, as the expense is very light, and the Government is willing to do the work gratis.

There is plenty of room to increase our dairy interests, and the Government is fully awake and doing all in their power to assist the farmers. Canadian cheese and butter are already standard qualities in the British markets and, with proper care and increase in production, there is no reason why our products should not take the lead in time. We have it in our own hands to accomplish this, and, regardless of politics, we should all do our utmost to capture and command the markets in Great Britain for our dairy products, cheese and butter.

A good dairy country means prosperity in that country. We have the country; it is now up to the farmers to look after their interests and improve and increase their herds. There is a good market for good goods across the Atlantic, and when the farmers are doing well, the country is prosperous.

THE PROVISION SITUATION.

As far as trade itself is concerned, there has been considerable falling off in demand since the holiday. This condition is general at all points in regard to provisions. The new regulations have not been in force long enough to make a very marked effect on the situation; the only indication is a firming in the price of hogs, but no further advance in reported of quotable nature. It is generally considered that the ultimate result, unless some modification is made, will be the reduction of the output of many of the factories. Reports from Montreal denote light deliveries of hogs at that point, so much so that competition at one time reached a most unhealthy stage. At Toronto supplies have been more on a par with the immediate demand, so that prices, although very firm, are not quotably different from last week's report.

There is some talk of a conference between responsible men representing interests of both farmers and packers, with a view of reaching some mutually satisfactory basis. It is to be greatly hoped that something will be done, as the whole Canadian situation at the present moment is a most unsatisfactory one.

In the controversy which has been proceeding with such vigor in the public press, a remark made by the W. Davies Company is worth noting, which was to the effect that that company's output during the last year had fallen very considerably short of previous years. If this has been so under free bonding privileges, what will be the result now that source of supply is stopped?

The cheese situation is a particularly strong one, and is likely to continue so right through the present season. Export demands continue good, whilst available stocks are light at all points, and are mainly held by dealers.

OUR LONDON LETTER.

By Our Own Correspondent.

Contrary to expectation the butter market remained firm throughout the Christmas holidays, and orders continued to flow in from retailers in steady volume. London has been enveloped in impenetrable fog and this has hindered the punctual arrival of the boats bringing butter to this market, and supplies have been consequently very scarce. The Copenhagen official quotation has been advanced 4 kroner, and now stands at 102 kroner as against 91 for this time last year. Reports show that Danish butter on the spot is 14 shillings and colonial 18 shillings dearer than in 1904.

It is now abundantly evident that, in spite of what was promised some months back, supplies of butter from Australasian sources are far from being sufficient. Since Canadian butter began to get scarce supplies from the colonies have grown smaller and smaller, and whereas stocks received during July, August and September were 26,179 cwts., 20,650 cwts. and 26,581 cwts. respectively greater than in 1904, figures for October and November show a falling off in receipts of butter from the colonies of 15,765 cwts. and 3,754 cwts.

On the butter position generally here, one of the daily papers reports as follows: "The Russian revolution, drought in the Netherlands and a larger demand than ever before from the German market have considerably lessened the imports this year into England of Siberian, Dutch and Danish butter. The Irish and Canadian butter seasons are over, and Australia and New Zealand have not sent us their usual quantities of the commodity during the last twelve months.

"That the scarcity of butter is being felt by the community at large is evidenced by the number of letters and telephone messages received daily by wholesale cold storage merchants, imploring delivery of fresh supplies to the retail trade."

With regard to the cheese market, there is not very much to report. During both November and December supplies have been something like 10,000 cwts. less than for 1904, and prices have been very much higher. At present prices are firm at 63 to 64 shillings for white and 65 shillings for colored. Up to Christmas Day stocks of cheese held in warehouse here in London were steadily growing smaller, but during the past four days a further 16,203 boxes have arrived, and total holdings in London are about 150,000 boxes, as near as can be discovered.

ANNUAL MEETING M.P.M.A.

The annual meeting of the Montreal Produce Merchants' Association was held on Monday, January 8.

After receiving the president's address, the retiring treasurer, Mr. Alfred C. H. Froemcke, submitted his financial report, which was received with applause by the members present, who gave him a hearty vote of thanks for his good services during the past three years.

After other business had been discussed the election, by acclamation, of the following officers of the association for the ensuing year was announced; viz.:

President—Mr. H. A. Hodgson, (re-elected), nominated by Mr. R. M. Ballantyne.

Vice-President—Mr. J. A. Vaillancourt, nominated by Mr. H. A. Hodgson.

Treasurer—Mr. Isaac Hibbert, nominated by Mr. Alfred C. H. Froemcke.

Members of the executive committee—Messrs. John H. Scott, P. W. McLagan, Wm. Nivin, and Thos. H. Ryan.

Arbitration committee—Messrs. A. J. Hodgson, A. J. Brice, John McKergow, D. S. Hislop, A. D. McGillis.

Mr. H. A. Hodgson was unanimously chosen to represent the association on the council of the board of trade.

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

The provision market during the holidays was extremely quiet and is still dull. Prices are unchanged. Receipts of live hogs are light, so light that buyers forced prices up in competition, 7c being paid off cars. Fresh abattoir killed dressed hogs are firm at $9.25 to $9.50, while country dressed show an advance of 25c per 100 lbs. and bring $8.75 to $9.

Poultry is recovering from slump due to mild weather between the two holidays. Stocks are plentiful with prices firm. Turkeys bring 13½c to 14c per lb., geese 10c to 11c, ducks 11c to 12c. Chickens are in good supply and easy at 9c to 9½c and fowls 7c to 8c.

We quote :

Lard, pure tierces	0 10¾
" 56-lb. tubs	0 11
" 20-lb. pails, wood (10½)	0 11¼
" cases, 10-lb. tins, 60 lbs. in case	0 11½
" " 5-lb. "	0 11¾
" " 3-lb. "	0 11¾
Lard, Boar's Head brand, tierces, per lb	0 06¾
" " ½-tierces, per lb	0 07¼
" " 60-lb. fancy tubs	0 07¼
Cases, 20 3-lb. tins, per lb	0 07¼
" 12 5-lb. tins "	0 07¼
" 6 10-lb. tins "	0 07¼
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight—	
Canadian short cut mess pork	$20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb	0 14
Hams	0 12½ 0 13½
Extra plate beef, per bbl	11 50 12 00

Butter.

The butter market continues firm in tone. Local demand is good and foreign inquiries more active. There is no change in prices, which are quoted : Choice creamery 23c to 23½c ; fine, 22½c to 23c. Western rolls are arriving more freely and are obtaining good sale at about 21c.

We quote :

Choice creamery	0 23 0 23½
Finest creamery	0 22½ 0 23
Good to fine creamery	0 21½ 0 22
Western dairy	0 2½ 0 21
Manitoba dairy	0 19½ 0 20
Fancy Townships	0 23½
Fresh dairy tubs	0 20 0 20½
Fresh rolls	0 21 0 21½

Cheese.

The cheese market is steady, with business quiet. Prices are still firm and westerns are quoted at 13¼c to 13½c, with some choice stock being held at 13¾c to 14c. Eastern goods, 13¼c. Receipts are very light.

We quote :

Selected	0 24 0 25
Strictly new laid	0 30 0 32
Pickled and limed	0 20 0 21

Eggs.

There is no change in the condition of the egg market. Prices are steady at 24½c to 25c for selected. So-called strictly fresh have been coming in more freely in the past few days, but the extremely cold weather which has set in will stop supplies. 28c to 32c is about the ruling price, and absolutely, strictly guaranteed fresh new-laid, of which there are a few, are held at 38c to 40c.

TORONTO.

Provisions.

Local conditions denote continued slowness in demand, in consequence of the heavy stocks still on hand from the holiday. Dressed meats continue firm at previous quotations. Hogs are showing a tendency to advance, but no quotable change. Beef is firm at previous advanced quotations. Mutton and lamb also show firmer quotations. We quote :

Long clear bacon, per lb	0 10½
Smoked breakfast bacon, per lb	0 14
Roll bacon, per lb	0 11
Small hams, per lb	0 13
Medium hams, per lb	0 13
Large hams per lb	0 12
Shoulder hams, per lb	0 10½
Backs, per lb	0 15 0 16
Heavy mess pork, per bbl	18 00
Short cut, per bbl	21 00
Shoulder mess pork, per bbl	14 50 15 00
Lard, tierces, per lb	0 10½
" tubs "	0 10¾
" pails "	0 11
" compounds, per lb	0 07½ 0 07¾
Plate beef, per 200-lb. bbl	12 00 12 50
Beef, hind quarters	6 50 8 00
" front quarters	4 50 5 50
" choice carcases	6 00 7 00
" common	3 50 5 00
Mutton	0 08 0 09
Spring lamb	0 10 0 10½
Veal	0 09 0 10
Hogs, street lots	8 25 8 75
" dressed, car lots	8 00 8 25

Butter.

There is no new feature to report. Arrivals continue to be satisfactory and many factories are now getting down to straight work. Prices remain firm at previous quotations. We quote :

	Per lb.
Creamery prints	0 32
" solids, fresh	0 24
Dairy prints	0 22
" in tubs	0 18 0 21
" large rolls	0 21 0 21½

Egg stocks are being drawn upon pretty freely, the new laid article is still scarce, although showing considerable improvement. Prices are disposed to be easier. We quote :

Eggs.

New laid eggs, per doz. (nominal)	0 30 0 32
Fresh " "	0 24 0 25
Pickled " "	0 22

Cheese.

Trade has been inactive, with no new feature to report. All stocks are now in the hands of jobbers, who hold them against an expected firmer market. Export trade shows improved activity. We quote :

	Per lb.
Cheese, large	0 13
" twins	0 13½

ST. JOHN, N.B.

Provisions.

In barrel pork while market is firm there is little business. Quite high figures are quoted. Beef, which is not high and is rather easier, finds no better sale. Pure lard is still high, with little except American seen. There is, however, some small offering now of Ontario stock. Refined lard still low and selling well. Smoked meats still high. In fresh meats, a dull market reported. Fresh beef, western stock, is low, and domestic very cheap. Lamb holds at a good price and pork is quite high. Mutton dull. Veal little seen.

We quote :

Mess pork, per bbl	$19 00 $20 00
Clear pork, "	18 00 20 00
Plate beef, "	14 00 15 00
Domestic beef, per lb	0 05 0 06½
Western beef, "	0 09 0 08½
Mutton, "	0 05 0 06
Veal, "	0 07 0 08
Lamb, "	0 08 0 09
Pork, "	0 09 0 09
Hams, "	0 13 0 14
Rolls, "	0 10 0 13
Lard pure, tubs, "	0 11½ 0 12
" " pails, "	0 12½ 0 12½
Refined lard, tubs	0 08 0 08½
" " pails	0 08½ 0 09

Butter.

Best grade is hard to get and is in demand at full figures. There is no cheap butter.

We quote :

Creamery butter	0 27 0 28
Best dairy butter	0 24 0 25
Good dairy tubs	0 22 0 23
Fair "	0 20 0 20

Eggs.

There is a fair supply. Full prices are asked. Quality has to be watched.

We quote :

Eggs, hennery	0 30 0 35
" case stock	0 22 0 24

Cheese.

Prices are quoted rather higher. The full figure affects the demand. Stocks are small.

We quote :

Cheese, per lb	0 12½ 0 14

Flour, Feed and Meal.

In Manitoba flour price is again quoted lower. There is now just a fair difference between this grade and Ontarios—fifty cents. Market is considered fairly firm. While there is little change in oats, oatmeal is again lower and market easy. Sales dull. Cornmeal is rather lower. Beans quiet. Market firm. In seeds the outlook is for high prices, particularly clover.

Fish.

Frozen fish are having quite a free sale. Prices are reasonable, particularly as compared with the very high prices of dried and pickled fish. Cod, haddock and pollock are sold. Herring are scarce. In dry cod the full prices still rule, though business is rather dull. Pickled herring scarce and very high. Smoked herring also sell at full figures. Haddies unchanged.

WINNIPEG.

Creamery Butter.

Prices hold firm at last week's level, with the demand strong but supplies far from adequate. Prices to the retail trade are as follows :

Finest fresh creamery, in 56-lb. boxes	0 26
" " in 28-lb. boxes	0 26
" " in 14-lb. boxes	0 26
" " in 1-lb. bricks	0 28

Dairy Butter.

Supplies are running somewhat more freely, but there is not much improvement so far as quality is concerned. For the first-class article there is a strong and steady demand at top prices, but for the inferior butter values are uncertain. Best dairy butter, delivered in Winnipeg, is quoted at about 20 cents per pound.

Lard.

Prices are unchanged at :

Tierce basis, per lb	0 10
Small packages take the following advance :	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

Cheese.

Prices are firmer with a good demand for nearly all grades. We quote :

Finest Ontario, large	0 14
" Manitoba, large	0 13½
" " twins	0 14
" " small	0 14

Cured Meats.

Quoted as follows:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 19
Backs, " " "	0 14
Picnic, " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" heavy, 20 to 30	0 13½
Picnic, " assorted sizes	0 08
Shoulders, "	0 08
Bacon, " breakfast bellies	0 14
" " breakfast backs	0 13½
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 11½
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " " smoked	0 11
" " " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb 0 04
" hocks, " " 0 04

GUELPH POULTRY ASSOCIATION

The Guelph Poultry Association met on the 4th inst. and wound up business for the year preparatory to the annual meeting on Thursday, Jan 11. The past year's work was reviewed briefly and regarded as the most satisfactory in the history of the association. The success at the Winter Fair was particularly noted. A number of the members are now exhibiting at some of the smaller shows throughout Western Ontario. F. W. Krouse has birds at Meaford, and will go to Owen Sound. W. J. Teale will also exhibit at the latter place.

CLARK'S MINCE MEAT

The kind your customers are looking for. Made from fresh beef, new fruits, spices and peels; a really fine article. Good thick substantial stock, not loaded with water.

Try a Sample Order. You'll not Regret It.

EVERYTHING
used in connection with
Nicholson's Mince Meat
is of first-rate quality How can Nicholson's help being the best? You keep it, of course!
Order:
N. & B. JELLY POWDER N. & B. ICING POWDER
N. & B. PUDDINE N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED
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FREE TO BUTCHERS—Send a postal card with your name and address, and I will be pleased to enter your name on my list of customers, and send you ***free,*** postpaid, from time to time, as issued, my ***Hide Bulletins,*** which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Crocklings, etc.
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TORONTO.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

CHEESE AND BUTTER EXPORT.

The average increase in price of both cheese and butter this year is stated to have been about 2 cents per pound. The total estimated value of cheese exports from Montreal for the season is $18,029,358; and of butter $7,397,492. This is a remarkable record, and illustrates the value of the dairy industry to Canada. There is estimated to be still in stock in Canada about 450,000 boxes, which would make the total value of the cheese produced about $22,000,000.

The following table shows the exports of cheese from Montreal for a period of ten years:

	Quantity boxes.	Price per box.	Value.
1905.....	2,120,101	$8.50	$18,029,358
1904.....	2,114,639	6.80	14,379,545
1903.....	2,395,932	9.00	21,563,388
1902.....	2,109,171	8.50	17,927,000
1901.....	1,791,613	7.06	12,541,291
1900.....	2,077,000	8.00	16,580,000
1899.....	1,896,496	7.75	14,698,000
1898.....	1,900,000	6.35	12,065,000
1897.....	2,102,985	6.75	14,195,000
1896.....	1,726,236	6.75	11,605,000

The following shows the exports of butter, with the estimated value, from Montreal for a period of ten years:

	Quantity pkgs.	Price per pkg.	Value.
1905.....	573,449	$12.90	$7,397,492
*1904....	490,380	10.80	5,295,210
*1903....	338,277	12.00	4,059,324
*1902....	539,845	12.50	6,748,262
*1901....	410,000	14.70	6,027,000
*1900....	250,000	14.00	3,640,006
*1899....	450,050	13.30	5,998,000
*1898....	270,000	13.25	3,307,500
*1897....	200,000	12.50	2,687,000
*1906....	157,421	12.25	1,890,000

*Revised. Calculated on a basis of 70-pound packages.

On the whole, the outlook for the Canadian export butter trade has never been brighter than it is at present. Not only is the demand for the Canadian product expanding in the markets of the Mother Country, but it is also finding markets in the Orient and Japan, the shipments to Japan having increased very considerably during the past few years, while indications point to a still greater demand from that quarter, as the Japanese masses are beginning to use butter more freely and the consumption in the near future should be greater, thus affording another outlet for the Canadian dairies. South Africa, too, promises to be a profitable customer at no very distant date. But it is on the United Kingdom that Canada continues to rely for her great market.

POULTRY SHOW FOR ST. THOMAS.

A poultry show was decided upon by the local association and will be held on the 25th, 26th and 27th of the present month.

William McNeil, of London, poultry breeder, will place the awards.

The intention of the promoters is to make the classification for poultry, pigeons and pets, as liberal as possible. An energetic secretary will be appointed to solicit specials and receive donations. Several assurances have been received that if the exhibition were held, subscriptions of a generous amount would follow.

UNIVERSAL STOCKS OF LARD.

Cable advices give the following estimates of the stocks of land held in Europe and afloat on the 1st inst., to which we add estimates of former years, and stocks in cities named:

	1906. Jan. 1.	1905. Dec. 1.	1905. Jan. 1.	1904. Jan. 1.
Liverpool and Manchester	17,000	7,500	16,000	10,000
Other British ports	8,000	5,000	10,000	1,500
Hamburg	19,000	20,000	18,000	13,000
Bremen	2,000	1,000	1,500	1,000
Berlin	5,000	3,000	5,000	3,000
Baltic ports	7,500	6,000	15,000	7,500
Amsterdam, Rotterdam, Mannheim	2,500	2,500	1,500	700
Antwerp	4,000	1,000	2,500	1,000
French ports	1,800	1,500	1,100	700
Italian and Spanish ports	1,000	1,000	500	500
Total in Europe	67,800	48,500	71,100	38,900
Afloat for Europe	100,000	90,000	68,000	65,000
Total in Europe and afloat	167,800	138,500	139,100	103,900
Chicago prime steam	6,987	18,136	46,596	10,366
Chicago other kinds	6,599	14,756	19,350	9,633
East St. Louis	1,100	None	1,000	1,500
Kansas City	5,664	5,927	5,108	5,188
Omaha	2,836	1,263	4,913	3,128
New York	5,716	4,473	7,192	8,849
Milwaukee	1,858	1,196	8,725	3,097
Cedar Rapids	....	....	....	....
South St. Joseph	4,231	1,500	10,924	2,047
Total tierces	202,791	185,751	242,908	147,328

JAPAN'S RICE CROP.

A recent issue of the Japan Chronicle, forwarded by Consul-General Miller, of Yokohama, contains an interesting article on the rice crop of Japan, its insufficiency to meet domestic needs, and the extent to which Japan is dependent upon foreign countries for food supplies. It is pointed out that Japan is rapidly becoming a manufacturing nation, and that this fact, taken in connection with the steady increase in population (400,000 per annum), that foreign countries must be looked to for supplying deficiencies in food supplies, leads to the suggestion that Japan has reason for not imposing duties on importations of breadstuffs.

The last estimate of this year's rice crop, taken by the Department of Agriculture and Commerce on October 24, shows a diminution of 25.7 per cent. compared with last year and of 13.9 per cent. as against a normal year. During the last ten years the annual outturn of the rice crop was as follows:

	*Koku.
1895	39,960,798
1896	36,240,351
1897	33,039,293
1898	47,387,666
1899	39,698,258
1900	41,466,432
1901	46,914,434
1902	36,392,266
1903	46,473,298
1904	51,430,221
1905	38,234,265

*One koku equals 4.96 bushels.

As will be seen from these figures, the yield of rice is subject to much fluctuation according to the conditions of the weather experienced in these years. There can be no doubt that the cultivation of rice is rather an uncertain, not to say risky, industry, for if the elements should conspire against it no amount of labor will avail to prevent the crop from ending in failure. It is not unnatural, therefore, that the Japanese should gradually turn their attention from agriculture to manufacturing industries, which, if fully developed, may enable Japan, like England, to depend upon foreign countries for her food supply. Even now Japan obtains a considerable amount of food from abroad.

Last year's rice crop in Japan was exceptionally good, the yield amounting to 51,430,000 koku. But the supply was evidently inadequate to feed the population, judging from the large amount of food supplies Japan imported from abroad during the same year. The importation of foreign rice in 1904 amounted to close upon 60,000,000 yen in value, not to mention flour to the value of nearly 10,000,000 yen imported during the year. It is true that during the same period Japanese rice to the value of 4,724,000 yen was exported, but the amount is trifling in comparison with the import, and when deducted the balance remaining constitutes the amount which Japan spends in buying rice to fill the inadequacy of the domestic supply.

B. C. FLOUR FOR THE ORIENT.

The C.P.R. steamship Tartar will carry a large shipment of flour consigned to Hongkong from the mills of the Columbia Flouring Company at Enderby, B.C. There will also be a large shipment of flour from Raymond, Alta. Besides this the Tartar will take out a large quantity of Canadian butter, put up at Calgary.

Mr. J. J. McCabe, Toronto, of W. B. Stringer & Co., fruit brokers, is spending the week at the Montreal branch of the firm.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Imperial Biscuit Co., Guelph.
Jacob, W. & R., & Co., Dublin, Ireland.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners Hamilton.
Essex Canning and Packing Co., Toronto.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk and Canning Co Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Cupon Co., Indianapolis, Ind.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Guest, W. J., Fish Co., Winnipeg, Man.
James, F. T., Co., Toronto.
McWilliam & Everist. Toronto.
Millman, W. H., & Sons, Toronto.
Winnipeg Fish Co., Winnipeg, Man.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts, A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist. Toronto.
Millman, W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
American Pure Food Co., Montreal.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co. Goderich.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Ogilvie Milling Co., Montreal.
Sutcliffe-Muir Milling Co., Moosomin.

Grocers—Wholesale.
Balfour & Co., Hamilton.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fittings.
Fletcher Mfg. Co., Toronto.
Walker Pivoted Bin & Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Creed, J. S., & Co., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Crain, Rolla L. Co., Ottawa.

Malt Extract.
Sleeman, Geo., Guelph, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Cameron, J. McA., Vancouver, B.C.
Carman, Joseph, Winnipeg, Man.
Clift, Thos. B., St. John's, N.F
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McLauchlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thompson, G. B., Winnipeg, Man.
Thomson & Mathieson, Glasgow, Scot.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Ozo Mfg. Co., Montreal.
Paterson's—Rose & Laflamme, Montreal.
Suaut Co.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
James' Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Potatoes.
Hannah, R. W., Toronto.

Poultry and Cattle Food
Bate, H. N., & Sons, Ottawa,
Myers' Royal Spice Co., Niagara Fal s, Ont

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Dominion Salt Agency, London, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
The Duncan Co., Montreal.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
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Codville & Co., Winnipeg and Brandon
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Salada Tea Co., Montreal and Toronto.
Minto Bros., Toronto.
Mokara Mills, Montreal.
Todhunter, Mitchell & Co., Toronto.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.
Reckitt's Blue—Gilmour Bros., Montreal.
Sawyer Crystal Blue Co., Boston, Mass.
Winn & Holland, Montreal.

Wines, Liquors, Etc.
Sleeman, Geo., Guelph, Ont,

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Canada Paper Co., Toronto.

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Windsor Salt

must not be confounded with ordinary Salt. In quality, it is as high above the common Salt of trade as can be imagined. It won't cake—it is pure, white, dry. There is no impurity in it because of the care taken in manufacturing. It is sifted, not ground. Every particle of it is a separate Salt Crystal. It pays to sell Windsor Table Salt, because it is so good, clean, pure—

it is all Salt.

The Canadian Salt Co., Limited
Windsor, Ont.

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The reputation of the largest purveyor in the world is behind this Marmalade.

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J. S. CREED, CANADIAN SALES AGENT
53 Upper Water Street, ***HALIFAX, N.S.***
Board of Trade Building, ***MONTREAL***

Season 1906

HORSE SHOE SALMON

Now in Store

TRADE MARK REGISTERED

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces.

THE CANADIAN GROCER

President :
JOHN BAYNE MACLEAN,
Montreal.

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Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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THE PACKERS' AND FARMERS' DISPUTE.

In another part of this issue will be found correspondence which has been passing on the important question of the removal of the bonding privileges. Both sides have been making their issues as strong as possible, and, after all is said, it appears clear to any who have followed the subject closely that the real issue at stake is the "flat rate of buying," and associated with it the accusation of a packers' combine. We know that there are two reasons given other than this one, but if what transpired at Guelph, and what has passed in the correspondence since, is carefully gone over, it will be seen that the great objection which rules the situation is the "flat rate." The Hon. John Dryden makes his greatest point on this line, and solemnly lays the whole responsibility at the packers' feet. We believe he is thoroughly honest in his motive and belief when he does this. If a man wears green glasses, the objects within that man's vision will appear green, undoubtedly, but this will not make the objects themselves green, nor make others believe them so. He is, however, overlooking the packers' side of the buying question in his great anxiety to serve the farming community.

No doubt the farmer has his troubles, and some are intelligent and wise enough to understand and agree that one hog will be worth more than another, and would readily fall in with the packers' grading ; but the average farmer cannot understand why certain hogs, which have cost him just as much as others, and received equal care, should bring him a less amount. Therein lies the difficulty, and it is to meet such men, who are by far the majority, that the flat rate has come to pass. Hence the whole question revolves upon the education of the farmer, so that his hog production will be brought to a standard which would bring them all on an equal grading. Careful selection of strains for breeding, good housing, scientific feeding, regular and constant attention, will accomplish everything. The only way for the farmer to maintain supremacy in his market is exactly the same as the manufacturer holds his market, viz., quality. Until that time it is only right and proper that the packer be placed on an equal footing with other manufacturers.

It is a fundamental principle of the tariff policy to admit raw material free, and under our quarantine laws there should be no more risk in bringing in western hogs for immediate killing than any other material. To the objection that some of the hogs thus imported might mingle with Canadian herds, the answer is that the thing is impossible, since every factory is quarantined, and the packer is debarred from selling again an animal on foot under a heavy fine. There would be only the risk of infection by the animals arriving at the factory in carloads, and such risk is incurred daily by all the railways which transport western hogs through Canada to the eastern markets.

With regard to the question of combine, it is noticeable that all these accusations have been particularly vague and general. The letter of Mr. W. Davies fully answers the question, in which he throws down the gauntlet to the accusers, and gives them the opportunity to unearth their mare's nest.

It is devoutly to be hoped that some modification will be made of the order-in-council of the Dominion Government whereby packers will be enabled to continue their export business. Surely the men who have done so much to advance this industry in Canada, from almost nothing to over twenty millions a year, are entitled to some thought for their interests at the hands of the Government. It is greatly to their credit that they have been able to produce bacon from imported hogs to compete with the great Chicago houses in the same lines in the British market.

TWENTY YEARS OF BUTTER AND CHEESE IN GREAT BRITAIN.

Twenty years have passed away since butter was separately entered in the imports of Great Britain. In 1886 the imports of butter amounted to 77,178 tons, of the value of £8,141,438.

Ten years later, in 1896, the butter imports had risen to 151,886 tons, valued at £15,344,364.

In 1904 the quantity further advanced to 212,050 tons, and the value to £21,117,162.

In 1886 the imports of cheese were 86,745 tons, valued at £3,871,359. By 1896 the quantity had risen to 112,226 tons and the value to £4,900,342, whilst in 1904 the imports reached 127,715 tons and the value £5,843,770.

It will be noticed that the imports of butter from all sources have advanced at a more rapid rate than those of cheese.

Three years ago the butter from foreign countries was six times larger in amount than from the colonial supply. A great change was manifest in the 1904 returns—the foreign supply was only three times in excess of the quantity imported from the British colonies.

The large drought area in Central and Southern Europe in the Fall of 1904 compelled many farmers to reduce their milking cows, consequently throughout last Winter and this Spring much less butter was exported from those countries. Australia and New Zealand sent over unusual quantities of choice butter.

There are various opinions expressed in regard to the ability of the Australian farmers to continue largely increasing the output of butter each year.

The imports of cheese into Britain during the past 6 years remained practically stationary, and as the home production exhibits a similar condition, it is evident that cheese is losing the position it once held as a dietary. Trustworthy evidence shows that it is being displaced by the importation of colonial and foreign meat, which, owing to its cheapness and excellent qual- supplanting cheese.

In 1904 the colonial supply was 96,380 tons, and the foreign supply was 25,718 tons. Canada is the main source of supply, the product of the Canadian cheese factories finding much favor among the consuming multitude in Britain.

The enhanced price of cheese which the Canadian factories have received this season will, it is estimated, put in circulation nearly $4,000,000 extra. in the Dominion.

THE EQUALIZED SUGAR RATES.

Mr. John Curtis, of Port Hope, writes the Canadian Grocer as follows:

"Editor Canadian Grocer.

"I have been a subscriber to the Canadian Grocer for years, and I read with a great deal of interest in your issue of the 15th inst., an article, copied from the Port Hope Guide, entitled 'The Sugar Outrage,' also the letter replying to the same, signed by Mr. H. C. Beckett, of Hamilton, who, I understand, is secretary of the Dominion Wholesale Grocers' Guild, and your editorial comments on the subject.

"I thank you for throwing your columns open for this discussion, and now, that the Christmas rush is over, I am pleased to accept the opportunity.

"Town editors do sometimes exhibit some 'rare examples of zeal without knowledge,' therefore, we grocers are all glad that you have directed your gifted mind upon this, and have 'given the matter of equalized rates some study,' and also that you have discussed this matter with 'a number of the trade, by very few of whom are they, (the rates), fully understood.' I deem it your duty, as our trade journal, to enlighten us, and shall be glad to have you publish this letter in your next issue, in full, followed by your explanations, for I assume that you have 'taken the trouble to grasp the facts before grasping your pen.'

"Is the Dominion Wholesale Grocers' Guild a combine? (Webster defines 'guild' a business fraternity or corporation.)'

"Is the Guild or individual firms in it authorized by Dominion or Provincial statute to become common carriers, or to fix rates on all transportation lines? (Please give chapter and section.'

"Are the Guild rates to be added to price of sugar as per equalized rates book, the same as those fixed by railways and boats? viz. Hamilton, 4c.; London, 7c.; Toronto, 3c. and Port Hope, 15c. per 100 lbs., all car lots? Are these the rates issued by G. T. R. and C. P. R.? Or does Port Hope and other towns and villages help pay the freight for the cities?

"Please explain why it is necessary for the combine or guild to adhere to a system which you state is so intricate and hard to understand?

"When did a question as to sugar rates ever come before the Railway Commission? For you state, 'for which they have been able to give the Railway Commission a reason that has been accepted,'—please give date when this took place.

"Is the equalized rates system secret and accessible to members of the Guild only? If it is fair, as claimed, why do you not publish it in full?

"Please explain how, according to the Guild rules, page 8, which reads. 'on carload orders, shipments must, in every case, be made by the refiners;' that on carload orders to Port Hope, it is necessary the rate be 15c. per one hundred pounds, while the car rate to Toronto is 3c., Port Hope being only four-fifths the distance, and freight charges five times the cost for 63 miles less from the refinery. The wholesaler, not only does not handle, but does not even see the sugar shipped to Port Hope.

"I am glad that you state in your columns 'that the Grocer holds no brief for any section of the trade in this matter,' and I trust I have not trespassed too much upon your space."

JOHN CURTIS.

Port Hope, Ont., Dec. 26, 1905.

The Grocer's invitation in our issue of December 15th, was for "a clearly defined statement of any wrong suffered by a retailer under the equalized rate system, and not an academic discussion of the system itself. We have given Mr. Curtis's letter space, however, in order that any element of doubt that may linger in the minds of reasonable men may be dissipated.

It may as well be stated in the beginning, that we do not intend to answer Mr. Curtis's cleverly worded interrogatories, categorically for the same reason that Mr. Curtis would very justly refuse to answer yes or no to the question as to whether or not he had stopped beating his wife. He would desire to explain that he had never begun such a reprehensible practice.

In fact, to arrive at an intelligent appreciation of the equalized rates system of selling sugar, a brief reference must first be made to the conditions which prevailed before its adoption by the trade, and thus justify the present plan, or find out if one more fair and simpler can be devised. The adoption of the equalized rates system of selling sugar, commenced in October, 1898, and was the final outcome of years of disastrous competition, and an effort, on the part of the trade, to, if possible, place the handling of this commodity on a better basis.

Prior to the adoption of the equalized rates system, the sugar business was done by all wholesalers, and a large majority of retailers, at a heavy loss. Repeated efforts had been made for years, to improve the condition of the sugar trade, but nothing of a permanent and wholly satisfactory nature presented itself, until the present system was adopted.

In the preparation of this system, and the rates adopted, several important matters had to be considered. First, the adoption of the system would enable the trade to quote the laid down cost price on the net weight to all retailers, and thus, to a considerable extent, improve the profit of the retailer, as frequently, in calculating the cost laid down, retailers omitted to add the weight of the barrel, overlooking the fact that they had to pay freight on same.

Secondly, the question of foreign competition had to be taken into consideration, and a remedy provided to offset the very low rates of freight on foreign made sugars, that could be secured to all points in Canada on through bills of lading.

And lastly, in the adoption of the equalized rates, the advantage of reducing the difference that ruled between the prices ruling at competing points, or large wholesale centres, and the towns and villages tributary to such competing points, was considered to be gain to the retail trade.

Under the old conditions, a merchant in Port Hope, buying his sugar in Toronto, paid the price ruling at Toronto, and the freight from Toronto to Port Hope, in other words, the rate of freight from Toronto to Port Hope being 16c. in less than carloads, to which must be added the cartage and the weight of the barrel, increased the rate or the amount of freight to 18 1-2c. per hundred pounds, which was the amount paid by the Port Hope buyer, thus making the ruling difference between Toronto and Port Hope in less than car lots, 18 1-2c. per hundred pounds, whereas the ruling difference under the equalized rates system is only 14c.

If the Port Hope merchant bought sugar in Montreal, he paid less for his sugar, but paid a higher rate of freight, the freight, in less than carloads, from Montreal, being 26c. per hundred pounds, therefore, if the buyer purchased in Montreal 8c. cheaper than in Toronto, (8 being the equalized rate for Toronto), it would cost him just as much laid down, paying his own freight from Montreal, and buying 8c. cheaper in Montreal.

But, under the equalized rates system, the equalized rate for Port Hope is 22c., notwithstanding the fact that the freight rate in less than carload lots from Montreal is 26c., to which must be added the cartage and the weight of the barrel. The price ruling at Toronto, therefore, affects all the territory tributary to Toronto, and if the price at Toronto were higher, there

would, of necessity, have to be a corresponding advance in the equalized rate for Port Hope, and all territory tributary to Toronto, for the reason that the equalized rate is based on the price ruling at the nearest competing point, plus the ruling rate of freight to point of destination, the sugar all being sold at a laid down price on the net weight.

The equalized rates are not freight rates. The equalized rates might be regarded as reduced freight rates, made necessary to meet the conditions incidental to greater differences in costs laid down than otherwise would rule, and their existence to-day is a positive gain to the retail trade.

Manufacturers of many lines of goods see the justice and advantage of delivering their product to all points at the same price, but the fact of their doing so is no evidence that they are doing an injury to the trade in the town where such goods are manufactured. For instance, Surprise Soap is the same price in St. Croix, where it is made, as it is in Port Hope. Would the St. Croix dealers be justified in expecting the manufacturers to sell them at regular prices and allow the freight from St. Croix to Port Hope?

Large quantities of canned goods are packed in Hamilton, and, so far as our knowledge goes, the canners deliver in Montreal at the same price as they sell at in Hamilton. We have not heard of the Hamilton wholesale merchants insisting upon an allowance equal to the rate from Hamilton to Montreal.

We dare say, that if the margin were sufficient to stand it, sugar might be delivered to all points at the same price, as is done on many lines in the grocery trade, but, we fancy the margin is not sufficient to permit of this.

Webster's definition of a guild as being a business fraternity, would, we think, be understood as an association for mutual benefit, and on similar lines to the Retail Merchants' Association. It would be an unwarranted use of the word combine, to apply it to the Dominion Wholesale Grocers' Guild.

The only common carriers we know of, are steam and electric lines, and the boat companies. The fact of a merchant selling goods at a delivered price, does not, in any sense, constitute him a common carrier, and we fail to see the necessity for any Government authority to sell goods at delivered prices; the railway companies have nothing to do with the equalized rates. All sugar sold, whether f.o.b. or delivered, is subject to payment of the regular railway rates. Any loss in freight by reason of selling sugar at delivered prices, is a matter than concerns the seller, not the buyer.

The shipment of sugar in car lots direct from the refinery, is simply to avoid the payment of two local rates, which would be incurred if the sugar were shipped first to the wholesaler's place of business, and then re-shipped to retail merchants' destination. It would be a senseless waste in paying additional freight charges on all carload shipments.

It is not claimed that the equalized rates system is perfect, but the aim has been, as far as possible and practicable, (having in view the small margin under which the commodity is sold), to equalize the cost to buyers, and thus enable all the trade to be on an equal footing. Conditions of competition over which refiners have no control, necessitate, to some extent, what appears to some to be an inequality in the equalized rates, but this condition is much more pronounced in connection with actual railway rates. So long as all the trade are treated alike as to the margin on sugar, there cannot be just ground for complaint. So far as Port Hope is concerned, it appears to us that their position is better to-day than when buying f.o.b., Toronto or Montreal, and paying freight, and, while the equalized rate at Toronto is lower than at Port Hope, conditions other than the freight rates from Montreal prevail, which justify the lower rate. The fact of Toronto being lower than Port Hope, does not harm the Port Hope trade, particularly since Port Hope gets a lower rate than otherwise as a consequence.

The Grocer did not state that the sugar rates had been before the Railway Commission, and no such construction could reasonably be placed upon our words. The point we wished to make was that the inequalities complained of in the sugar rates, were on all fours with the inequalities which are noticeable in freight rates generally, but which have received the tacit or active confirmation of the Commission. To assume that distance is the only or necessarily predominent factor in the determination of the latter is to treat one of the most complicated and involved questions of the commercial world with unbecoming levity.

While the equalized rates system is difficult to explain in detail, and may be difficult to understand, it is not so, in so far as the sale of sugar under the system is concerned. The wholesale grocers adhere to it, because it is the simplest and fairest method that has yet been suggested. There is no secret about it, but the task of working it out is not only laborious, but confusing to one who has not made a study of it. There are over 20,000 calculations required at the beginning, taking several months to complete. The system is so elaborate, that it would require several editions of the Grocer to explain it in full, and, in the Grocer's opinion, it would be a useless expense.

Mr. Curtis will probably be interested in knowing that the secretary of the Dominion Wholesale Grocers' Guild is Mr. J. Stanley Cook, secretary of the Board of Trade, Montreal, and not Mr. H. C. Beckett, of Hamilton.

CHRISTMAS WINDOW DISPLAYS

HURRY UP WITH YOUR DRAWINGS

The competition closes this week. Prizes will be awarded for photos or drawings of window displays of Christmas goods and accompanying descriptions of the same. The prizes will consist of:

FIRST PRIZE - - -	$5.00
SECOND PRIZE - - -	3.00

and $2 for every picture and description which is considered worthy of publication.

The competition, which closes on January 15th, 1906, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the pictures, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

Care should be taken to avoid reflection in the photograph. The best photos are often taken at night.

CHANGE IN MAKE-UP.

On February 1st THE GROCER will inaugurate a new system of make-up which has become necessary to the proper development, and which it is expected will improve the appearance, of the paper to the consequent advantage of reader, advertiser and publisher alike.

The change will be a development of the departmental idea that has proved so successful heretofore.

With the first issue of February all advertisements not connected with the special departments will be placed in the front and back of the paper, and thereafter no advertising will be placed between the advertising department in the front and the end of the markets. Nor, indeed, has any new advertising been contracted for in this position during the past two years, although the old advertisements have been continued as before.

This will give straight-away advertising followed by straight-away reading matter to about page 40.

This re-arrangement will necessitate a change in the position of some advertisers who have long had certain positions, but as the result will be to make THE GROCER a still better paper, we trust we shall have the co-operation and forbearance of our advertisers until the new arrangement be given a fair trial and its advantages fully recognized.

THE CANADIAN GROCER.

Half a Million Pounds Increase

Our sales for 1905 were half a million pounds in excess of 1904

This shows we have the tea the public want in

"SALADA"

CEYLON TEA

Were you a shareholder in this increase? If not, be one for 1906.

We will be glad to hear from you.

Address—"SALADA," Toronto or Montreal

Highest Award **St. Louis, 1904.**

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Brantford Prepared Corn Starch

is a heavily advertised, staple starch product that has fulfilled its advertised promises.

Wise dealers know that they must carry BRANTFORD STARCH sooner or later—the sooner the decision the wiser the dealer.

Cooks are delighted with the practical, common-sense recipes on the packages, and consumers realize that there is a "bouquet" and flavor to food made with BRANTFORD PREPARED CORN STARCH that is deliciously different.

Don't resist the inevitable, but put in a supply of BRANTFORD, and do it NOW.

Brantford Starch Works, Limited

Brantford, Canada

MARKETS AND MARKET NOTES

Abbreviated Market Notes for Current Week.

MONTREAL.

Molasses firming toward advance.

Tea— Added to list, China greens and Congoes.

TORONTO.

Tea—Firm quotations at slight advance.

Foreign Dried Fruits—Prunes advanced 1-2c. to 1c.

Fur Skins—Slight drop all through.

Quebec Markets.

GROCERIES.

Canned Goods—There is nothing interesting to note in the canned goods market. Business is dull, and orders are light, and of a mixed character. Sorting up odd lines is about all the travelers can do now. We quote:

Group No. 1 comprises—"Canada Fir-t," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also a l private brands.
Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.
Group No. 3 comprises—"Globe," "Jubilee," "White Rose," and "Deer" brands.

	Group No. 1.	Group No. 2.
FRUITS		
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Currants—		
Red, heavy syrup	1 60	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White.....2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie.....3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett.....2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie.....3	1 27½	1 25
Pie, not peeled..3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pineapple—		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
VEGETABLES		
Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins		0 72½
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz	0 95	
Gallon tins, per doz		0 92½
FISH		
Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½- b. Flat, 5 cases and over, "		95
½-lb. " less than 5 cases, "		97½

Sugar—There is no change in the situation of the sugar market. There has been some considerable buying on part of the jobbing trade during the past few days. This is due, no doubt, to the fact, that on Saturday last, the New York market advanced 10c., and with the strong raw and beet market, both in New York and Europe, the impression prevailed that the turn in sugars had come. Since Saturday, however, New York receded slightly, though the beet and raw market remains firm and strong. This is, as usual, rather a quiet time for sugars, and outside of the little agitation of the past few days, no heavy business is looked forward to for some time. Stocks in the country must of necessity be light, as merchants have been buying for some months past on the hand to mouth basis. We quote:

Granulated, bbls.	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 80
" " half-barrels	4 90
" " boxes, 100 lbs	4 80
" " boxes, 50 lbs.	4 90
Extra ground, bbls.	4 65
" " 50-lb. boxes	4 85
" " 25-lb. boxes	4 95
Powdered, bbls	4 45
" 50-lb. boxes	4 65
Phoenix	4 25
Bright coffee	4 20
" yellow	4 15
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls.	3 90
No. 1 " bags	3 85

Syrups and Molasses— Molasses are firm, and holders, who are few, are holding out for an advance of 1-2c. to 1c. per gallon over latest quotations. Jobbers report some better inquiry from country points. Corn syrups are in good demand, and at steady prices. We quote:

Barbadoes, in puncheons		0 35
" in barrels		0 37½
" in half-barrels		0 38½
New Orleans	0 22	0 35
Antigua		0 33
Porto Rico		0 45
Corn syrups, bbls.		0 02½
" ½-bbls.		0 02½
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

Tea—Trade is reported quiet. Ceylon and India greens are in short supply, and held at advance prices. Cable advices from Colombo during the last four days, state that Young Hysons are particularly scarce, and those of fairly good finish, pale liquoring, are worth 7 3-4d, which is an advance of about 1-2d. Indians are also very scarce. There is no change in Ceylon blacks, which are firm. It is reported that one house has lately picked up all the Ceylon Young Hysons, (about 400 packages), procurable on spot. Japans are quiet, and dealers do not look for any improvement for a few weeks yet, when it is expected that the trade will have to buy, as old stocks are practically closed out. There is very little enquiry for China Greens. We quote:

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 23
" " pinhead	0 28	0 32
Congous—Moning, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 12½	0 15
Pakling,—boxes	0 15	0 20
fine	0 2›	0 30

Coffee—Markets continue firm and strong tone prevails in New York market. Locally, business is reported on the quiet side. We quote:

Jamaica	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio, No. 7	0 09 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13½

Foreign Dried Fruits—In dried fruits there is nothing new to report this week. The local market is dull, and as is usual after the holiday trade, during which fruits of all kinds obtained good sale, business has slackened off. Shelled walnuts are unchanged locally, but latest advices report an advance of 15fr. to 25fr. on small halves. Shelled almonds are unchanged from last report. Dates are receiving some attention, and stocks are fairly plentiful. California

prunes have received some attention at the hands of the trade. We quote:

Valencia Raisins—	
Fine off-stalk, per lb	0 04 — 0 04½
Selected, per lb	0 04½ — 0 05
Layers, "	0 05 — 0 05½
Dates—	
Dates, Hallowees, per lb	0 04 — 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½
Peaches, "	0 10½
Pears, "	0 13
Malaga Raisins—	
London layers	2 00
"Connoisseur Clusters"	2 50
" ½-boxes	0 80
"Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
"Excelsior Window Clusters,"	4 50
" " " ½s	1 35
Californian Raisins—	
Loose muscatels, per lb	0 07½ — 0 08
" " seeded, in 1-lb. packages	0 08 — 0 09
" " 2 crown	0 06
" " 3 crown	0 06½
" " 4 crown	0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—	
Filiatras, uncleaned	0 04½
Fine Filiatras, per lb., in cases	0 04½ — 0 05
" " cleaned	0 05½ — 0 06
" " in 1-lb. cartons	0 05½ — 0 06
Finest Vostizzas "	0 06½ — 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ — 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 — 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ — 0 07

Rice and Tapioca—Business in rice is only normal. The advance noted last week on B. & C. rices does not appear to have stimulated buying to any appreciable extent. Tapioca continues decidedly strong, with no indications of weakening. Both London and New York report extreme firmness. We quote:

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 95
C rice, in less than 10 bag lots	3 05
Tapioca, medium pearl	0 05½ — 0 06

Spices—The market is dull, little business is doing by the grinders, and prospects for an early improvement are not glowing. Firmness appears characteristic of all lines, except nutmegs, in both the London and New York markets. We quote:

	Per lb.
Peppers, black	0 16 — 0 22
" white	0 25 — 0 30
Ginger	0 12 — 0 20
Cloves, whole	0 17 — 0 32
Cream of tartar	0 25 — 0 30
Allspice	0 12 — 0 15
Nutmegs	0 25 — 0 50

Beans—The market is unchanged. Stocks are fairly plentiful, and sufficient for requirements. Prices are unchanged, and market generally may be said to be dull. We quote:

Choice prime beans	1 70 — 1 75
Lower grades	1 60 — 1 65

Evaporated Apples—Prices of evaporate apples remain firm, with stocks light. The report that evaporators in the west are holding out for a further advance has not stimulated buying. The trade feel, and justly so, that when prices reach a figure which the consumer deems exorbitant, the consumption will drop off, and rather than buy apples, they will turn to imported dried fruits. Ruling quotations are 9 1-2 to 10 1-4, according to quality.

Maple Products—These lines are decidedly on the dull side since the holidays, the demand having fallen off noticeably. Some of the larger dealers anticipate a revival of the trade during the next few weeks. Prices are unchanged. We quote:

Maple syrup, in wood, per lb	0 05½ — 0 06
" in large tins	0 06½ — 0 07
Pure Townships sugar, per lb	0 07 — 0 07½
Pure Beauce County, per lb	0 08½ — 0 09

Honey—There is a fair demand, with prices firm and unchanged. Dealers at Bonsecour market report about usual business, with a preferred demand for white clover. We quote:

White clover, extracted tins	0 08 — 0 09
" kegs	0 07½ — 0 08
" comb, new	0 13 — 0 14
Buckwheat	0 07 — 0 07½

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Jan. 11th, 12.30 p.m.

BUTTER—Market steady. Creamery, finest quality scarce; 23½c., finest; 23½c., fine; and 22½ to 23c., good to fine. Dairy steady, 20½ to 21½c.

CHEESE—No change. Holders firm; little offering.

EGGS—Firmer market. Cold weather stopped supplies. New laid, 32 to 35c. Selected fall stock, 26 to 28c.

PROVISIONS—Firm market. Live hogs scarce. Receipts practically nil. Hams good demand. Lard firm.

Ontario Markets.

GROCERIES.

Toronto, Jan. 12, 1905.

Trade has been generally slow and uninteresting during week under review. No feature of particular interest has transpired; a few lines have developed strength, and some lines of canned goods denote depleted stocks.

Most firms have been busy stock-taking since the holiday, and a time of protracted dullness was expected.

Canned Goods—Trade has been slow and uninteresting during week under review. There are indications that canners' stocks are getting low, but no movement in prices is expected. We quote:

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's		1 00
" preserved, 3's		1 25
" standard, gal		2 50
" preserved, gal		1 50
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25

SAUCE, ETC.

Tomato sauce, 1's	0 50
" " 2's	0 78
" " 3's	1 00
Chili sauce same as tomato sauce.	
Catsups, tins, 2's	0 55 — 0 90
" " gal	4 50
" jugs	7 70 — 12 00

FISH.

Lobster, talls	3 50
" 1-lb. flats	3 85
" ½-lb. flats	2 00
Mackerel	1 00 — 1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.	
1-lb. Talls, 5 cases and over, per doz	1 55
1-lb. " less than 5 cases, "	1 57½
1-lb. Flat, 5 cases and over, "	1 67½
1-lb. " less than 5 cases, "	1 70
½-lb. " 5 cases and over, "	1 00
½-lb. " less than 5 cases, "	1 02½
Low Inlet.	
½-lb. Flat, 5 cases and over, "	95
½-lb. " less than 5 cases, "	97½
Sardines, French ¼'s	0 14
" ½s	0 23
" Portuguese ¼'s	0 08 — 0 10
" P. & C., ¼s	0 25 — 0 27
" P. & C., ½s	0 35 — 0 38
" Domestic, ¼'s	0 03½ — 0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75 — 4 50
Haddies, per doz	1 05 — 1 15
Haddies, per case	4 00 — 4 50
Kippered herrings, domestic	1 00
" " imported	1 45 — 1 50½
Herrings in tomato sauce, domestic	1 00
" " " imported	1 40 — 1 40

MEATS, ETC.

Beef, corned 1s, per doz	1 40
" 2s, "	2 50
" 6s, "	7 80
" 14s, "	17 50

most dealers to reduce stock as far as possible during stock-taking.

Advices from London, England, denote a much stronger market for lower and medium grades, which are reported as showing better liquoring qualities than earlier arrivals. This is so especially in Ceylons.

The Indian crop has nearly all been marketed, and will be closed till about end of May.

The quality of the leaf usually shows considerable decline as the season advances; this season, however, the reverse has been the case. The importation has been small, and buyers must fall back upon the English or other markets for any supplies which may be required. The probable result being much higher prices.

Some interesting remarks appear in Gow, Wilson & Stanton's report for the closing year, which are as follows:

"The world's tea production has been slightly less than last year, the shortage from China, Japan, and in a less degree from India, not having been fully counterbalanced by the increase from Ceylon and Java. This is a fortunate circumstance in view of the recently over-stocked condition of the North American market and the general paralysis of trade in Russia. Notwithstanding this, the home market has received hardly as much tea as in 1904, the shortage from China being so marked—in spite of an attempt in some quarters to revive the demand for this growth—while the expansion in foreign and colonial markets for British grown tea to the end of September—the latest available date—has been sufficient to overtake the record figure of 1904.

"It is in this field that the main hope of prosperity for tea producers lies, and with all that has been and is being done through the cess funds of India and Ceylon to promote its expansion, there is every reason to expect that increasing success will result, while the Anti-Tea Duty League should prove a useful auxiliary in its efforts to deal with high duties in foreign countries."

Foreign Dried Fruits—Trade on the domestic market has been naturally slow and uninteresting since the holiday. Reports from primal markets denote considerable development of strength. Shelled walnuts are showing strong advance on prices quoted at opening of season, a feature which is usually reversed. Dates have sold freely and are now scarce. Markets abroad are high. Currants at primal points are strong, without quotable changes. Raisins are also firm, quotations for spot deliveries are irregular, the irregularity being accounted for by irregular quality.

We quote:

Prunes, Santa Clara—	Per lb.			Per lb.	
90-100s, 50-lb boxes	0 06½	0 06½	60-70s, 50-lb boxes	0 07½	0 07½
80-90s "	0 06½	0 07	50-60s "	0 08	0 08½
70-80s "	0 07	0 07½	40-50s "	0 08½	0 09
			30-40s "	0 10	0 10½
Candied and Drained Peels—					
Lemon	0 09½	0 10½	Citron	0 16	0 18
Orange	0 10½	0 11½			
Figs—					
Elemes, per lb				0 10	0 14
Tapnets, "					0 [illegible]
Apricots—					
Californian evaporated, in 50-lb boxes				0 14	0 15
Peaches—					
Californian evaporated, " "				0 14	0 15
Pears—					
Californian evaporated, per lb					0 13
Currants—					
Fine Filiatras	0 05½ up		Vostizzas	0 07½	0 08½
Patras	0 06	0 06½			
Raisins—					
Sultana				0 05½	0 07
" Fancy				0 10	0 14
" Extra fancy				0 15	0 16
Valencias, selected				0 05½	0 06
Seeded, 1-lb packets				0 11	0 12½
California, loose muscatels—					
3-crown					0 07½
4-crown					0 09
Dates—					
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Saira	0 04	0 04½	" new choice		0 09½
Domestic evaporated apples					0 10

Foreign Nuts—We quote:

Almonds, Tarragona, per lb	0 12	0 12½
" shelled Valencias	0 25	0 28
Walnuts, Grenoble, "	0 15½	0 16
" Bordeaux, "	0 11½	0 12
" shelled	0 20	0 25
Filberts, per lb		0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish		0 08½
A 1's, banners and suns		0 08
Japanese Jumbo's		0 08½
Virginia "		0 10

Rice and Tapioca — Trade continues good in these lines, with prices firm. Montreal rice has advanced on wholesale market, but no quotable change is manifest at present moment. Tapioca is in good demand and exceedingly firm. We quote:

Rice and Tapioca—	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Sago	0 03½	0 04
Carolina rice	0 08	0 08½
Louisiana rice	0 05	0 07
Tapioca, staple		0 05
" double goat		0 06

Spices—Trade in spices is uninteresting, and no new feature of interest is manifest. We quote:

Spices—	Per lb	
Peppers, blk	0 18	0 19
" white	0 27	0 28
Ginger	0 18	0 20
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar		0 25
Allspice		0 15
Mace	0 80	0 90

Honey—The market is still reported active, with no new feature of importance to remark. Prices remain unchanged, with firm indications. Quality is continuing to maintain a good report. We quote:

Honey, extracted clover, in 60-lb. cans, per lb	0 08
" " in 5 lb. & 10 lb. cans, lb.	0 08½
" sections, No 1, per doz	2 00
" " No. 2. "	1 50
" Buckwheat, per lb	0 04½ 0 05
" " sections per doz	1 00 1 25

Beans—The market shows no change, but is continuing firm. The season's crop has proved of excellent quality. There has been little difficulty in placing goods. Prices are distinctly of an upward tendency, and quotations in consequence are likely to be advanced. We quote:

Beans, handpicked, per bush	1 85
" prime, No. 1	1 75
" Lima, per lb	0 07 0 07½

Hides—The market has a still further downward tendency, but no quotable change is apparent. The conditions are still those of uncertainty, and little confidence is expressed by dealers. Arrivals are still in fair quantity, but no more than demand requires. Chicago shows no material strength, and the Canadian market is unaffected by it at present moment. We quote:

Hides, inspected, steers, No. 1	0 11
" " " No. 2	0 10
" " cows, No. 1	0 10
" " " No. 2	0 09
Country hides, flat, per lb	0 09 0 09
Calf skins, No. 1, selected	0 13
" " No. 2	0 11
Sheep skins	1 20 1 25
Horse hides, No. 1	3 00 3 25
Rendered tallow, per lb	0 04 0 04½
Pulled wools, super, per lb	0 22 0 24
" " extra "	0 24 0 25

Fur Skins.

		No. 1.	No. 2.	No. 3.	No. 4.
Badger		$0 50	$0 10	$....	$ ...
Bear	Black	....	....	....	1 00
"	"	15 00	8 00	3 00	....
"	Yearlings	7 00	5 00	2 00	0 30
Fisher		6 00	4 00	2 00	1 00
Fox	Red	2 50	1 50	0 50	0 20
"	Cross	5 00	4 00	2 00	0 50
Lynx		4 00	2 75	1 50	0 50
Marten	Dark	10 00	5 00	2 00	0 50
"	Pale	4 00	2 75	1 25	0 50
Mink	Dark	5 00	4 00	1 00	0 25
"	Pale	3 25	2 00	1 00	0 25
Muskrat, Ont. & E. Fall		0 12	0 08	....	0 03
" N.W.T.&W. "		0 11	0 07	....	0 03
Rabbit		0 01	0 00½	....	....
Raccoon		1 25	0 70	0 30	0 10
Skunk		1 50	1 00	0 50	0 20
Weasel	White	0 50	0 25	0 20	0 04
Wolf	Timber	1 50	0 75	0 40	....
"	Prairie	1 00	0 50	0 20	....
Wolverine		4 00	2 50	1 00	0 25

N. B. Markets.

Notes of Interest.

Business continues very quiet. There was considerable interest taken in the visit of the Tariff Commission the first of the week. Nearly every business, and particularly the manufacturers, had some complaint or suggestion to make. If all were acted upon the tariff would indeed be fearfully and wonderfully made.

When it comes right home, nearly every one is a protectionist. Perhaps the matter of most general interest urged on the commission was the limiting of the British preference to goods imported through Canadian ports. This was urged by both the Board of Trade and the Manufacturers' Association.

Conditions.

Dull business means in many lines rather easier values. Cream of tartar is quoted lower. Nutmegs continue very cheap. Rice is held firm and new crop for rather later shipment is quoted higher than last year.

Oil.

In burning oil there is still large consumptive demand. Prices continue low. Lubricating oils now have attention; it is value rather than price in this line which counts. In paint oils—linseeds—in original markets, have shown quite a rapid advance, and the outlook is for prices well above last year. Turpentine continues very high. Cod oil is firmer and there continues considerable inquiry.

Salt.

There is nothing new; this is the quiet season. As carrying charges form a large item in such cheap and heavy goods, importers carry as light stocks of Liverpool coarse salt as possible, prefering to take chances of getting stock at time of demand. In fine salt, little or no business.

Canned Goods.

Since the abandoning of the local agreement on prices, in the late Fall, in order to meet lower prices, which it was claimed were being quoted by dealers buying outside of the Canadian Canners' Association, there has been an open market, but while extreme low prices were quoted for a time, stocks are now held firmer; that is, vegetables. The outlook is for low prices in meats; Spring stocks have been largely bought. Fruits unchanged. Salmon held firm. Oysters tend higher. Lobsters continue high; there are fair stocks. In domestic fish, sardines quite freely offered. Haddies and kippers light supply. Clams unchanged.

Green Fruit.

Apples are dull; for best stock Canadian Spies are sold; they bring full price. Cheap Nova Scotia apples plentiful. In oranges, Californias and Floridas rather lower. Valencias now sell quite freely; some very nice Jamaicas offered; price unchanged. Lemons are rather lower; there is just a fair sale. Few bananas are seen. There are no cranberries. Malaga grapes rather quiet.

Dried Fruit.

The trade is disgusted with the California raisin situation; it is, however, the same every year—always something not business like. Now, after the season is over, there is a big drop in price of seeded. It it were only possible to get a good foreign seeded, California would have a poor show. While some of all kinds of raisins held, stocks not large. In loose muscatels, malagas supply the market; these were bought low. Prunes a light stock; higher prices expected. Apricots and peaches firm. Dates to import are higher; fair stocks are held. Figs and peels out of season. Evaporated apples not a large stock; prices higher, but goods could not be replaced even at present figures; demand not large. Dried apples sell quite freely. Onions are rather higher.

Sugar.

Prices are unchanged; there is no large stock; sales are somewhat light; low prices on Scotch granulated have been quoted.

Molasses.

Situation unchanged; there is a full stock of Porto Rico and prices are quite low. Barbadoes are rather a light stock, and prices are somewhat firmer.

N. S. Markets.

Halifax, N.S., Jan. 19, 1905.

The grocery market is very quiet at present, though the retail trade is considered to be keeping up to the average.

The demand for dried fruits is now falling off, but other lines are finding good sale.

Canned goods are selling freely, and the market is steady.

No change is looked for in sugar prices at present.

Collections are fairly good, and the splendid condition of the roads in most parts of the province has a tendency to help business along.

Produce.

The produce markets are now very steady, with the prices holding firm. According to jobbers here, the butter market in the upper provinces is a little easier in tone, the demand there having fallen off to some extent, owing to the mild weather. They say that this is only temporary, however.

Creamery prints here are quoted at 26c. to 27c., solids 25c. to 26c., and dairy 24c. to 25c. The weather throughout the province is exceptionally mild for the season of the year, in fact, it is almost unprecedented. In some places it was so mild during the latter part of the week that the stock was turned out of the barns into the fields. The giving of the animals this fresh air, it is said, will greatly increase the milk supply.

Poultry have also been freed from the pens for a few hours each day, and this also will assist them in laying. The egg market is very firm, with stocks becoming somewhat light. Case eggs (for cooking purposes only) are retailing at 38c. per dozen. Limed eggs are quoted at 24c. Guaranteed fresh laid eggs are 40c. per dozen. The supply of these is very limited.

The stocks of cheese in these parts are very light, with prices exceedingly firm, and no immediate change is looked for.

Potatoes are a little firmer, and prices have advanced, being now quoted at 32c. per bushel at the wharves. Dealers are selling them (delivered) at 35c. per bushel.

Poultry and Pork.

The rush for poultry is about over for the season, and some of the jobbers here were hard hit. Long before the holiday season opened, jobbers began heading poultry, and this early demand led the farmers to believe that there was a scarcity of stock. They quoted high prices and declined to sell until they received their figure. The news spread from one part of the province to the other that there was a poultry famine, and up went the prices all round. Jobbers were forced to pay 20c. per pound for dressed Nova Scotia and P. E. Is'and birds, and 20c. per pound and the freight for New Brunswick stock. Besides the tons of poultry brought in from all sections of the provinces, four carloads were imported from Ontario points.

The native birds find more ready sale than the Ontario stock, being of better flavor, cleaner, and they are also drawn. Geese sold from $1.25 to $1.50, ducks about the same per pair, and chickens were 15c. per pound. The soft weather at Christmas and New Years caused a slump in prices, some dealers being obliged to dispose of their stocks at 18c. per pound for turkeys, 2c. per pound less than they cost them. Twenty-three cents was the highest price the dealers quoted for the very choicest birds, but even those who held such first-class stock would not refuse 20c. at the last moment for their birds, most of them being glad to get clear of them at that figure..

Pork is scarce at 8 1-2c. to 9 1-2c. per pound. The supply is not equal to the demand. Small hogs are being greatly sought for, but none seem to be had.

Sugar Imports.

The total imports of sugar to Halifax for 1905 were 46,117 tons, a slight decrease over the imports of the previous year. The imports of 1904 were 48,873 tons, but of this amount 2,543 tons were imported from Peru, the balance being from the British West Indies. No sugar was imported from Germany during 1905. A notable feature is that every pound of sugar that came to Halifax was from the British West Indies and British Guiana. The sugar business, generally, was good during the year, though the trade was hampered to some extent by the tie-up on the railways. It improved later and closed most satisfactory, though the price was about 1c. per pound lower than that of 1904.

Imports of Molasses.

The imports of molasses into Halifax for the year just closed, show an increase over any previous year. This has been brought about largely by the new markets. Halifax is fast becoming the distributing point for the Dominion.

B. C. News.

Vancouver, B.C., Jan. 4, 1906.

In trade circles there is a general report of quiet business succeeding the very satisfactory holiday trade. In many lines there is a marked stiffening of prices, though in some the local quotations could very well be advanced when compared with the present basis in eastern supply markets.

Groceries.

Dried fruit prices are going up steadily of recent days. The better kinds, that is peaches and apricots, are fully 2 cents higher than opening prices on the new stock last Fall. The quotation is now to the trade 11½c.

Prunes are fully 1c higher all round. The prices range at present from 5c to 8c.

Evaporated apples are quoted at 11½c, and even that price is not as high as eastern quotations would warrant.

In canned goods, stocks have been a little slow coming forward, due no doubt to delayed shipment, not because of any shortage. Nevertheless it is predicted that the supply of tomatoes, beans and strawberries will be short before the season is over. In other fruits California is always available as a source of supply, and canned corn is plentiful, so that the three lines mentioned are likely to be the only ones in which any demand will be felt. Tomatoes cannot be brought in from California or from the Eastern States at present basis of eastern prices. A line of tomatoes in 2-lb. tins selling here at 85c is a new arrival on the market.

By steamship Ping Suey, recently arrived, large stocks of sago and tapioca arrived from the orient, relieving a shortage on this market. The price

ranges for these lines from 4½c to 4¾c per lb. Other arrivals by the Ping Suey were Lipton's pickles from Liverpool direct, and also imported French sardines.

Vegetables.

The fresh tomato supply of this market, which has perhaps the widest range of any city in the world, received an accession per steamship Miowera from Australia a few days ago. Unfortunately the stock was shipped too green and being kept in cold storage did not ripen up en route. The consignment will have to be sold to make chow-chow or green pickles of some kind.

A lot of green Bell peppers arrived in splendid shape. They sell at 75c per crate.

Good potatoes are very scarce this season. Even the Ashcrofts are not prime and are not keeping well. Some small supplies of the Yakima Valley potatoes have been imported from Washington and sell at $30 per ton. The Ashcrofts bring $28, if of good quality. Local potatoes are from $12 to $18 per ton according to quality.

California fresh celery, cauliflower, green cucumbers, string beans and green peas are in the market. Celery is $1 per dozen and cauliflower $1.50.

Produce.

All the coast creameries have put up the wholesale price to 35c per lb. this week. The quantity being made is approaching the minimum weekly. Not nearly enough for demand is received. Of eastern and northwest creamery stock the supply is fair with price ranging up to 29 cents, and likely to be more. Even then it does not quite reach a parity with present quotations in eastern butter markets.

Cheese is plentiful, but the price is well up in sympathy with the east. Quotations are 15c and 16c. Local fresh eggs are fairly plentiful now and bringing 35c to 40c per dozen. Eastern fresh case goods are really off the market and pickled eggs are being sold in considerable quantities. The price is 25c.

Next month New Zealand creamery butter will arrive per Australian steamer Moana. Every season several shipments are brought in, but the quantity is never great as the price is necessarily high. It is always prime fresh stock, and compares with the local fresh in the class of trade it commands.

The poultry market is extremely quiet now that New Year's is past. The dealers could scarcely have made any money seeing that the retail prices paid were as low if not lower than the first quotations from jobbers to the retail trade. The same price-cutting occurred last season, and still there does not seem to be any tendency to correct this ratlier unbusiness-like method of handling a very important annual trade. The quantities imported from Eastern Canada indicate the possibilities of legitimate trade, if handled properly.

NEW OFFICERS APPOINTED.

At the annual meeting of the grocers' section of the board of trade for the appointment of officers for the ensuing year, the following officers were elected: President, Thomas Kinnear; vice-president, William Ince; secretary-treasurer, Agnes C. Gray.

WHOLESALE GROCERS AT HOCKEY

In the second game of the Wholesale Grocery League, between T. Kinnear & Co., and James Lumbers, the former team won by a score of 6 to 2. Neither team had any practice this season, and, considering this, the game was fast and exciting. The Kinnear team had the advantage of a little combination, and this no doubt won for them. The Lumbers team will improve a great deal as the season advances, and will certainly be heard from later. The teams were:

T. Kinnear & Co.—Goal, Holden; point, H. Rennie; c. point, Humphrey; forwards, Kinnear, McGregor, Graham, and C. Rennie.

James Lumbers—Goal, "Wes." Lumbers; point, Brethour; c. point, Stinson; forwards, Morton, Taylor, Corodus and Oliver.

Referee—B. R. Brown.

TEA ANALYSIS.

The appended analysis of the various teas was recently published in the New York Herald, under the signature of Dr. Ernest J. Lederle, of New York:

	Theine.	Tannin.
Ceylon	2.64	14.04
Ceylon Green	2.55	11.37
India	3.09	11.04
Congou	2.50	7.19
China Country Green	2.28	12.54
China Ping Suey	2.29	9.86
Japan Basket Fired	2.53	9.70
Pan Fired Japan	2.33	7.69
Formosa Oolong	2.41	9.86
Foochow Oolong	2.37	11.37

ENCOURAGE YOUR CLERK

to take a more lively interest in his work, to become a better informed grocer, to develop ideas for advertising and window dressing, and progressive retailing.

You can best do this by having a copy of THE CANADIAN GROCER sent to his home address, where he can read it at leisure and think out how he can apply its suggestions.

It will cost you only $2 from now to Dec. 31st, 1906. Send in your order now. Your clerk will appreciate the courtesy, and you will both reap the benefit.

THE CANADIAN GROCER

MONTREAL TORONTO WINNIPEG

GREIG'S
WHITE SWAN
Flavoring Extracts

Long and successful experience in this department enables us to state with absolute assurance that our flavors will satisfy the most exacting.

QUALITY—The keynote throughout

THE ROBERT GREIG CO., Limited
White Swan Mills, TORONTO.

AN ANNUAL BANQUET.

A gay and jovial party were assembled in McConkey's banqueting room on Friday, December 29 last, composed of the sales staff of John Sloan & Co., Toronto and Belleville. The party had assembled, as is their annual custom, for friendly intercourse and encouragement.

The chair was ably filled by Mr. C. Parsons, one of the oldest members of the staff, who conducted the proceedings in a masterly and happy manner. In proposing the health of the firm, he commented upon the excellent year's business that had fallen to their lot, and spoke in encouraging terms of the prospects for the opening season. He believed they had never stood on better terms with their many clients, many of whom constantly held their orders over for the firm's travelers, so satisfied were they with the manner John Sloan & Co. conducted their business.

The toast was suitably and happily responded to by Mr. Frank Sloan on behalf of the firm.

The company broke up after a genuinely good time, in which many interesting and instructive incidents occurred.

There were present Messrs. Frank Sloan, C. Parsons, J. Hayden, J. B. Mayled, J. H. Burton, J. R. Smith, W. M. Cole, A. Armstrong, W. H. Maxwell, P. H. Brown, H. Brett, G. Sanderson, F. Tait, F. Ormerod.

VISITOR FROM BOSTON.

The Grocer had the pleasure this week of an interview with Mr. Arthur H. Bailey, of Boston, Massachusetts. Mr. Bailey has the distinction of being the inventor and patentee of an article of diet of such merit that his goods have received the endorsation of the United States Government in the way of orders for his products, namely, Bailey's Extract of Clams. This article is supplied to the navy and army hospitals, homes of physicians, and connoisseurs.

Mr. Bailey is introducing the goods to the Canadian market, and has for some months past operated through his Montreal agents, Messrs. Jason S. Creed & Co., and will shortly introduce them to the trade of Toronto and the west.

SUGAR BEET INDUSTRY.

England has at last taken kindly to the sugar beet, which at Burton-on-Trent has delighted the grower by exhibiting over 16 per cent. of sugar, o 2 per cent. more than the coontinental beet contains. For a long time the soil of England has been pronounced favorable for beet culture, but this is the first experiment to prove it.

In Nebraska one of the largest sugar factories in the United States closed lately because the farmers would not raise enough beets to keep it running.

In Michigan the sugar beet has been found the most profitable crop, and the acreage is increasing. One sugar company gives free seed and free freight, and pays a flat rate of $5.00 per ton.

As beet culture involves a great deal of hard labor, and farmers do not take kindly to it, experiments are now going forward for the development of a single germ seed, which will reduce the process of thinning. The labor question is a severe handicap to beet raising in Kent county, and any new seed that will save time and exertion will be a welcome relief.

NEW MONTREAL TEA FIRM.

Bartley & Reid, 218 Coristine Building, Montreal, have registered as tea merchants, importers and jobbers. The members of the new firm are W. J. Bartley and John G. Reid, and both gentlemen are tea experts of many years standing and training, having been connected for over twenty years with John Duncan & Co., Montreal. Mr. Bartley is well acquainted with the trade west of Kingston, the Eastern Townships and Quebec, having covered these districts for years, while Mr. Reid needs no introduction to merchants in the Ottawa Valley and Eastern Ontario districts. Their many friends in the trade wish them every success in their venture.

TEA MERCHANT MARRIED.

Mr. T. Kusanobu, of the Japan Central Tea Traders' Association, Montreal, took a step on December 27 last which binds him more closely to Canada than any naturalization papers could possibly do. On that day he was joined in wedlock to Miss Mary Murray, of Deer Park, Toronto, by Rev. Dr. D. McTavish. The ceremony was performed at the home of the bride's parents, and was witnessed by many of the bride and groom's friends. Among the latter was Mr. Shaw T. Nishimura, of the Japan Central Tea Traders' Association. Mr. and Mrs. Kusanobu, after a bridal tour to New York and the Eastern States, took up their residence in Montreal. The Grocer joins the many friends of the young couple in wishing them a pleasant journey through life.

He: Miss de Jones—Clara—I never loved anyone but you. Will you be my wife? She: But I've been told that you proposed to four other girls within a month. He: True, darling; but I did it merely for practice, so that I wouldn't blunder in proposing to you.

AGENCIES WANTED

We wish to represent manufacturers and provision dealers in Manitoba, Saskatchewan and Alberta. We have well established sales agents in every important town. At Winnipeg we have first-class warehouse accommodation. Interested parties are referred to The Eastern Townships Bank of Canada.

CANADIAN CO-OPERATIVE CO., Limited
Box 559 WINNIPEG, MANITOBA
Capital $250,000.

Sawyer's 50 Years the People's Choice.
CRYSTAL
See that Top **Blue.**

For the Laundry.
DOUBLE STRENGTH.
Sold in Sifting Top Boxes.
Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.
It goes twice as far as other Blues.

Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.

M. F. EAGAR & SON, *Mfrs. Agents*
HALIFAX, Nova Scotia

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Diamond E. Blend

Makes Delicious Coffee

If you want a rich, heavy-bodied, flavory coffee—Try "DIAMOND E." There is a peculiar aromatic quality about it that appeals to lovers of good coffee. So sure of the success of DIAMOND E. BLEND that we will ship on a 30-day trial basis—if it doesn't suit, send it back at our expense. Drop us a line and let us send you a sample. A trial is the most convincing argument we can suggest—remember there's a reputation of over half a century behind it.

S. H. & A. S. EWING

Established 1845

Montreal Coffee and Spice Steam Mills, - 55 Cote Street, Montreal

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Jan. 11th, 1906.)

It has been an exceptionally quiet and uneventful week in local wholesale circles. Business is still of the after holiday nature, and while a steady undertone prevails, and prices hold firm with but few, if any, changes, there is nothing of interest to report and the week has presented no new features.

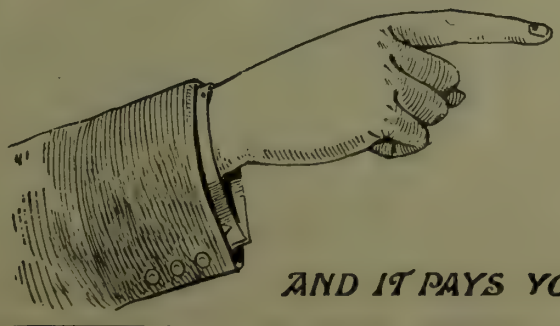
Canned Goods—The market holds firm at last week's price range, and a steady demand is reported. We quote:

	Group No. 1.	Groups No 1 & 2
FRUITS.		
Apples—		
gallons, per doz.	2 60	2 55
3-lb. "	2 13	2 08
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Lawtonberries—		
" "	3 83	3 78
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's. " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 01
Pineapples—		
2's sliced, 2 doz. cases, per case	4 25	
2's whole, " "	3 75	
2½'s, whole, " "	4 50	
2's, grated, " "	4 50	
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries—		
new "	3 33	3 28
VEGETABLES.		
Beans—		
golden wax "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 53	1 48
(No. 3) 2's "	1 68	1 63
Succotash—		
2's "	2 63	2 58
Tomatoes—		
3's "	1 98	1 93
Salmon, Fraser River sockeye, per case	6 25	
" Skeena River, " "	6 00	
" Rivers Inlet, " "	5 90	
" Red Spring, " "	5 75	
" humpback, "	3 75	
" cohoes, "	4 85	
" Clover Leaf, Fall delivery, 1 to 4 cases.	6 30	
" " " 5 to 9 cases.	6 20	
Pork and beans (V.C.P. Co.), 1's, per doz.	1 25	
" " " 2's, "	1 90	
" " " 3's, "	2 60	
Soups (Van Camp's), per doz.	1 25	
Boneless chicken, lb. tins, per doz.	2 75	
" turkey " "	3 25	
" ducks " "	3 25	
Canned chicken (Man. Can. Co.) per doz.	3 25	
" turkey " "	3 25	
" chicken (Aylmer), per doz	3 30	
" " (Delhi), "	3 20	
" turkey (Aylmer)	3 30	
" " (Delhi)	3 20	
" duck (Aylmer)	3 30	
" " (Delhi)	3 20	
Corned beef " 2's "	2 75	
" " 1's "	1 55	
Roast beef (Man. Can. Co.), 2's, per doz	2 65	
" (Clark's), 1's, per doz	1 50	
" " 2's, "	2 65	
Potted meats, ½'s, per doz.	0 55	
Veal loaf (Libbey's), ½ lb., per doz.	1 25	
" " 1 lb. "	2 50	
Ham loaf " ½ lb. "	1 25	
" " 1 lb. "	2 50	
Chicken loaf " ½ lb. "	1 85	
" " 1 lb. "	3 05	
Lunchtongue (Clark's), 1's, "	3 00	
" (Aylmer), 1's, "	2 90	
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 80	
" " " 1-lb. tins, "	3 10	
" " " 1-lb. glass, "	3 35	
Chipped " " ½-lb. tins, "	1 45	
" " " 1-lb. tins, "	2 50	
" " " 1-lb. glass, "	3 05	
Sliced bacon, " 1-lb. tins, "	3 10	
" " 1-lb glass, "	3 25	
Corned beef (Clark's), 1-lb. tins, per doz.	1 50	
" " 2-lb. " "	2 65	
Lobsters (new), ½-lb. flats, per 8-doz. case	16 00	
" " ¾ lb. talls, per 4-doz. case	10 25	
" " 1-lb. talls, " "	14 50	

Sugar—Prices throughout the list show no change, but hold at the level of the previous week. Yellow sugar is firm at the advance of three weeks ago, and granulated shows no change. We quote:

Montreal granulated, in bbls.	4 95
" " in sacks.	4 90
" yellow, in bbls.	4 55
" " in sacks.	4 50
Wallaceburg, in bbls.	4 85
" in sacks.	4 80
Berlin, granulated in bbls	4 85
" " " sacks.	4 80
Icing sugar in bbls.	5 55
" " in boxes.	5 75
" " in small quantities.	6 15
Powdered sugar, in bbls.	5 35
" " in boxes.	5 55
" " in small quantities.	5 80

JUST—HOLBROOK'S SAUCE.
JUST—THE BEST.



Sample and prices from
H. GILBERT NOBBS,
28 FRONT ST. E., TORONTO

AND IT PAYS YOU WELL.

CONDENSED OR "WANT ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

TO MANUFACTURERS.

ARE you represented in Newfoundland? If not, write A. J. Frost, who is open for a few good agencies; has a good connection; good references. Address A. J. Frost, Manufacturers' Agent, St. John's, Nfld. [52-2]

BUSINESS CHANCES.

$500 CASH—Grocery business; low rent; Toronto Junction. Box 100, CANADIAN GROCER. [f]

A CHOICE grocery for sale this week, $400. Box 102, CANADIAN GROCER. [f]

ESTABLISHED grocery business for sale; first-class location in Toronto; good reasons for selling. Box 101, CANADIAN GROCER. [f]

FOR SALE—A reliable flour and feed business; centrally located in Preston. Box 103, CANADIAN GROCER. [f]

FOR SALE OR TO RENT—The cheese and butter factory and plant at Oakwood, Ont.; possession given Feb 1st. For further particulars apply Box 106, CANADIAN GROCER. [f]

FOR SALE—Stock of groceries and meat market; doing good business; reason for selling, ill health; location 225 Huron Avenue, Port Huron, Michigan. [f]

FOR SALE—Groceries, butcher, restaurants, stocks of all kinds; city or country. A. Hudgin, 198 Dundas, Toronto. [f]

FOR SALE—Best general business in New Ontario village of one hundred on Rainy River; turnover, thirty thousand; stock, eight thousand; rent for large store and dwelling of six rooms, twenty dollars per month; postoffice in connection; in centre of rapidly growing agricultural section; terms, one-half cash, balance spread over two years if secured. Apply Box 23, Barwick, Ont. [f]

GROCERY or general business, in country village. Box 104, CANADIAN GROCER. [f]

GROCERY business; long-established and free-hold; for sale; terms easy; satisfactory reasons; the finest business chance in city for moderate capital; none but principals need apply. Box 105, CANADIAN GROCER. [f]

OYSTERS

OYSTERS

Standards, $2.00 per gal. Selects, $2.25

THE W. J. GUEST FISH CO.,
WINNIPEG, MAN.

MANUFACTURERS!

If open to appoint agents in

WINNIPEG or CALGARY

will be pleased to have you write us or our Calgary branch.

NICHOLSON & BAIN, WINNIPEG,
Wholesale Commission Merchants and Brokers.

CALGARY BRANCH:
NICHOLSON, BAIN & JOHNSTON

ARE YOU
GETTING YOUR SHARE
of the
LARGE BUSINESS OFFERING in ALBERTA?

IF NOT Write us. Secure our services.

Excellent Storage Accommodation. Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON
Wholesale Commission Merchants and Brokers
CALGARY, ALTA
NICHOLSON & BAIN, WINNIPEG, MAN.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

WHEN ASKED FOR

"some gelatine," your safest course is to supply

COX'S

It is so uniform in quality, so clear, so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

JUST QUALITY!

That is our most convincing argument.

COLD STANDARD TEA

suits the water of Western Canada better, is more economical and gives better satisfaction than any other packet tea.

"GUARANTEED THE BEST"

We ship in **any** quantity, **everywhere.**

Packed by

CODVILLE & CO.

Winnipeg and Brandon, Man.

CODVILLE, SMITH & CO., - Calgary, Alta.

POULTRY, FISH

GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped.

ADDRESS—Mail P.O. Box 781 WINNIPEG.

Lump, hard, in bbls		5 65
" " in ½-bbls		5 80
" " in 100-lb cases		5 65
Raw sugar	4 25	4 50

Syrups and Molasses—The demand holds steady at firm prices. "Crown Brand" syrups are in good demand, but other brands of syrups and molasses are dull. Prices follow:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case		2 15
" " 5-lb tins, per 1 "		2 60
" " 10-lb tins, per ½ "		2 50
" " 20-lb tins, per ¼ "		2 40
" " ½ barrel, per lb		0 03½
" " Sugar syrup, per lb		0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " " "		2 65
" " 10-lb. " " "		2 40
" " 20-lb. " " "		2 45
Barbadoes molasses in ½-bbls, per lb		0 04
New Orleans molasses in ½-bbls, per lb		0 02½
" in barrels		0 02½
Porto Rico molasses in ½-bbls., per bbl		0 04½
Blackstrap, in bbls., per gal		0 31
" ½ " "		0 33
" 5 gal. bsts., each		2 25
Whole green Rio, per lb		0 10½
" roasted, per lb		0 15
Standard Java in 25-lb. tins, per lb		0 33
Old Government Java in 25 lb. tins, per lb		0 32
" " Mocha		0 32
Imperial Java, in 25 lb. tins, per lb		0 29
Pure mocha " " "		0 25
" Maracaibo		0 19
Choice Rio		0 17
Pure "		0 16½
Seal Brand (C & S) in 2-lb tins, per lb		0 32
" " " 1-lb "		0 33
Local Blends:—		
Mocha and Java in 2-lb. tins, per lb		0 23
" " 1-lb. "		0 24
Epps' ½ lb package, per lb		0 33
Fry's ½ lb " Homoeopathic, per lb		0 30
" ¼ lb " tins concentrated, per doz		2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb		0 19
Cowan's in 10-lb tins, per lb		0 15
Mott's Homoeopathic, ½s		0 26
Van Houten's, ¼s, per doz		2 85
Baker's, in ½-lb tins, ¼-lb tins, per lb		0 42
Baker's unsweetened, per		0 36
Menier, ½s, per lb		0 35
" ¼s,		0 34
Mott's Diamond, ½ and ¼ per lb		0 22
Fry's " " "		0 22½

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Jam—Prices continue as followsw:

C. & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 50
" (in Calgary), "	0 52
" (in Lethbridge), "	0 57
" (in Edmonton). "	0 60

Tea—Quoted as follows:

Congous, M. 12, half chests, per lb	0 12
" " cads, per lb	0 13
" S.C.P. and M. 14, half chests, per lb	0 15
" " " cads, per lb	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb	0 18
" Pekoe P H.T., in ½ chests, per lb	0 18
" broken Pekoe, No. 62 in chests, per lb	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, "	0 25
Gunpowder, in quarter chests, per lb	0 26
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Foreign Dried Fruits—Prices showed a somewhat easier tendency during the week though no changes are reported. Trade is quiet and likely to continue so for some time. We quote:

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters, per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs per case (20 pkgs)	3 25
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 35 1 50
" " selected	1 60 1 75
" " layers	1 70 1 85
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 10
" " choice seeded in ½-lb. packages per package	0 09½
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
fancy seeded, 1-lb. packages, per package	0 12
Prunes, 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 07
" 40-50 "	0 07½
" choice silver, per lb	0 10½
" silver, per lb	0 08½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg, dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05
Figs, cooking in taps and sacks	0 04½
" " " boxes	0 04½
Apricots, choice, in 25-lb. boxes, per lb	0 12
Apricots, standard in 25-lb. boxes, per lb	0 11½
Peaches, choice, per lb	0 13
" standard "	0 12½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 11
Nectarines, choice	0 12

Candied Peels—Market dead with demand practically nil. We quote:

Lemon, per lb	0 11
Orange "	0 11½
Citron "	0 18
Mixed, in 1-lb drums per doz	2 30

Nuts—No change in prices and the demand has fallen off since the Christmas needs were filled. Prices hold unchanged from those of a week ago at:

Almonds, per lb	0 12½
" (shelled), per lb	0 30
Filberts	0 10
Peanuts	0 11½
Jumbos	0 14
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

Spices—Prices have been steady since the recent revision. We quote:

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, In 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz	0 75

Rice, Tapioca and Sago—Tapioca is still firmly maintained at the high price quoted below. Rice and sago are steady. We quote:

Rangoon rice, per lb	0 03½ 0 03¾
Patna "	0 04½
Tapioca, per cwt	5 50
Sago, per lb	0 04

Pot and Pearl Barley—No change in prices, which are as follows:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Evaporated and Dried Fruits—Evaporated apples have advanced to 11 1-2c. per pound for 50-lb. boxes and for 25-lb. boxes the price has also advanced to 12c. per lb. New dried apples, 50-lb. boxes, are quoted at 8 1-4c. per lb.

Beans—New white beans are still quoted at $2.05 per bushel.

Woodenware—Prices as follows:

Butter tubs, wooden hoops, 2 in nest, per nest	0 42 0 45
" 3 hoops, 2 in nest, per nest	0 70 0 73
Butter wire hoops, 2 hoops in nest, per nest	0 63
" 3 hoops in nest, per nest	1 00 1 25
Pails, 2 hoops, per doz	1 95
Pails, fibre, per doz	3 25
Wash tubs, common and wire hoop, per nest of 3	2 00
" " " No. 0, per doz	41 00
" " " No. 1, per doz	8 75
" " " No. 2, per doz	7 50
" " No. 3	5 40
" " Nests of Nos. 1, 2 and 3	1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lb	0 56
" " 2, to hold 14 and 28 lb	0 26
Butter tubs, fibre and cover, per doz	4 00
Butter moulds, for 1-lb. bricks, per doz	1 85

Honey—New honey is now on the market and is meeting with ready sale. Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz	2 50
" " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, penlb	0 10

Glass Fruit Jars—Prices for the season of 1905-06 are quoted as follows:

Glass fruit jars, pints, per gross	7 75
" " quarts, per gross	8 75
" " half gallons	11 75

Salad Dressing— There is some demand still at following prices:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large.	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " quarts, "	2 10

Sauces—Quoted as follows:

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz	1 90

Buckwheat—Quoted as before at $1.70 per half sack.

Breakfast Cereals—Prices hold steady at last week's advance. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 15
40-lb. " "	2 20
20-lb. " "	2 25
8-lb. " "	2 55
Cornmeal, in sacks	1 85
" in ½ sacks	1 80

Fish and Oysters—Prices are firm, but unchanged since last week's revision. We quote:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 12½
Red Snapper	0 15
B C. Salmon	0 09
Halibut	0 08½
White fish (L. Winnipeg), per lb	0 07
Pickerel	0 05½
Jackfish	0 04
Finnan haddie	0 08
"Halifax" brand salt cod, fish cakes 24-1's	0 07½
"Acadia" " " 2-1-1's	0 08
"Bluenose" " " 20-1's	0 07
"Acadia" " 2-lb. boxes	0 09
" " 4-lb. boxes	0 09
" " shredded, 24 cartoons, per bx	2 00
" " " bulk, in 15-lb. bxs	0 08
Large Labrador and Nfld. salt herrings per 100 lb	4 00
" " per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gal	2 25
Standards, per gallon	2 00

Green Fruits—Dealers report a seasonable quietness. Trade is quite as good as was looked for after the holiday season and prices hold at the previous week's level. We quote:

ORANGES AND LEMONS.

Fancy California navels, 126's, per case	$3 50
" " " 160 to 250's, per case	4 00
California lemons, 300's and 360's, per case	6 00

ONTARIO WINTER APPLES.

Northern spies, XX, per bbl	$4 50
" " XXX "	6 00
Russets, per bbl	4 50
Almeria grapes, per keg	6 50
Winter pears, (B.C.), per case	3 50
Cranberries, (Jersery), per bbl	12 00

VEGETABLES.

Valencia onions, (large cases)	$4 50
Spanish onions, per case	1 25
Native onions, per lb.	03

HERRING SEASON CLOSED.

The St. Johns, Nfld., west coast herring fishing season has virtually ended. The American vessels are badly handicapped through their inability to have their fish frozen ashore, this privilege being denied them by the treaty, and will therefore be unable to ship full cargoes. A number of the vessels are leaving daily, partly laden, and all will be gone by the first of next week, fearing to remain longer on account of the ice, which is fast forming.

Right Quality

Would you like us to state why we claim that **Orange Meat** stands for Right Quality?

Here are the reasons:

First

The large quantity of high-grade Canadian wheat that we have.

Second

The exclusiveness of our manufacturing process.

Third

The absolute cleanliness of our plant.

Fourth

The praiseworthy opinions of men eminently qualified to adjudge cereal values.

Four good and true reasons.

Many grocers, when renewing their orders for

ORANGE MEAT

have a kind word to say about the Quality. We don't ask for these encomiums, still they come—perhaps from Grocers right in your town.

When one grocer in a town doesn't sell **Orange Meat** and another sings its praise and orders regularly, isn't it time that the first man looked into the question?

Agents in Montreal: R. B. Hall & Sons.

Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.

Limited

KINGSTON, ONT.

FLOUR AND CEREAL FOODS

GENERAL CONDITIONS.

The past week has been one of inactivity and depression. There is an increased pressure to sell Winter wheat by country dealers, on account of short storage capacity, which must result in lower prices, if persisted in. As millers have practically ceased buying for the present, prices will of necessity be gauged by export values, which at the present time may be characterized as uncertain.

There has been a decline in actual export trade during week under review. A good deal of movement on account of standing orders is reported, but no new business of importance has been done. Offers from the British market show a disparity of some 30 cents on prices asked, but with the reduced freight rates, dealers are getting nearer together, and the outlook is more interesting.

It is estimated by dealers that the Ontario wheat crop will be considerably below expectations, so that the present low values of Ontario are not expected to continue. Manitoba wheat cannot possibly fill the same bill as Ontario wheat. Demand, therefore, for soft flours will probably be more difficult to fill at a not very distant date, with the natural result of high values.

The heavy sales of Manitoba wheat for export during the past month, combined with the shortage in elevator space during October and November, on account of the shortage in the supply of cars to ship out the wheat already sold, has resulted in the supply of wheat in store this side of the lakes, held for millers' use during the Winter months, being much lighter than usual.

Little or no trade has been sent west from the eastern provinces since our last report. Eastern orders have been slow for some time.

PUFFED RICE IN CANADA.

Once more the American Cereal Co. are extending their mammoth works here. This time they are making an entirely new thing, which will serve two purposes—a cereal and a confection. The new cereal is called puffed rice. It is ordinary rice put through a patent process, which causes the grains of rice to swell to the size of a 5-grain capsule, and also turns it a delicate brown. Puffed rice is very wholesome, pleasant to the taste, and has no injurious ingredients. As a confection it will take the place of popcorn. It has this advantage over popcorn—it has no hull and is very easily digested.

Puffed rice is also a new thing in the United States, comparatively speaking. It was first put on the market by the American Cereal Co., Chicago, and patented by them. It has proved to be a great seller. Thousands of barrels are being sold as fast as the manufacturers can turn it out. In fact, puffed rice has become so popular and such a great demand has been created that the American factory is already 25,000 barrels behind its orders.

So far this new confection has been only offered on the American markets, but for some time the company has been considering the installation of a plant in the Peterborough mills to manufacture puffed rice for the Canadian trade.

While the capacity of the puffed rice mill will be 300 barrels per day it will not be necessary to increase the staff very materially. The machinery will be automatic and every labor-saving device known to the mechanical world has been included in the construction of the new machines. But there will be a big increase in the general business of the mill. This is only one of the many cereals which the American Cereal Co. will be likely to manufacture in their mills in Canada.

A FINE GRIST MILL.

Deputy Commissioner of Agriculture T. A. Peters has returned from Port Elgin, where he inspected a very fine grist mill lately erected there by J. & C. Hickman. The mill is a three-storey structure with a high basement and was built at a cost of about $10,000, having a capacity of 80 barrels per day. It is run by steam power.

The mill started running in December last and has been running full blast since then, being compelled to run very often until 10 p.m. to keep up with the work.

An application has been made for the regular Government subsidy for the mill and a subsidy of $1,000 will be granted the proprietors.

This new mill is the largest in the province with the exception of Sherwood's mill at Centreville, Carleton county, which has a capacity of 100 barrels per day.

MONTREAL MARKETS.

Flour.

The local flour trade is extremely quiet and some little shading has been done, originating with the larger Manitoba millers, who made a drop of 20c. in the price of Spring patents and strong bakers. This drop has been in a measure met by Western Ontario millers. It is reported that these latter are doing but light business at present. Export inquiry has been light. We quote:

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	2 00	2 10
Royal Household		4 80
Glenora		4 40
Manitoba spring wheat patents		4 70
" strong bakers		4 20
Buckwheat flour		2 10

Rolled Oats.

The feature in rolled oats was the weakness in the market generally, and a decline towards the end of last week of 12 1-2c. per bag, made by the association. The lower prices are due no doubt to the keen competition at present pre-

Every woman thinks she is a born baker, and every unsuccessful effort is blamed on the Flour. She is pretty sure to buy her groceries where she gets good Flour and just as sure to go some place else when she gets poor Flour; hence, ***the most important thing in a grocery store is Flour.*** The best Flour to handle is

QUAKER MANITOBA PATENT

The Quaker quality you find in Quaker Oats, you will find in Quaker Flour. We combine experience in milling with Canada's newest and most modern mill and the finest Manitoba wheat to give you a Flour that will satisfy all your customers all the time.

The American Cereal Company,
Peterborough, Ont.

vailing, and, in some quarters, a further decline is looked for this week. We quote:

Fine oatmeal, bags	2 40	2 50
Standard oatmeal, bags	2 50	2 60
Granulated " "	2 40	2 45
Rolled oats, "	2 45	2 50
"		5 30
" 90-lb. bags		2 80
" 80-lb. bags		2 65

Feed.

The market for feed of all kinds continues decidedly firm. There is a scarcity of Ontario bran, due, it is claimed, to millers working on short time. We quote:

Ontario bran	17 00	17 50
Ontario shorts	20 00	21 00
Manitoba shorts	19 50	20 00
" bran	18 00	18 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00

Hay.

Business in hay is dull, with ample stocks to fill immediate requirements. There is very little being done in an export way, although the English market is reported firm. There is a lot of No. 2 being offered, but the demand for same is limited, as there is sufficient No. 1 to fill all orders.

No. 1	8 50	9 00
" 2	7 25	7 50
Clover mixed	6 00	6 50
Clover, pure	5 50	6 00

TORONTO MARKETS.

Flour.

Business has been uninteresting and without distinctive feature since our last report, and orders have been mainly of a sorting up character. Export trade has shown slow demand and few orders have been in evidence. Prospects for export are considered good. The recent drop in freight rates will be an important factor in encouraging trade. Prices show tendency to decline towards a nearer parity to foreign offers. Domestic prices show decline of 15 cents on Manitoba flours. We quote:

Manitoba wheat patents, per bbl. in bags	4 30	4 70
Strong bakers " "	4 10	4 50
Ontario wheat patents " "	3 75	4 00
Straight roller " "	3 50	3 75

Grain.

Trade has been of a very holiday nature, and little feature of interest has been manifest. It is considered that the Ontario wheat crop is considerably below expectations; if this really proves the case a stronger position must develop, as Ontario flours cannot be replaced by Manitoba. Other grains have shown fluctuations since our last report, prices are therefore revised accordingly. We quote:

All on track Toronto.		
Manitoba wheat, Northern No. 1	0 88½	0 89
" " hard, No. 1,		
" " No. 2	0 85½	0 86
Red and white, per bushel,	0 82½	0 83
Barley "	0 48	0 53
Oats, new, "	0 37	0 37½
Peas "		0 82
Buckwheat "	0 55	0 56
Rye, per bushel, "		0 74

Breakfast Cereals.

The delivery of grain for breakfast cereals is reported as fairly good at most points throughout the province. Trade, however, is disappointing even at this season, which is always considered a falling one. Prices are unchanged at the decline reported in our last. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl	5 30
Rolled wheat in boxes, 100 lbs	2 40
" " 50 lbs	1 30
Rolled oats, standard, carlots, per bbl., in bags	4 75
" " " " " in wood	5 00
" " " " for broken lots	5 15

RALSTON HEALTH FOOD

NOW MADE IN CANADA

We have pleasure in advising the trade that the famous **RALSTON HEALTH FOOD** is now made in a Canadian Mill from Canadian Wheat. Without question Ralston stands first as the most wholesome wheat food made.

Cases 36—2 lb. packages
Cases 24—1 lb. "

THE TILLSON COMPANY
Limited
TILLSONBURG, - ONTARIO

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

VALUE "When You Buy" BUFFALO BRAND

At the price of common
ROLLED OATS
You are Getting Double Value
Free from Black Specks and Hulls
Ask for Car Lot Delivered Prices

NICHOLSON & BAIN, Winnipeg, Man.
Sole Sales Agents

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at 33 cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

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96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 523.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

SYMINGTON'S

High Pressure Steam Prepared

PEA FLOUR

EASILY DIGESTED.

For Thickening Soups, Gravies, &c.

Sold in 1 lb. Tins.

SYMINGTON'S

PEA SOUP

Prepared from Symington's Pea Flour, Extract of Meat, Herbs and other Seasonings.

Only wants the addition of Water.

Sold in 1 lb., ½ lb., and small Tins.

Manfrs: W. SYMINGTON & CO., LD., Market Harboro', Eng.
Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. McIndoe, 120 Church St., Toronto.
Mr. E. A. Smith, St. John, N.B.

IT STANDS TO REASON

We have a first-class milling plant in the best wheat growing section in Canada. We use the best wheat grown to make

"Gold Crown" Flour

Our methods are scientific and the result is the best flour made. Don't take our word for it. Ask us to prove it.

Sutcliffe-Muir Milling Co., Limited
Moosomin, Sask.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

Stock Up With

Mother's Favorite

"MELAGAMA" Ceylon Tea

The **Tea** that has come to the public's notice on account of its superior quality. The margin of profit is better than any other package **Tea** on the market. Our travellers are now armed with complete lines of new **Bulk Teas** of all varieties; if not calling on you, write or telephone for samples and quotations which will be cheerfully given.

MINTO BROS., Toronto F. J. WHITE, MANAGER

Our Brands of California Navels are selected for color, ripeness and flavor.

Without these qualities the retailer cannot expect satisfactory sales.

We have a few lines Almeria Grapes. We are prepared to quote special prices on

LEMONS, BANANAS, CALIFORNIA CELERY

If you want car of Yellow Onions, 400 sacks to car, write for prices.

McWILLIAM Mc. AND E. EVERIST

TORONTO, CANADA.

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.

Packers and Exporters

5-7 Market St., HAMILTON

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

GREEN FRUITS AND VEGETABLES

FEATURES OF INTEREST.

In fruit centres, reports generally denote continued interest, the enormous holiday trade would appear to have been only a feature revealing a strong general demand.

Oranges, which were perhaps the main feature, were left with greatly depleted stocks after holiday sales. Since then car loads have been constantly arriving, and all good fruit easily disposed of. This is especially so in Ontario. Some dealers who, in their anxiety to push trade, allowed unripe fruit to go to their customers, are complaining, but this has increased the sales of the more careful dealers, whose goods were matured.

The lemon situation is interesting; the late season closed on an extraordinarily strong market. Prices had reached well-nigh record figures, and stocks were almost impossible to obtain at that. The new crop coming on was not considered a heavy one, and barely sufficient to meet demand; it was, therefore, expected that prices would rule firm after the opening values had been fixed. This, however, has not proved so, as supplies arriving are over-abundant for the demand. This condition has to a large extent arisen from the influence of the Russian market. Owing to the disturbed condition of that country, Russia has bought but sparingly, being generally a large buyer. The extra supplies have been directed to the Canadian and the American markets, and for the moment exceeded the demand. This, however, is not expected to be a lasting feature. Dealers acquainted with the situation are expecting a development similar to that of last season, when prices reached high figures, but probably not of so serious a nature.

The banana market has met with good encouragement. Previous to the holiday they had been relegated to the back place, and prices consequently ruled easy. There is, however, a healthier demand, and values have advanced materially.

The cranberry situation shows little change. Maritime Provinces stock is quite depleted, and at no point is there abundance.

COLONIAL FRUIT IN ENGLAND.

The results of the colonial fruit show in London shows an excellent list of awards made to British Columbia exhibitors. The show was held under the auspices of the Roval Horticultural Society in London on December 5th and 6th.

The following is the list of prizes: The Province of British Columbia, gold medal; J. C. Gartrell, Trout Creek, B.C., silver gilt Knightian medal; J. R. Brown, Summerland, silver Knightian medal; Thos. W. Stirling, Kelowna, silver gilt Knightian medal; the Coldstream estate, Vernon, silver gilt Knightian medal; Thos. G. Earl, Lytton, silver Knightian medal; Mrs. J. Smith, Spence's Bridge, silver Knightian medal; Kootenay Fruit-Growers' Association, silver Banksian medal; J. L. Pridham, Kelowna, silver Banksian medal.

SUPERIORITY OF CANADIAN APPLES.

Consul Daniels, of Sheffield, England, writes that at a meeting of the National Federated Association of Fruiterers, Florists and Greengrocers, recently held in that city, it was pointed out that Canadian apples were superior to those of the United States, and that they sold at a much better price in the English market. This was attributed to the fact that the Canadian Government had adopted the suggestions made by the National Federation of Fruiterers with regard to the grading and packing of fruit.

Concerning produce grown upon sewage farms, mention was made of the claim by medical men that fruit should not be grown upon these farms, but vegetables so grown did not contain any impurities if boiled. No official action was taken on this matter.

With a view to decreasing the amount of unsound fruit offered for sale the appointment of public inspectors in fruit markets was urged, it being contended that sanitary authorities in some of the large towns were neglecting to pay attention to unsound fruit.

ALLEGED FRAUDULENT FRUIT PACKING.

The fruit division of the Department of Agriculture is determined to put a stop to the fraudulent packing of fruit. The most recent case drawn to the attention of the department is that of Robert Coyle, sr., who was packing apples at Trenton, under the brand of Coyle and Peterson. Mr. Carey, Dominion fruit inspector, entered the warehouse and examined a few barrels which he claimed he did not find satisfactory. During the dinner hour the remaining barrels, it is alleged, were rushed into a car, and when Mr. Carey returned an engine was attached ready to pull the car out of the yard. Mr. Carey insisted upon making a careful examination before the car left, and found fruit marked No. 1 that was little better than trash. Mr. Coyle signed a declaration, admitting that the fifty barrels in the car were the same grade

of stuff. An information will be laid under the Fruit Marks Act against the members of the firm.

AUSTRALIA FAVORS CANADIAN FRUIT.

A letter received at Nelson, B.C., from the Dominion Government by the Fruit-Growers' Association, states that according to advices received at Ottawa from the states of Tasmania, Victoria, West Australia and South Australia, the Australians are looking to Canada, especially to British Columbia, for their Winter supply of fruit, as the fruit arriving from San Francisco has been found to be infected. Australia is extremely particular as to fruit inspection. Heretofore, Canadian fruit has been faultless, but a recent shipment of forty cases from Vancouver was badly sorted, and was, moreover, badly affected with black canker. Action will be taken by the Fruit-Growers' Association here with a view to the maintenance of a rigid inspection of all the fruit exported from the province.

POTATOES PLENTIFUL IN GREAT BRITAIN.

The official estimate of the crop of potatoes in Great Britain shows an acreage of 608,473 in 1905 against 570,209 acres in 1904, and 564,286 acres in 1903, with the production of 140,474,350 bushels in 1905. against 133,961,483 bushels in 1904, and 108,778,619 bushels in 1903. In view of the fact that the potato crop of the United States is short, and that the Americans will import large quantities from Europe during the balance of the season, the above figures are, says the Trade Bulletin, of special interest to potato merchants both in the United States and Canada.

MONTREAL MARKETS.

Green Fruits.

Trade in green fruits since the holidays has been exceedingly quiet, and dealers do not look forward to any great activity for some weeks to come. The only change of importance to note is a drop in the price of California navels of from 25c. to 35c. per box. It is reported that there is a little war on between the Citrous Fruit Association and the independent packers in the United States, and there is every likelihood of a further decline. Jamaica oranges are meeting with splendid sale, the quality of the fruit being fine and sweeter than any others. Cranberries have taken an abnormal rise and are selling at $15.00 to $25.00 per barrel, the latter for Cape Cods. The price in New York is $26.00 per barrel, and they are practicallv becoming a luxury now.

We quote:

Oranges, Florida, case	....	4 00
Tangerines	....	3 00
Navels	3 00	3 40
Dates, per lb	....	0 04
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples	5 00	5 50
Jamaica grape fruit, per box	3 50	4 25
Apples	2 25	5 00
Lemons, per box	....	2 50
Jamaica oranges, per bbl	....	4 00
Grapes, Almeria, extra fancy Longkeepers	....	7 00
" Fancy	....	6 50
" Choice	....	6 00

"Bronco" Brand Navels

California's finest high-colored Navels, with a skin like silk. We strongly recommend this brand for high-class trade. Sold at same price as ordinary grades.

Bananas

We are importing some select fruit each week—making a specialty of Port Limon Jumbo Bunches.

Long Island Native Oysters

Acknowledged by all to be the finest, largest and most deliciously flavored Oyster coming to Canada.

Fresh Daily by Express, Direct from the Beds.

Syda & Cousins' Finnan Haddies, Smelts, Flounders, Trout, Whitefish, Ciscoes.

Also all kinds of Pickled Fish.

WHITE & CO., LIMITED

TORONTO HAMILTON

W. B. STRINGER **POSITIVELY** J. J. McCABE

THE BEST LEMON

is "St. Nicholas" and the grocer who handles only "St. Nicholas" brand during 1906 will have a prosperous New Year so far as his Lemon business is concerned.

W. B. STRINGER & CO., Toronto and Montreal. Sole Agents.

GROCERS, ATTENTION!

EXTRA FANCY CAMELLIA BRAND NAVELS

126s, 150s, 176s, 200s, $3.15 per box. Finest arrival this season.

The F. T. JAMES COMPANY, TORONTO

33 Church St., 76 Colborne St.

We have carload of fine *SWEET POTATOES* in Hampers and they are *CHEAP*—$1.75 per Hamper, with special price in lots.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

FANCY NAVEL ORANGES.—We have them at prices that will make you money.

FANCY ALMERIA GRAPES.—At $5.50 while they last.

Send along your orders.

The Analysis Is What Tells

You may be selling Jams and Jellies that look very nice to you, but would look quite different to the analyst.

The **E.D.S. BRAND** of **JAMS, JELLIES** and **SEALED FRUITS IN GLASS** is one of the few brands that analysts have pronounced **PURE.** Don't you want the Pure Fruits?

The Eby, Blain Co., Limited, are Toronto agents for these Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

Hugh Walker & Son,

For 1906 Send us your fruit orders. We have exceptional facilities and will give you satisfaction.

DROP A CARD FOR OUR LIST

HUGH WALKER & SON, WHOLESALE FRUIT **Guelph, Ont.**

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO. TORONTO, CAN.

ORDER NOW

You can sell

SYRUP OF MALT

EXTRACT OF MALT

as easily as other grocers. They are favorite lines and not high-priced.

We will send you a sample with pleasure

GEO. SLEEMAN, Guelph, Ont

VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.
King's Cross
LONDON, ENGLAND

Cranberries, N. S., nominal		15 00
" Cape Cod, "		25 00
Spanish onions, cases		2 75

Vegetables.

There is no change to report in the condition of the vegetable market. Business is extremely quiet, both among the commission men and the Bonsecours market dealers. Onions are holding their price with a fair demand. Potatoes are somewhat dull at unchanged prices. We quote:

Potatoes, per bag	0 65	0 67½
Mint, per doz. bunches		0 15
Parsley, " "	0 25	0 35
Sage, per doz		1 00
Savory, per doz		1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen		2 00
Green onions, per bbl		2 00
Cauliflowers, home grown, per doz		1 50
Green peppers, per basket		0 70
Home-grown cabbage, per doz		0 40
Tomatoes, box		10 20
Spanish Onions, cases	2 50	2 75
" " crates		0 90
Red onions, brl	2 50	2 75
Turnips, bag		0 75
Sweet potatoes	2 50	3 00

ONTARIO MARKETS.

Green Fruits.

Trade has been of fair interest, and buyers have been making good inquiry. Evidence goes to show that holiday trade was well up to expectations.

Oranges are perhaps the main feature and sell well, and constant arrivals come to hand in improved condition. Marmalade oranges are on the market for the first time, quoted at $3.00 per box.

Lemons are plentiful and much easier at $2.25 to $2.75.

Apples continue to firm up, and show a strengthening market.

Bananas have shown great activity and prices are showing steady advance.

The demand for grape fruit has improved, and shows an upward tendency. All our prices are revised to time of going to press.

We quote:

Oranges, California, 96's to 200's, per box	3 00	3 50
" " 250's to 288's "	3 25	3 50
" Mexican, 96's to 250's, per box	2 00	2 35
" Florida, 96's to 216's "		3 25
" Valencia, 420's, 714's, per case	4 50	5 50
" Marmalade, 200's, per box		3 00
Lemons, Messina, 300's 360's, per box	2 25	2 75
" " fancy, 300's "		2 50
Grapes, Almeria, per barrel	6 00	7 00
Cranberries, fancy Jersey's, per barrel, nominal		13 00
" " " per case, "		4 50
Apples, fancy spies, per box		1 50
" greenings, per box		1 40
" Winter varieties, per barrel		3 50
" cooking, per barrel		2 75
Bananas, per bunch, firsts	1 75	2 00
" " Jumbos	2 25	2 50
Pineapples, per case	5 00	5 50
Grape fruit, Florida, 46's, 96's, per box	4 50	5 00
Tangerines, Florida, fancy ½ strap		2 75

Vegetables.

Trade has been of small volume, and uninteresting. Several lines of imported goods are now on the market.

California celery is added to list at $5.00 per case.

Mushrooms are commanding good attention and are now quoted at 80c.

Cucumbers are selling slowly at $2 to $2.25.

Imported lettuce is held in fair quantities, but moving slowly at 35c. to 40c.

We quote:

Potatoes, kiln dried sweet, bushel hamper		1 90
Potatoes, per bag	0 90	1 00
Onions, per bag	1 25	1 30
Spanish onions, per small crate		1 00
" large cases		3 00
Cabbage, per doz		0 40
Cauliflowers, domestic, per doz	0 75	1 25
Beets, per bushel		0 50
Carrots, per bushel		0 50
Lettuce, per doz. bunches		0 30
" imported, per doz	0 35	0 40
Radish, per doz		0 60
Cucumbers, hothouse, per doz	2 00	2 25
Mushrooms, 1 lb. boxes, per lb		0 80
Celery, Californian, per case		5 00
" " pony case		2 75

"How Could it End in Any Other Way?"

When we select ***only*** "high grown" tips for

Blue Ribbon Ceylon Tea

and so get the ***right*** foundation, make the tea by machine and so ***ensure*** cleanliness, put it up in moisture-proof packages and so ***preserve*** the flavor, how could ***Blue Ribbon Ceylon Tea*** be other than the ***best tea?***

Yet that's the history of ***Blue Ribbon Ceylon Tea,*** and that "right-start right-end" record is emblazoned on the package in the form of a Blue Ribbon—***Sign of Merit.***

The ***Red Label Line*** is so good that experts have pronounced it cheap at 50c.

It sells at 40c.

Valencia Raisins
Tarragona Almonds
Sicily Filberts
Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC **Montreal** **OTTAWA**

Do You Illustrate Your Ads.?

A bright design often goes a long way to increase the effectiveness of a good advertisement.

Our Pictorial Ad. Department is designed to assist our patrons to improve the quality of their advertising at the lowest possible cost.

Our artist will submit sketches to suit any trade and finish sketches when approved.

Just the actual work of artist and cost of plate will be charged for.

Your advertisement will stand out distinctively. It will be exclusive. It will pay.

Don't hesitate to ask for what you want. We will see that you get it promptly.

Pictorial Advt. Dept.

THE MacLEAN PUBLISHING CO., Limited

Montreal Toronto Winnipeg

FRESH AND CURED FISH

INTERESTING EXPERIMENTS.

"What is believed to be the best evidence of the efficiency of artificial propagation of salmon that has ever been secured was recently obtained by Fish Commissioner Kershaw, of Victoria, B. C., relative to the operation of hatcheries on the Columbia River," said Deputy Fish Commissioner Perry Baker. "Mr. Kershaw received tails and fins of 100 salmon from a single trap owner on the Columbia River that were plainly marked hatchery fish.

"When the hatcheries were placed in operation on the Columbia River a system of marking was adopted for the purpose of ascertaining if any of the salmon turned out of the river returned to their native spawning grounds, and in what length of time.

"The marked fins and tails received by Mr. Kershaw were found to be salmon that were turned out of the Kalama and Chinook hatcheries four years ago. The spawn of these fish was taken in 1900, and the young salmon turned out in 1901. The fish were marked in a manner that leaves no doubt of this fact. The small bones in the fins were cut down and a hole punched in the tail. The cutting of the bones in the fin is just the same as a man losing part of his finger —it never grows out again.

"The Columbia River was practically depleted when the artificial propagation of salmon was commenced on that stream, and the past several years has demonstrated that it has been restocked by some means.

"While only a part of the fish were marked, when released from the hatcheries, the fact that one trap owner on the river found at least 100 of these salmon during the past season is conclusive evidence that artificial propagation is the only solution of the problem to prevent the depletion of the salmon fisheries.

"Mr. Kershaw asked a number of the Columbia River cannerymen and trap operators to watch for the marked salmon, and during the rush of the season it was apparently overlooked, as only one response has been received."

SKEENA HATCHERY DOING GOOD WORK.

A report from the north referring to the Dominion hatchery on the Skeena River says that the past season has been the worst for rain for many years. From the middle of September up to the end of November there had been only about five or six days of fine weather. This interfered in no small way with the work at the hatchery, as floods were of frequent occurrence.

On September 21 there was a very sudden rising in the river which carried away several of the fences which were in the river and also took away entirely one of the pens in which several hundred sockeyes were enclosed and ready for spawning.

In spite of these difficulties the work was continued and the fences again put in place. At the end of the season the officer in charge had the hatchery full of splendid sockeye ova. It is estimated that the spawn secured will number 3,928,000, all in splendid condition. The season has therefore been a successful one.

A flood in the Lakelse River on which the hatchery is located occurred on November 13. This is reported to have been the worst of the season. The water rose over the banks so that there were two inches on the floor of the hatchery. Trees washed out by the roots came down the river, and the employes of the hatchery feared that the works would be damaged. Towards the end of November the floods subsided, the weather becoming colder. The superintendent is Thomas Whitwell, formerly of Victoria.

MOVE SALMON CANNERIES.

The Capital City Cannery Co. will, it is fully expected, erect a cannery before the coming season's operations open. Last year, it will be remembered, this company disposed of the fish taken in its traps to Fraser River canneries. This was done purely to test the traps, and was not supposed to be a proper method of handling the fish.

The company is now preparing for active work this coming season, and it is said that a cannery has been decided upon. The capacity and exact location has not been fully settled, but will come up before the directors within a few days.

It is highly probable, however, that the new cannery will be located on Esquimalt harbor, and will be of about the same capacity as that put up by J. H. Todd & Co. It will likely be built to handle 35,000 or 40,000 cases.

It is also reported that the Capital City Co. will not be the only one to build at Esquimalt this Spring. Dr. Bell Irving, who has trap sites along the straits, will, it is said, put up a cannery here to handle the take from the traps. It is probable that others will also be put up. This is made necessary after the experience of last year, when the fish were sent to the Fraser. It has been found that to properly handle the catch canneries must be near the traps.

It is, therefore, doubtful whether in future any salmon will be sent to the Fraser from the Vancouver Island traps, except possibly in the case of an exceptionally heavy run, when a distribution of the take might relieve the situation.

MONTREAL MARKETS.

Fish.

Fish trade has been quiet during the past week. Dealers anticipate a much better demand now that the holidays are over. The present cold, seasonable weather has had a good effect upon trade. Merchants are now ordering frozen as well as salt and prepared fish for their regular Winter trade, with no risk of deterioration.

Haddies are more plentiful and meeting with good demand.

Winter-caught frozen pike, pickerel or dore, also white fish, are now on the market, also singly frozen haddock and cod. These latter are very handy, as they are frozen separately and packed in cases and will keep a great length of time. New frozen herring are also arriving more freely, although the price is held firm.

The demand for bulk oysters is not so brisk as during the holidays, although regular dealers are moving out a fair quantity.

We quote:

Fresh fish—	
Fresh haddock, per lb	0 03½ 0 04
" market cod, per lb	0 03½ 0 04
" steak cod, per lb	0 04½ 0 05
Frozen fish—	
B.C. salmon, per lb	0 08½ 0 09
Qualla, hard	0 07½ 0 08
Halibut, per lb	0 08½ 0 09
Gaspe salmon, per lb	0 15
Dore, per lb	0 06½ 0 07
Whitefish, per lb	0 08½ 0 09½
Sea trout, per lb	0 08 0 08
Lake trout "	0 08½ 0 09
Striped bass, per lb	0 15
Large herring, per 100 fish	1 90 2 00
Medium	1 50 1 60
Smelts, No. 1, per lb	0 09
Mackerel	0 12
Tomcods	2 00
Smoked fish—	
Haddies, 15 and 30-lb. boxes, per lb	0 06½
Kippered herring, per box	0 90
Bloaters, 100 in box, per box	1 25
Yarmouth bloaters, 60 in a box	1 25
New herring, in small boxes, per box	0 11
Oysters and Lobsters—	
Hand-picked Malpeque oysters, per bbl	11 00 12 00
Standards, per imp. gal	1 40
Selects, per imp. gal	1 60
Oyster pails, pints, per 100	1 00
" " quarts, "	1 25
Prepared fish—	
Boneless fish, 1 and 2-lb. bricks, per lb	0 05½
" cod, " "	0 06
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, 100-lb. cases, per case	6 00
Salt and pickled fish—	
No. 1 Labrador herring, per bbl	6 00
" " " per half bbl	3 00
" " " per pail	0 80
" " salmon, tierce	18 00
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" " half bbl	7 00
" Labrador sea trout, bbls	9 50
" lake trout, per keg	4 50
" mackerel, per pail	2 00
" large green cod, per bbl., 200's	9 00
" medium, " " "	7 50
" small, " " "	6 50
Pollock, msd., green	6 50
Haddock	7 00
Salt eels, bbls	0 07
Sardines, bbls., 200 lb	5 00

TORONTO MARKETS.

Fish.

The market reports good trade for current week, the demand covering all lines that are readily available. Oysters especially have been well maintained, and supply regular and good. Since the holiday season sales continue to make steady advancement, and the prospects this season are considered as unusually good.

We quote:

Frozen halibut, per lb	0 10
Fresh haddock "	0 06
Frozen trout "	0 09
Fresh cod steak, per lb	0 07
" lobsters, boiled, per lb	0 25
Frozen B.C. salmon, per lb	0 10
Shrimps per gal	1 25
Whitefish, per lb	0 09
Herring, "	0 04
Pickerel "	0 07 0 07½
Oysters, standard, small pail	4 00 4 20
" selects, pail	4 80
Finnan haddies	0 07
Ciscoes	1 25
Kippers, 80 to box	1 25
Bloaters, 80 to box	1 15
Mackerel, per lb	0 10
Labrador herring, salt, No. 1, half bbl	3 25
Frozen sea herring, per lb	0 04½

Dried and Cured Fish—We quote:

Boneless fish, per lb	0 05
Cod fish, 1-lb. bricks	0 07½
Quail-on-toast, per lb	0 05½ 0 06
Flitched cod fish, in cases of 100 lbs., per lb	0 06½

A TRADE WINNER FOR GROCERS.

The full flavor the delicious quality, and the absolute purity of **Lowney's Cocoa** distinguish it from all others. It is a **natural** product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the **choicest** Cocoa Beans. A quick seller and a profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street. BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

REFINED PEOPLE

ASK FOR

STEWART'S

DELICIOUS

CHOCOLATES

AND

CONFECTIONERY

SECURE YOUR TRADE

HANDLE THIS HIGH-CLASS LINE

EARN MORE MONEY

DO IT NOW

THE

STEWART COMPANY, LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The guarantee of purity and satisfaction established by

MOTT'S CHOCOLATE

has made

"Diamond" brand and

"Elite" brand

The grocer's safest sellers

Every jobber sells them.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL. R. S McINDOE, TORONTO. JOS. E. HUXLEY, WINNIPEG

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

BISCUITS AND CONFECTIONERY

A CONFECTIONERY WINDOW REVIEW.

Some very fine displays of confectionery were in evidence during holiday week, but it was noticeable how few grocers gave prominence to this branch of their business. A few feeble attempts were seen; in one instance a few yards of colored material had been spread out in a section of the window, with an attempt at artistic display, and sundry fancy boxes and articles of confectionery scattered about. Had the idea been given maturity, a very good window would have resulted; as it was, however, a very poor effect was the result, and it is difficult to suppose any material good would accrue. The grocer lost a fine chance.

Nothing lends itself more readily to good effect, as regards confectionery, than a well assorted display arranged in small fancy baskets about twelve inches long and arranged to show well above the window level. This was seen in one grocer's window, occupying only a corner space, and the effect was excellent.

One advantage of such a display is that it takes only a very small quantity of stock to give the best results. The baskets can be of mixed shapes and designs, the variety only adding to the effect. They can be filled up with colored packing, and the candies, etc., arranged in design over the surface, thus getting a fine show at little expense.

Another very effective display was noticed in a well ordered arrangement of shelves around a small window, and was certainly a good idea. The disadvantage, however, is that a good deal of stock is absorbed in the display, and the effect is too straight and heavy for most grocers' space.

It is high time that grocers awoke to the advantages of these confectionery displays; it is evident that the grocer is not getting the full advantage he should from this department. The confectionery sales will move up and down just in proportion to the amount of enthusiasm displayed by the salesman. Put heart and life into the display and behold the result.

USEFUL CANDY RECEIPTS.

Taffy.

Dissolve two ounces gelatine in a little hot water, set on one side. Next place seven pounds of sugar and five pounds of glucose into a copper pan, set on fire and stir it up together; then add four pounds of caramel paste, heating this up with the sugar and glucose; next add two quarts of molasses, two ounces of nuco butter, one ounce of good beef suet or stock, and stir and cook to two hundred and sixty degrees on thermometer; then add the gelatine; pour out quickly on greased marble, and when cool enough to handle, pull well on the candy hook; put back on the table and stretch out into long strips, and cut into lengths to suit your trade. This taffy can be made any flavor desired, by flavoring and coloring to match and just omitting the molasses.

Black Walnut Taffy.

Take three pounds of sugar, three pound glucose, three pints of water, two quarts of molasses, one can condensed milk. Place the sugar, glucose and water in a copper pan, set over a good fire and stir until boiling; let boil a few minutes, then add molasses. After it boils up and settles down again, add the condensed milk; then stir and cook to a good crack. Next throw into the batch three sheets of gelatine, previously soaked in a little water; pour out on a greased marble, and when cool enough to handle pull over the candy hook; spread out flat, then spread some black walnuts on the table; begin on one edge and roll up the batch over the walnuts; flatten down with an iron bar, and put more walnuts on. Form into loaf shape, and cut into thin slices.

Vanilla Chewing Candy.

Dissolve two ounces of gelatine in a little hot water and set it on one side. Now place seven pounds of sugar into a copper pan; and five pounds af glucose, two ounces of nuco butter, one ounce of cocoa butter, four pounds of caramel paste; set over fire, stir well and cook to 256 degrees on the thermometer; then add the gelatine, pour out on an oiled marble, fold in the edges, flavor vanilla, and pull well on hook. When the batch is pulled enough, place back on the candy table, stretch out into long strips, cut off bars and wrap in wax paper, or else stretch out a short piece, cut off kisses and wrap immediately.

INSTALLING A COFFEE PLANT.

Mr. E. D. Marceau, Montreal, is putting in this week one of the latest up-to-date Fraser Gas Coffee Roasters The growth of Mr. Marceau's coffee business has made it necessary to increase facilities for turning out his brands of coffees. The machine in question is one of the most perfect turned out by the Fraser Gas Coffee Roaster Co., having the latest improved stoning and cleaning attachments. When the roaster has been established, Mr. Marceau will be in a position to promptly fill all orders of his rapidly growing trade.

An Afterthought

Grocers here and there look at these ads. and pass on. An afterthought occasionally strikes them. They read the ads. again, and after a while they order. Then they become regular customers—not because they want to benefit us particularly, but because their customers are asking for the biscuits.

are liked for their tastiness and health-giving qualities. There is something about

PERFECTION CREAM SODAS

that makes them the "once-liked-always-liked" biscuits. No wonder grocers are **kept** busy selling them.

3-lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

DIAMOND
Brand

MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

WE LOSE MONEY

to make it occasionally. If you purchased any candies from us lately you know what kind of goods we put up. When we go in search of candy makers we get the very best men that money can buy. Incidentally we make the best candies that money can buy, and guarantee the quality of every pound we send out. Let us have a trial order when our traveller calls to see you.

Imperial Biscuit Co., Limited
Guelph

"Like an old-fashioned 'COOKIE' only smaller and better."

THIS WAS THE DESCRIPTIVE COMMENT OF A CANADIAN BUYER WHO SAMPLED OUR

"GINGER WAFER"

RECENTLY

It's a thin, brittle biscuit of ginger color and flavor—much lighter and more delicate than the ordinary ginger snap and is sold in special round tins.

You can't go wrong in including this, next order. It isn't an expensive variety, but it conveys a high-priced impression.

W. & R. JACOB & CO., Limited

Canadian Agents:

Kenneth H. Munro,
324 Coristine Bld. Montreal

C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg

Wilson Bros.
Wharf St. Victoria, B. C.

DUBLIN, IRELAND

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

6 1-gal. tins to case, wine measure,	$4.50 per case	24 pints to case, wine measure,	$2.50 per case
12 ½-gal. " " "	4.80 "	12 qrt. bottles,	2.40 "
24 ¼-gal. " " "	4.80 "	5-gal. tin, Imperial measure, 1 to case,	3.90 "

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

THE MONTREAL MAPLE CO.
88 GREY NUN ST., MONTREAL, QUE.

THE FOOD VALUE OF CHEESE.

Dr. F. T. Bond, F.R.S.E. writing in praise of cheese, says: "It has been so much the custom to look upon cheese as an article of diet which is fitted only for the robust digestions of agricultural laborers and other members of the working classes, or in its more select forms, as a luxury to tickle the palate of those who are satiated with a good meal, that its merits as an article of diet comparable in all respects with meat have been lately overlooked. Even as a source of nutriment for those of robust digestion, who can digest it without difficulty, it is much less appreciated, on the ground alike of high nutritive value and its economic superiority to meat, than it deserves. But for those who, whether on the score of age, delicate digestion, or pathological tendencies, are obliged to be careful in their diet, cheese is, paradoxical as the assertion may appear, not only the most concentrated, but the most digestible form of nitrogenous nutriment available. It is not, however, of every kind of cheese that this can be said. It is only the soft curd, unpressed forms of cheese, in their early stages of half ripeness, before the butter fat has begun to undergo the fermentative changes which develop the characteristic flavors which distinguish the commoner forms of cheese, that can be eaten with impunity by the most delicate stomach.

Unfortunately, it is not easy at present to obtain cheese of this type in the British market, in which the prevailing demand has hitherto been for cheese of strong flavor; but there is some evidence that the taste for cheese is gradually undergoing a similar change to that which is producing the replacement of the strongly flavored beers, butters, teas, and other similar articles of food in which our forefathers indulged, by milder brands. If the public could only be got to appreciate the advantages of the milder type of cheese over that which has hitherto held the market, there should be no difficulty in supplying it.

Our French neighbors have for many years manufactured small cheeses of this type, under various names, which are not only delicious eating, but highly nutritious and very digestible, and which may be strongly recommended as a substitute for meat, and especially for those delusive meat extracts in which the public are being so actively inveigled to put their trust as a concentrated form of nutriment.

The principal constituent of cheese (casein) has of late been largely advertised, under various proprietary names, as possessing a high nutritive value, which is quite true. But these articles labor under the disadvantage that they are tasteless powders, sold at a relatively high price, destitute of the fatty element which all good cheese contains and more appropriate for the sickroom than for the dining room table.

Fortify yourself against inclement season.

Van Houten's Cocoa

Best and Goes Farthest The Ideal Winter Beverage

Grocers make friends by recommending it.
There is money and satisfaction in handling Van Houten's.

Dominion Agents { J. L. Watt & Scott, - - TORONTO
Watt, Scott & Goodacre MONTREAL

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

TRADE MARK
This design a guarantee of quality.

TOUGH FIBRE PAPER
FOR GROCERY WRAPPING
Strong, Stiff. Will not Break or Crack.
SAMPLES AND PRICES GLADLY SENT.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

ENTERPRISE IN GREECE.

Consul Horton, of Athens, writes that the currant company of Greece has on foot two enterprises for utilizing the supply of currants withheld yearly from sale, which are likely soon to be put into effect. A concession has been secured from the Boule (Parliament), for establishing a public automobile service between the various cities and towns of the kingdom which are not situated on railroad lines.

These automobiles will employ alcohol as fuel, and will be under the control of a company having 800,000 francs capital. It is reported that Hamburg capitalists are interested in the enterprise, as well as the Bank of Athens, and other local banks.

A company is also being formed for the manufacture of lamps for lighting that will burn spirits prepared from currants. It is claimed that these lamps give a softer light than electricity, and that they are much cheaper. The Currant Co. will undertake to furnish spirits of wine to both these enterprises at a fixed and reasonable price.

What It Means When You Are on the Right Track

To be a successful cigar-seller in the capacity of grocer is not as difficult as it looks. There are a number of smokers who never go near cigar stores, but buy from their grocer. If you keep the cigars that smokers want you will be on the right track.

Let us see why smokers ask for

Pebble and Pharaoh

cigars, and why, therefore, you should keep them:

"**PEBBLE** and **PHARAOH** cigars are made from tobacco I personally select.
"**PEBBLE** and **PHARAOH** cigars are made by experts.
"**PEBBLE** and **PHARAOH** cigars are full-flavored, even smokers.
"**PEBBLE** and **PHARAOH** cigars are widely advertised.
"**PEBBLE** and **PHARAOH** cigars are regarded as leaders."

With a stock of **PEBBLE** (5c.) and **PHARAOH** (10c.) cigars you are on the right track—the business-getting, profitable track.

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

Chances for Success

To succeed in tobacco-selling you must, first of all, have tobacco enthusiasm.

Then you must make it a rule to pass over "probables" and to give your attention to "sure-sellers," "favorites." This will mean the selection of

T. & B.

the ideal tobacco for grocers to handle.

Your chances for success, then, are just these:

Smokers come into your store to get groceries, see a nice arrangement of Tobacco—**T. & B.**—and buy some. Then they come to your store, just to get tobacco—which means quite often. A smoker here and there soon counts up.

The chances for your success are **good.**

When will you start selling **T. & B.?**

The Geo. E. Tuckett & Son Co., Limited
Hamilton, Ontario

TOBACCOS, CIGARS AND ACCESSORIES

THINGS A DEALER SHOULD KNOW

Terms and Their Meanings.

How many people, even among the most confirmed smokers, know what is the difference between Turkish and Virginia tobaccos?

The smoker, of course, can tell you which is which at the first whiff, but if you ask him what the original distinction is between the two he will tell you that one comes from Turkey and the other from the States.

He is wrong. You could grow Turkish and Virginia tobaccos in the same field, for they are merely two different varieties of the same plant. Turkish is the leaf of Nicotiana rustica, while Virginia is Nicotiana augustipolia. Of course the two are often blended by tobacconists.

Again, what constitutes the difference between "strong" and "mild" tobaccos? It is simple enough. The strong product is so manufactured that it burns slowly, the result being that the contained nicotine is distilled in an unaltered state. Mild tobaccos are those which burn well, and thus their contained nicotine is consumed or decomposed, with the result that a less narcotic smoke is formed.

We often hear cheap cigars spoken of as "cabbage leaves," and doubtless many people believe that these are actually adulterated with other substances than tobacco. Often in such a weed the outside wrapper is noticed to be patched with pale green, and this fact is held proof of the cabbage leaf libel. The piece of greenish leaf is real tobacco, which has been plucked unripe or not properly cured. It is only to be found in thin, poor leaf.

Dry or Moist, Which?

Even in England, where for years the test of a cigar as to condition has been to hold the weed to the ear and pinch it to hear it crackle, there are signs of a revulsion in favor of the American way of keeping cigars moist.

Speaking of this habit of pinching a cigar, it is told of a London importer that he once told a customer who was trying a cigar in this manner, that what he needed was a concertina, not a cigar.

The average Englishman likes a fair-sized "smoke," about five inches long. Then comes the grading of color in the five classes—"claro," light; "colorado claro," semi-light; "colorado," medium; "colorado maduro," semi-dark; and "maduro," dark. Packed in boxes, fifties being the favorite packing, pressed into shape, then arranged in cases of 10,000, they are dispatched by steamer to New York. There they are transhipped to big English liners for Liverpool, whence they journey by rail to London "under bond." On Wednesday of every week the two great bonded warehouses of London, Haydon Square and Crutched Friars, are busy with the arrival of the week's "mail" from Cuba. A dock sample of each is delivered to its consignee, but the bulk is not cleared or the duty paid until the goods are actually required for sale. This avoids the heavy expenses of sinking capital in paying duty long before cigars are used

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GREAT DAMAGE TO CUBAN TOBACCO.

Reports from Cuba are to the effect that heavy and continued rains have done great damage to the young tobacco plants. It is feared that only the latest planting in some districts will be saved.

In Pinar del Rio the plants in the low lands were completely ruined, but there is hope that those on the ridges may be saved.

One farmer in the Vuelta Abajo lowland district told a correspondent of N. Y. Tobacco, that the $25,000 which he had spent for 8,000,000 seedlings, and the loans advanced to his tenants, would be a total loss even if the weather should be dry henceforth. The few plants which were large enough to have withstood the rains would have lost all the sap in their leaves, and would be like hay, having lost all attributes of the nicotine weed

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BUSINESS CHANGES.

Achille Michaud, general merchant, Tetu, Que., assets sold.

Poirier & Co., grocers, Lachine, Que., statement being prepared.

W. A. Ross, general merchant, St. Godfrey, Que., assets sold.

E. N. Smith, grocer, boots and shoes, Dresden, Ont., has sold out.

Wm. F. Morenz, grocer, Mitchell, Ont., has assigned to B. F. Kastner.

Meloche & Co., general merchants, Thurso, Que., assets to be sold.

Kate Sickles, confectioner, Strathroy, Ont., has assigned to James Cox.

W. Brown & Co. (estate of), tobacconists, Winnipeg, Man., stock sold.

John Daze, grocer, Arnprior, Ont., meeting of creditors has been held.

Perry Bros., bakers, Selkirk West, Man., has assigned to C. H. Newton.

Fischel, Smith & Co., cigar manufacturers, Montreal, Que., have assigned.

E. Marshall & Co., grocers, Grenfell, Sask., have assigned to John Walker.

D. Abramovitch, grocer, Winnipeg, Man., has assigned to Henry Detchon.

John Peachy, confectioner, Dauphin, Man., has advertised business for sale.

L. P. Pepin, grocer, Montreal, Que., has assigned to Bilodeau & Chalifoux.

R. Watkins, confectioner, Baldur, Man., has sold out to W. B. Robertson.

Joseph Poisson & Co., general merchants, Gentilly, Que., assets to be sold.

P. Maher, general merchant, St. Guillaume Station, Que., demand of assignment.

Claver & Bradbury, general merchants, Cooper's Falls, Ont., offering to compromise.

J. J. Clark, confectioner and grocer, Carberry, Man., has assigned to H. R. Hooper.

Armand McGowan, general merchant, St. Ours, Que., has assigned to Kent & Turcotte.

P. H. Currie, general merchant, Saskatoon, Sask., has been succeeded by Currie Bros.

Chas. McDougall, general merchant, Maddock, P.E.I., has sold out to Joseph C. Wilkinson.

Wm. F. Morenz, grocer, Mitchell, Ont., meeting of creditors was to have been on the 9th inst.

E. Downton, general merchant, McKenzieville, Man., has been succeeded by McGuire Bros.

P. W. Forshee, grocer, baker, boots and shoes, Florence, Ont., is removing to Dresden, Ont.

Joseph Haller, flour and feed merchant, Preston, Ont., has advertised business for sale.

F. S. Buckingham, general merchant, LaVallee, Ont., has been succeeded by Geo. McTavish, jr.

M. Beckman, general merchant, Wadena, Sask., has been succeeded by Beckman & Knuteson.

Emporium Cigar Co., manufacturers, St. Hyacinthe, Que., are offering 30 cents on the dollar.

Jos. Sauviat, general merchant, L'Islet, Que., assets were to have been sold on the 12th inst.

M. J. Lavoie, general merchant, St. Anaclet, Que., assets were to have been sold on the 10th inst.

J. C. Levesque, general merchant, Fraserville, Que., assigned. V. E. Paradis, provisional guardian.

Fairfield & Co., general merchants, Rockland, Ont., assets were to have been sold on the 12th inst.

Vair Bros., wholesale produce and evaporators, Owen Sound, Ont., have assigned to Wm. H. Smith.

Abraham Hadis, general merchant, Arden, Ont., meeting of creditors was to have been on the 5th inst.

Alfred Bouchard (estate of), general merchant, St. Paul's Bay, Que., assets to be sold on the 18th inst.

A. Desjardins, grocer and baker, St. Therese, Que., meeting of creditors was to have been on the 9th inst.

Leblanc & Caza, general merchants, Comber, Ont., meeting of creditors was to have been on the 5th inst.

F. G. Casey (estate of), general merchant, Belcarres, Sask., stock was to have been sold on the 8th inst.

Hugh Allan, cheese and produce, Montreal, Que., absentee, petition presented to call him for meeting of creditors.

Metropolitan Soap Co., Limited, manufacturers, Toronto, Ont., J. P. Langley appointed permanent liquidator.

T. O. Lamontagne & Co., confectionery, Quebec, Que., meeting to appoint curator has been called for the 12th inst.

Francis M. Scott, creamery, Prescott, Ont., has assigned to J. K. Dowsley. Meeting of creditors to be on the 15th inst.

John G. Reid and Wm. J. Bartley have registered under the style of Bartley & Reid, importers teas, etc., Montreal, Que.

Alfred Dumont and Alexandre H. Latour have registered under the style of Dumont & Latour, general merchants, Montreal, Que.

De. Regina Bessette, wife of Adelard Bergeron, has registered under the style of A. Bergeron & Co., general merchants, Granby, Que.

J. W. Dumas & Co., Limited, general merchants and millers, Grand Anse, N. B., W. H. Harrison and Thos. Bell, permanent liquidators.

Joseph L. Pelletier and Alfred Pelletier have registered under the style of Pelletier & Frere, grocers and liquor dealers, Montreal, Que.

S. J. Rourke, general merchant, MacGregor, Man., has assigned to C. H. Newton. Meeting of creditors was to have been on the 10th inst.

Wm. H. A. Olive, Frederick A. Dorion and Frederick St. G. Stroud have registered under the style of Olive, Dorion & Stroud, produce, etc., Montreal, Que.

John D. Mears & Co., grocers, Niagara Falls, Ont., have assigned to Ernest J. Leith, Hamilton, Ont. Meeting of creditors to be on the 15th inst.

The Mammoth Fair Co., of Stouffville, Ont., general merchants, have assigned to Richard Lee, Toronto. Meeting of creditors was to have been on the 9th inst.

As we grow older, we discover that the capacity for physical endurance, a very good thing in its way, is largely an accident of nature, that the bully is oftener than not the coward, and that, in the words of Bayard Taylor, "the bravest are the tenderest."

An unprecedented rush of orders from Grocers, precludes the writing-up of the Sherbrooke Cigar Co.'s advertisement. However, all orders for

HOGEN-MOGEN and ROYAL SPORT CIGARS

will be well taken care of.

THE SHERBROOKE CIGAR CO., - SHERBROOKE, P.Q.

WALL PAPER

LOOKING TOWARDS SPRING.

WITH Christmas over and the holiday trade a thing of the past, merchants can now turn their attention with some degree of care to the necessaries for Spring. Will this Spring's business bulk up more than last year's? That is the important question, because week for week and month for month the merchant should attempt to excel his previous records.

To accomplish this there must be no let-up in energy and enterprise. Make all the departments go with an additional hum. Take time to look over every man's samples. There is no knowing when something may turn up which will just suit your particular trade. Even if there is nothing you want it will freshen you up to take a look at what others are buying.

However, there is another way to increase business, and that is to take a department which has not hitherto been pushed, or has been altogether neglected, and make a feature of it.

Profit in Wall Paper.

Have you really worked the wall paper department for all it was worth in the past? The chances are you haven't. Supposing you lay out from now till Spring to open up a good live campaign. Make your selection of papers now when you have the complete range to choose from. Plan big. Order enough to make a good big showing. You can do this without any great expenditure of capital, for wall paper can be bought in very cheap grades.

You will not find a department which will prove more satisfactory than this. It is neat, clean stuff to handle; it is sold in definite quantities, that is to say, in complete rolls; there is no cutting nor measuring required; and finally, it is sold in large enough quantities to make each sale worth while.

Prepare in Advance.

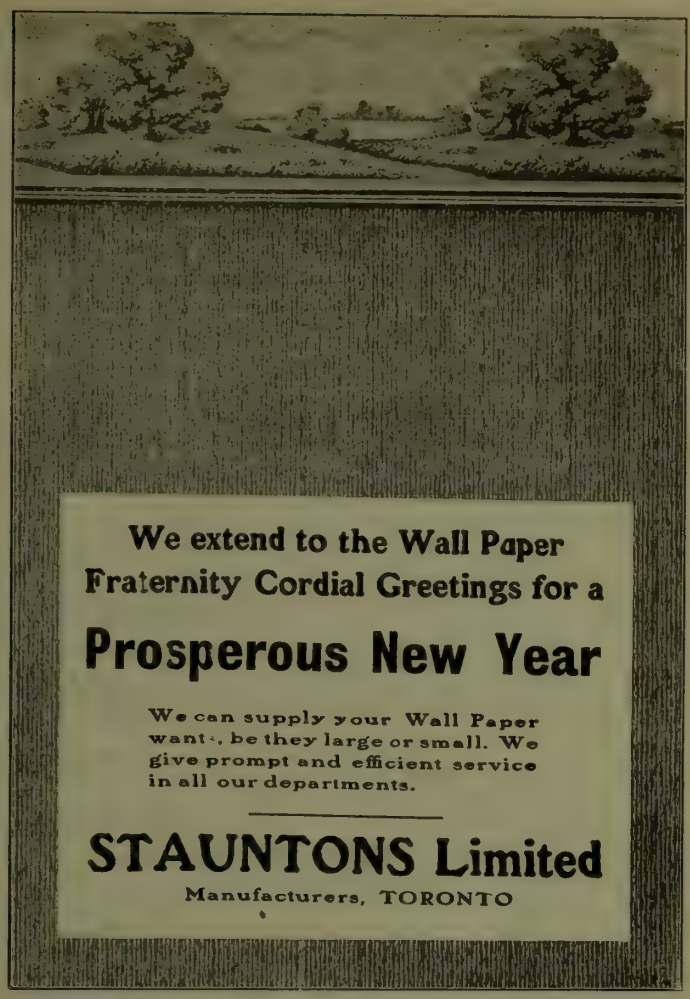
Anticipation is the keynote for the present. The department is quiescent now, but none the less, now is the time to complete preparations. Selections should be made and the necessary quantity estimated. Then decide upon the way you will handle the stock, where you will keep it and how bring it before the public.

It is too often the case that merchants do not look beyond the week in which they are living. After all, is not this one of the chief reasons of success for such men as Timothy Eaton, namely, that they can see far enough ahead to anticipate the wants of the public? Be provident and decide upon your course now while you have time. Novel schemes for assisting sales should be figured out during the quiet season, not while the stress of business is upon one.

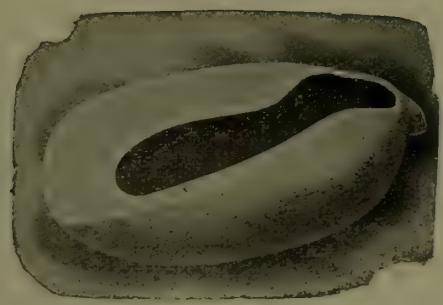
"Yes," said the general merchant, "it is true that we propose to establish a hospital as an adjunct to our store." "To treat the victims of the bargain rushes?" was asked. "Yes, but that is merely a beginning. Later on I expect to see the business branch out, and I dare say we shall treat all comers for all sorts of complaints at exceptionally low figures. In my mind's eye I can see our advertisement reading:

" 'SPECIAL THIS DAY ONLY!
" 'Appendicitis Operations at Cut Rates.
" 'Positively, Only One Operation to Each Customer!
" 'Satisfaction Guaranteed or Appendix Replaced
and
" 'Money Refunded!' "

—Puck.


We extend to the Wall Paper Fraternity Cordial Greetings for a
Prosperous New Year
We can supply your Wall Paper wants, be they large or small. We give prompt and efficient service in all our departments.
STAUNTONS Limited
Manufacturers, TORONTO

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

SPECIAL SALE ADVERTISEMENTS.

The special sales advertisement here given was designed because special sales are now of quite frequent occurrence and because I think that many of the special sales advertisements running in Canadian papers lose their effectiveness for the reason that they are prepared on the itemizing plan.

* * *

I take it that a special sale is only the means to an end and that that end is generally the buying of goods other than those advertised at a special price, and also the working up of a larger trade. This is reason enough why a special sales advertisement should be designed to draw the people out rather than to tell them the whole story on paper.

* * *

When full details are given, with special prices, opportunities for comparison are within reach of those customers who wish to find out what other grocers are doing as well as what you are doing. Such is not always a desirable thing, unless you are the "lowest" man in every case, and being the "lowest" man has its drawbacks.

* * *

When prices are put on paper they can always be used against you, too. People who live at a distance which prevents their dealing with you regularly may see your advertisement and tell their "other" grocer about it. If he "cuts" to secure the trade, that fact may be used against him to catch another grocer, so all the grocers would lose in the end.

* * *

By stating the chief lines that are to be sold at a figure lower than usual—but not stating the figure—you create curiosity and stir up the investigating spirit. This means that the people will come out. You, of course, want their entire order and will work with that in view.

* * *

"Save your money" is a pertinent, snappy and suggestive heading. It serves to attract, which is the true function of a heading. But at the same time it does not attract to deceive. It is the thought-form of the advertisement, as it were; the story in brief.

* * *

I do not care for enigmatical or delusive headings. In the first place, they are unbusinesslike. In the second place, they displease the reader instead of impressing him.

* * *

Every advertisement heading should be logically connected with the text. You might as well put the name of a street or a building across the top of your advertisement as some phrases entirely irrelevant. Catching the reader's eye is one thing, but appealing to his reason is a far more important thing.

It will be noticed that the date of the special sale under discussion is repeated and attention riveted on the address. I regard these as salient points in a special sales advertisement.

* * *

Many advertisements along this line, often met with, entirely overlook the insertion of the street address. When you are bidding for local trade the appearance of your name somewhere in the advertisement is sufficient. But a special sales advertisement should be framed as much for new customers as for regular customers. Hence the essentialness of name, street address and town or city being well displayed.

* * *

Some grocers may think that brief references to the quality of goods, as is the case in the advertisement herewith submitted, are valueless; but the idea of these references is to dispel any misconceptions in the reader's mind as to the grades of the goods.

* * *

If it is assumed that this advertisement has appeared in a paper, and the statements about quality were incorrect, the people, even if they came out and did some buying, will not have to buy from the same store again, so it is clear who the loser would be in such a case.

* * *

But if the statements were correct—and of course they should be—it would not take some of the people long to figure out just what I have noted elsewhere on this page—that other groceries would have to be purchased to make the special sale a success, from the seller's standpoint.

* * *

If there were not a sufficient number of purchases of goods other than the three lines advertised the sale would be a failure from its own standpoint. As regards the future it might be the stepping stone to success.

* * *

You ask, "Why a failure?" Simply because you cannot sell two or three lines of first-class groceries cheaper than another grocer unless you are reimbursed from some other source. If the groceries are not first-class (in other words, are old stock) it is a different matter. But special sales of this sort soon run themselves out.

* * *

Perhaps you inquire, "If the special sale proves a failure in itself, how can it be the stepping-stone to success in the future?" In just this way: Providing the sale has been correctly viewed your motive will have been to secure increased patronage, steady patronage.

* * *

It will be assumed that the special sale drew out a number of buyers who got more than dollar-for-dollar value. These buyers were pleased with your stock and returned to the store when the same goods were perhaps a few cents higher. They would be told that the old price was a special but that the present quotation would compare with any other grocer's quotation and the quality of the goods was as high as at the special. The chances are these buyers would leave an order.

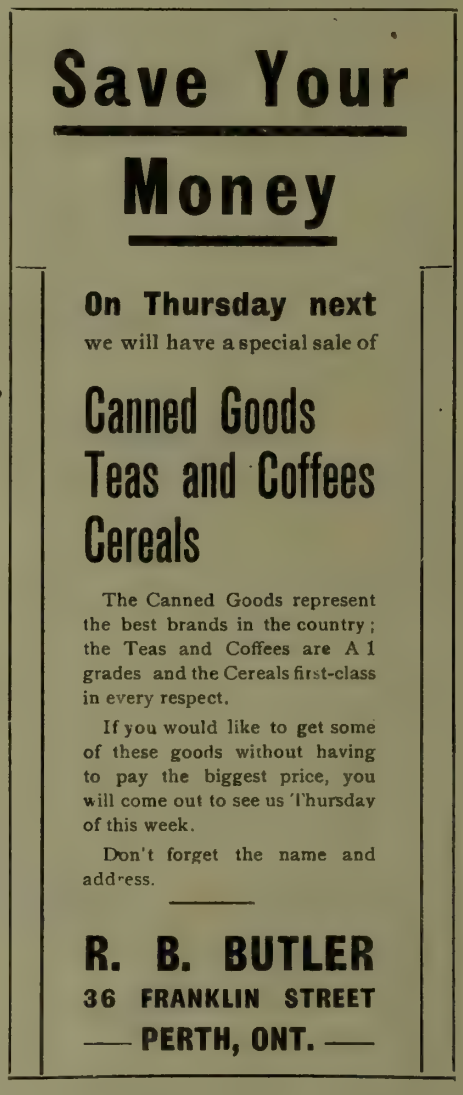
* * *

But if the groceries sold at the special had not given entire satisfaction you may be sure none of the buyers would drop into the store again to pay regular prices, or, for that matter, to purchase anything more at special sales.

* * *

So it will be seen from the above observations that the special sale that paves the way for a larger and steadier trade in the future—even at a sacrifice—is a sure sale. The special sale that ends in itself—to clean out a stock or defeat a rival—is a doubtful sale.

A. A. B.


Save Your
Money
On Thursday next
we will have a special sale of
Canned Goods
Teas and Coffees
Cereals
The Canned Goods represent the best brands in the country; the Teas and Coffees are A 1 grades and the Cereals first-class in every respect.
If you would like to get some of these goods without having to pay the biggest price, you will come out to see us Thursday of this week.
Don't forget the name and address.
R. B. BUTLER
36 FRANKLIN STREET
PERTH, ONT.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Jan. 11, 1906.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pkg. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"KING" BAKING POWDER.

	Dozen
16-oz. cases, 2 doz	$2 40
8-oz. " 4 "	1 50
4-oz. " 4 "	0 90

Lot 5 cases, freight paid.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb.	16½c
"Sapphire" 14-lb. boxes, ½ lb. pkgs. per lb.	12½c
"Union"—14-lb. boxes, assorted 1 & ½-lb. pkgs., per lb.	10c

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

Reckitt's Zebr paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days,

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55
Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 45
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 25

Icings for cake—

Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Batger's Whole Fruit Strawberry Jam

Batger & Co., London, England, with over 150 years experience, together with the finest **Garden Strawberries** England can produce, are to-day manufacturing Strawberry Jam by the most modern methods, in a factory where cleanliness comes first. As a result we are offering you a first-class reliable article, a jam that every **Good Grocer** in Canada can sell to his customers, knowing that it will give the **satisfaction** that **builds up trade.**

Start 1906 by ordering a trial case of 4 dozen.

$1.90 Doz.

ROSE & LAFLAMME
MONTREAL and TORONTO

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

Confections—

	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, 1lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—

	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—

	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" " ½'s, " "	4 50
" " 1-lbs. " "	8 [illegible]
Homœopathic, ¼'s, 14-lb. boxes	
" " ½'s, 12-lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins,	4½ doz.	to case		per doz.,	$ .90
1 " "	4 "	"		"	2.40
½ " "	2 "	"		"	4.75
¼ " "	1 "	"		"	9.00

SUCHARD'S CHOCOLATE AND COCOA.

	Per box
Milka, 36's (36 tablets in a box)	$2 25
" 24's (24 tablets in a box)	3 00
Velma, 24's (24 tablets in a box)	3 00

	Per doz.
Milka Croquettes	$2 25

	Per lb.
Economique, in ¼ and ½-lb. cakes	$0 32
Premium, unsweetened	0 35

SUCHARD'S SOLUBLE COCOA.

	Per doz.
¼ lb. tins (4 doz. in a box)	$2 25
½ lb. tins (2 doz. in a box)	4 20
1 lb. tins (1 doz. in a box)	7 80

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

	Per lb.
Breakfast cocoas—	
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	34c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ...	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. n case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb . pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, sp. 4d. "	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 18

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	12 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
30 00 "	12	"

Cleaner.

		Per doz.
4-oz. cans	$	0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10-cent packets, $3 per box, or three boxes for $8.00.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—		
12-oz. glass jars, 2 doz. in case, per doz.		$1 00
2-lb. tins, 2 doz. in case	per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb.	0 06½
7 and 14-lb. wood pails	per lb.	0 06½
30-lb. wood pails	"	0 06½
Compound Fruit Jellies—		
12-oz. glass jars, 2 doz. in case.	per doz.	1 00
2-lb. tins, 2 doz. in case per lb.		0 07
7 and 14-lb. wood pails, 6 pails in crate	per lb.	0 06½
30-lb. wood pails	"	0 06½
Home Made Jams—absolutely pure—		
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb.	$0 40
Fancy boxes (36 or 50 sticks)	per box	1 25
"Ringed" 5-lb. boxes	per lb.	0 40
"Acme" pellets, 5-lb. cans	per can	2 00
" " (fancy boxes 40)	per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can	2 00
licorice lozenges, 5-lb. glass jars		1 75
" " 20 5-lb. cans		1 50
"Purity" licorice 10 sticks		1 45
" " 100 sticks		0 73
Dulce large cent sticks, 100 in box		....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins	per doz.	$1 40
" ½-lb. tins	"	2 50
1-lb. tins	"	5 00
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D., ½-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
½-lb. tins	per lb.	$0 35
¼-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
Old Crow," 12-lb. boxes—		
½-lb. tins	per lb.	25
¼-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.10
5 case lots	4.10
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass		$1 50
" " quart gem jars		3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz.	$ 1 00
Home-made, in 1-lb. glass jars	"	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.		0 06½
Golden shred marmalade, 2 doz. case, per doz.		1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints)	per doz.	$ 2 80
Corked "	"	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.

Dwight's Cow Brand Soda

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½ lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " {60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

'BEE" BRAND

'Bee" brand, 8oz., cases, 120 pkgs.	$30 case
" 10 oz., cases, 96 pkgs.	
" 16 oz cases, 60 pkgs.	

These two lines bear the name

"BORDEN"

A guarantee of ***absolute purity*** and ***freedom from adulteration*** is the hall mark of Borden's brands of ***Condensed Milk*** and ***Evaporated Cream.*** Avoid trouble with your customers by selling only "Eagle" brand Condensed Milk and "Peerless" brand ***Evaporated Cream.***

——*FOR SALE BY ALL JOBBERS*——

WILLIAM H. DUNN, - MONTREAL AND TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.

CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 04½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 05½
Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz 0 50
Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 3 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

DUNAN MILLS.

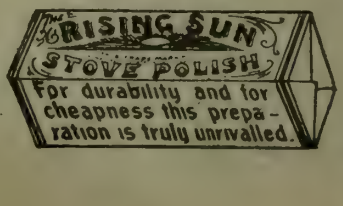
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

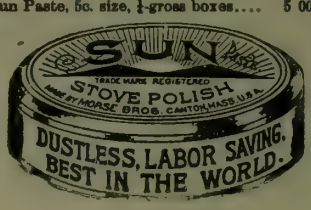
Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.

Enameline No. 0	38
4 bxs., ea. 3 dz.	
Enameline No. 0	65
6 bxs., ea. 3 dz.	
Enameline liquid, bxs, ea.	0 80
3 doz.	
Blackene, 5-lb.	0 10
cans, per lb.	
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

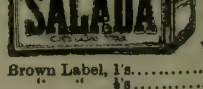
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA
put up in 3s, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs. ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

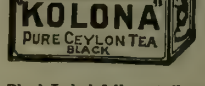
3 p.c. off 30 days or 3 months.



Teas.

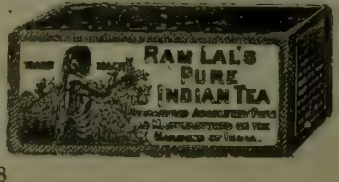
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb. " "		0 20
Blue Label, retail at 30c		0 22
Green Label. " 40c		0 28
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$0 42½	
" II 40-lb. boxes	0 37½	
" III 80-lb. boxes	0 32½	
EMD AAA Japan, 40 lb "at	0 30	
" AA " 40 "	0 27½	
Blue Jay, basket fired Japan, 70 lbs.	0 25	
"Condor" IV 80-lb. "	0 27½	
" V 80-lb. "	0 25	
" XXXX 80-lb. boxes	0 21½	
" XXXX 30-lb. "	0 22½	
" XXX 80-lb. "	0 19	
" XXX 30-lb. "	0 20	
" XX 80-lb. "	0 18	
" XX 30-lb. "	0 18½	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25	
"Condor" Ceylon black tea in lead packets		
Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 25	at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30	at 0 23
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35	at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40	at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50	at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail		at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1 per lb.		0 35
No. 2 "		0 30
No. 3 "		0 25
No. 4 "		0 20
No. 5 "		0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s		$0 46
" Amber, 8s. and 3s		0 60
" Ivy, 7s		0 50
" Rosebud, 7s		0 51
Chewing—Currency, 12s. and 6½s		0 46
" Old Fox, 12s		0 48
" Snowshoe, 6½s		0 51
" Pay Roll, 7½s		0 56
" Stag, 10 oz.		0 45
" Bobs, 6s. and 12s		0 45
" " 10 oz. bars, 6½s		0 45
" Fair Play, 8s. and 13s		0 53
" Club, 6s. and 12s.		0 46
" Universal, 13s		0 47
" Dixie, 7s		0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

WARNING!

Crescent

Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

We Want

a representative in every city and town in the Dominion to take an active interest in a

good selling grocery line

The goods command a large sale throughout the world, with constantly increasing consumption. The goods are, and will be more, extensively advertised.

We have sole selling agency for Canada. Perhaps you can cover a certain territory to advantage. If so, **write us.**

The goods are also sold by druggists and confectioners.

P. O. BOX 77
MONTREAL

TEA HINTS
FOR RETAILERS
By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.
Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

MYERS' ROYAL SPICE
STOCK FOOD

	per 100 lbs.
HORSE AND CATTLE.	
500 lb. Lots	6.15
250 "	6.15
100 "	6.15
50 "	6.15
25 "	6.15
5 lb. Sacks	7.38
2 lb. pkgs., cases 2 doz.	5.54 per case
POULTRY.	
25 lb. Bags	9.23
5 lb. Sacks	9.23
2 lb. pkgs., 360 lbs. in case	7.75 per case
½ lb. pkg., " "	8.86 "
Hog Powders (5 gross)	3.08 per gross

Less 5% for cash on all lines.

H. N. BATE & SONS, Limited, OTTAWA

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week—therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

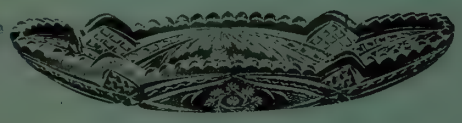
RETURNED JAN 15 1906
To Our ad Book 45 page 63
RETURNED JAN 15 1906

You want a Leader for your

JANUARY SALES

Order a package of our **"Dazzler Asst."** useful pieces to retail for **10c.**

Assortment costs you **$10.20.**



Will send you illustrations and list for a postal.

GOWANS, KENT & CO. LIMITED

TORONTO

The Results are Wonderful

where the sale of

WETHEY'S MINCE MEAT

is carefully looked after—more particularly during the Xmas Holidays.

Keep these goods before your customers and your sales will double themselves.

EVERY JOBBER KEEPS IT — 3 DOZ. TO A CASE

Write us for "Ready-to-use" Mince Meat

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Preserved Ginger, Ginger Chips, Sweet Stem Ginger in 7-lb. boxes, Plum Puddings, 1-lb., 2-lb., 3-lb. and 4-lb. tins.

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, JANUARY 19, 1906. NO. 3.

The Trade are all handling

COLMAN'S No. 1 White RICE STARCH

Attractively put up in

Pounds, Halves and Quarters

to sell at convenient and profitable figures

COLMAN'S STARCH is **all** Starch, no admixtures **all crystals,** no dust or powder.

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

Just the time to sell Syrup——

"Crown" Brand

TABLE SYRUP

is a line that will secure and hold the confidence of your trade. Nothing in the Syrup line shows you as steady and good a profit as "Crown" Brand Table Syrup. An order with any jobber will prove this to you.

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls. Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

83 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

ISN'T IT WORTH AN EFFORT TO SUPPLY SOME HOSPITAL WITH SOAP? They buy large quantities. Leading hospitals use

Burton's All-Healing Tar Soap,

One of the excellent lines of soap manufactured by

THE ALBERT SOAPS, Limited
MONTREAL.

Coughs Have Made

Mathieu's Syrup of Tar and Cod Liver Oil famous throughout the Dominion as the best and most permanent cure for all throat and lung affections.

It is in constant and ever-increasing demand.

You can increase the number of your customers and the size of your banking account by stocking

MATHIEU'S SYRUP
of Tar and Cod Liver Oil

Mathieu's Nervine Powders are too well known as a cure for all nerve pains to need any comment. It is to your advantage to supply the demand.

J. L. Mathieu Co., Proprietors
SHERBROOKE - - - P. Q.

Y. & S. SCUDDER AND
M. & R. STICK LICORICE
ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of
Hard and **Soft Licorice Specialties.**

Price Lists and Illustrated Catalogue on request.

National Licorice Co.
Brooklyn, N.Y.

R. S. McIndoe
Selling Agent, 120 Church St., Toronto

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

Half the Battle is Won

by going on to the fighting line with proper equipment. The boy with the old muzzle loader sometimes gets a bird but more often he loses from sheer waste of time in loading the gun. And his powder horn gets damp, flint lock won't work, ramrod sticks.

Are you wasting time and energy by arguing over "quality" that you're not quite sure of? What's gained—how many customers lost? Half the battle is won by "quality." There's no better time to equip than right now.

Felix & Co.'s Italian Macaroni

Made in the cleanest of factories, by the cleanest of people and made as you would have your own wife make it—with conscientious goodness from start to finish.

Only the finest selected wheat is ever used by Felix & Company.

"Equip" with it.

"Thistle" Brand Maple Syrup

A real true "Simon-pure" Maple Syrup from Maple Sugar that comes from the best Sugar Maple Groves in the country.

Have you ever been to a "sugaring"? Then this Maple Syrup will carry you right straight back to your "Maple days" again.

In pints, quarts, gallons, or in bulk.

ARTHUR P. TIPPET & CO., Agents

8 Place Royale, - Montreal

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GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited

Brandon, Man.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD

IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.

EXPORTER of Cheese, Butter and Canned Goods.

AGENT in Canada and the United States for the famous BRAHMIN TEA.

Charlottetown, Prince Edward Island.

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Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

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Beans, Boiling Peas, Flour, Oats

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Customs Brokers and Warehousemen

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TEL. MAIN 778. BOND 28.

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Agents for Grocers' Specialties and Wholesale Grocery Brokers.

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CURRANTS

ON SPOT.

W. H. MILLMAN & SONS

Grocery Brokers

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POTATOES

Let me quote a price on a car of my celebrated Selected Delaware Potatoes

Delivered at your station.

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CALGARY STORAGE

In a new brick block centrally located

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Open for good Canned Goods Agency — Correspondence Solicited.

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Highest References. Correspondence Solicited.

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WE CAN handle your account to our MUTUAL ADVANTAGE.

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Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

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who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

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is Remembered
long after
Price is Forgotten

CEYLON Tea Talks

No. 7

The features of a really good tea are of course consequent upon all constituent parts being properly proportioned and equally balanced. The fact, however, remains that lack of care in the handling and treatment of the leaf, after plucking, will greatly deteriorate its value.

The manufacture of Ceylon Tea is conducted on the most approved methods.

The handling is reduced to a minimum.

Perfect cleanliness rules throughout the entire process.

The old-fashioned hand procedure with its consequent unsanitary results is completely obliterated.

(To be continued)

Remember !

CEYLON TEA—Perfectly clean—Free, absolutely, from extraneous coloring matter.

(Green and Black)

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

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Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

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LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL, Aberdeen, Scotland, is always ready to handle consignments of Canadian produce. Aberdeen is a developing market. Won't you at least give it a trial? Others did so, were satisfied, and continue shipping. Personal attention. Prompt returns.

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Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

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CANNED GOODS.
T. A.—Scottish, Liverpool.

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Provision Merchants.
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Liberal advances on consignments.

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PROVISION IMPORTERS
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Bankers: Hill & Sons, 66, West Smithfie[illegible]

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We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

This space $30 per year.

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Canadian Produce Importers,
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E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
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APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
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Neubeck & Schipmann,
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Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers,
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LONDON, W.C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U.S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
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are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

Salter & Stokes 20 King St. W. Smithfield, 226-7 Central Market, E.C., **London, Eng**
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield. We buy outright

"ENTERPRISE" PAYS

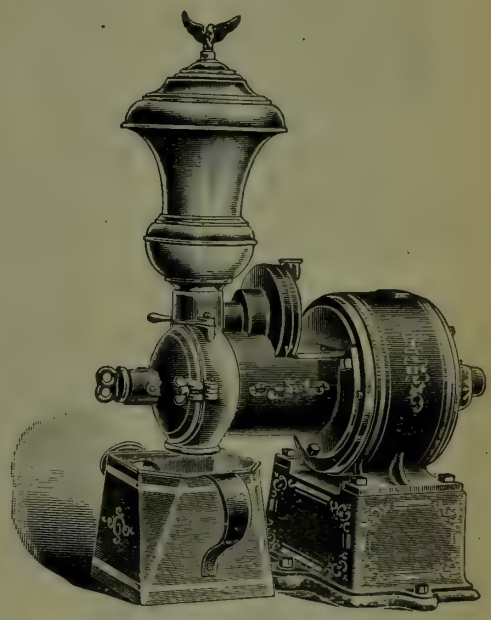
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery.

The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.

THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.



FIRST FLOOR OUTFIT

OIL ECONOMY
VERSUS
OIL WASTE

Your old method of storing and handling your oil is costing you money every day by the waste from dirty, sloppy measures and funnels, by evaporation, by over measure, by loss of time and labor—It's all dead loss.

THE BOWSER SELF MEASURING OIL TANK

prevents this waste and so really costs you nothing as it will in less than a year repay its cost through its saving. It keeps on saving too, year after year. THERE'S WHERE THE ECONOMY COMES IN.

FULL PARTICULARS FREE——ASK FOR OUR NEW CATALOG "8."

S. F. BOWSER & CO.
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AGENCIES WANTED

We wish to represent manufacturers and provision dealers in Manitoba, Saskatchewan and Alberta. We have well established sales agents in every important town. At Winnipeg we have first-class warehouse accommodation Interested parties are referred to The Eastern Townships Bank of Canada.

CANADIAN CO-OPERATIVE CO., Limited
Box 559 WINNIPEG, MANITOBA
Capital $250,000.

OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
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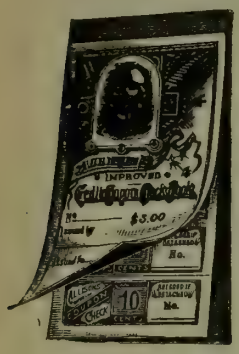
Advice regarding processes of manufacture and technical applications of chemistry.



The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System.**

IF A MAN WANTS CREDIT

or $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
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ALLISON COUPON CO., Manufacturers.
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Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices : Nos. 346 and 348 Broadway, New York City, U.S.A.

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100 CANDLE POWER — ½¢ PER HOUR

AUER GASOLENE LAMP

Gives more light than

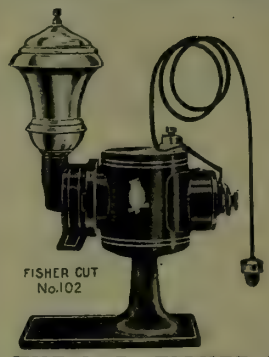
10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, **MONTREAL**

ELECTRIC POWER COFFEE MILLS



This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

"WALKER BINS"

"Modern Grocery Fixtures."

Our new catalogue showing a complete line of Walker Bin Fixtures will be ready about February 1st.

All grocers who are building, re-modelling or contemplating changes in store interior are invited to write for a copy of "Modern Grocery Fixtures."

Sketches and estimates of cost will be furnished upon application.

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.

BERLIN, - ONTARIO.

B.C. Representatives:—W. J. BANNISTER & CO., VANCOUVER, B.C.
Montreal Representative:—J. H. MAIDEN, 131 PLACE D'YOUVILLE, MONTREAL, P.Q.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

A MARVEL *THE LATEST DEVELOPMENT IN SCALEDOM.*

No. 88 Boston Junior

Seven pounds capacity, and the value of each half ounce is shown in plain figures. Wherever demonstrated it is simply ***Captivating the Grocers.*** For butter, tea and groceries in general it is unexcelled, and is creating a great demand for itself. ***Ask to see it.***

Prices range 5c. to 80c. per pound. Its simplicity of operation is a marvel to those who have seen it, and as it is

ABSOLUTELY AUTOMATIC

in its operation, it saves much time and requires no weights or poises to weigh or compute to its full capacity.

Send your card to any district office or local agent, or direct to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

and we shall be glad to explain any feature of this scale on which you may wish information. **INVESTIGATE!**

$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R. methods.

N. C. R. Company
Dayton Ohio

Tear off here and mail to us today

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

cured and [illegible] mile walk to Broadway.

A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggesion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE LODGES

Guarding the health of your customers

is not only the duty of the **family doctor** but also the duty of the **family grocer.**

To sell **Tea** is part of every grocer's business, but to sell teas that are known to be so full of **tannin** as to play havoc with a customer's nerves is both wrong and **poor business.**

Of all Teas those of **JAPAN** are the freest from objectionable elements and are the **healthiest, purest** and safest to drink.

Educate your customers to use the Best, to use

JAPAN TEAS

ECONOMY

is successfully combined with high quality in

PATERSON'S WORCESTER SAUCE

It sells for less than other high-grade sauces. That is one of the reasons it is so popular with prudent housekeepers.

ROSE & LAFLAMME,
Agents, Montreal.

"KLAUS'S" IMPROVED SWISS MILK CHOCOLATE

Is the best of all Swiss Milk Chocolate. Acknowledged to be the most delicious and wholesome. Manufactured with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. It is bound to be asked for more than ever this year, as it is held in high repute by everybody. It also possesses great nourishing qualities for invalids and children. Shows a nice profit to you and is a good seller.

Don't Be Without It.

Agents for Canada :
ROSE & LAFLAMME, - Montreal

MOREWOOD'S PATENT GAS-HEATED ROASTER with Hot-Air Gas Blast.

Write for particulars before putting down any other machine.

Machinery for the preparation of

TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.

PATENT **GAS-HEATED ROASTERS,** INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER, FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. **FRUIT CLEANING AND DRESSING MACHINERY.**

THE GROCERS' ENGINEERING CO.

Cole Street, Swan Street (Late WAYGOOD-TUPHOLME LTD.)
LONDON, S.E., ENGLAND

Illustrated Catalogue Mailed (Post) Free.

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 138 Front Street, NEW YORK.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers See that you get them.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80). Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

IT'S HOLBROOK'S

"THEN WE KNOW IT'S GOOD"

This is the unanimous opinion of all who have tasted HOLBROOK'S GENUINE IMPORTED Worcestershire SAUCE.

LISTEN!

YOUR CUSTOMERS LIKE IT,
YOUR JOBBER SELLS IT.
YOU SELL IT TOO.

$1000 Reward

Recent investigations have disclosed the fact that unscrupulous handlers of flour are endeavoring to take advantage of the great popularity of Ogilvie's "ROYAL HOUSEHOLD" Flour by refilling, with cheap, inferior flour, the bags and barrels bearing the Ogilvie Brand, and selling it as the genuine article. In order to bring the guilty parties to justice we offer the following reward:

The Ogilvie Flour Mills Co., Limited, will pay one thousand dollars ($1,000.00) for such evidence as will result in the conviction of any person, persons, firms or corporations who may be refilling their bags or barrels with flour of other manufacture and selling the same as flour manufactured by the Ogilvie Flour Mills Co., Limited.

The Ogilvie Flour Mills Co.

Limited

Montreal

"The firm behind the label" is an English trader's expression, and a good one. Solomon says: "A good name is better than great riches." H. O. Havemeyer put that into modern phrase when he testified: "A good trade-mark is worth one million dollars."

DO YOU consider **"the firm behind the label"** when buying your **Canned Goods?**

If not, isn't it important that you should?

The **CANADIAN CANNERS, Limited,** are the **largest packers** of Canned **Fruits** and **Vegetables** in the world. They **have a great reputation** to maintain. They are **sparing no expense** in material or labor to send out the very highest quality of Canned Goods.

QUALITY IS GUARANTEED

Remember, a guarantee is more or less valuable, according to the reputation of the guarantor.

Remember, "the firm behind the label," and order only brands such as **"Canada First," "Little Chief," "Log Cabin," "Horseshoe," "Auto," "Lynnvalley," "Maple Leaf," "Kent," "Lion, "Thistle," "Grand River,"** etc., etc.

"The Brand

of Quality"

We can now offer the trade the following:

APPLE JELLY IN CUPS AND JARS
APPLE BUTTER IN JARS AND PAILS
A Limited Quantity of "Gallon Apples."
Prepared Pumpkin, "Threes," the Pure Thing
and **Tomato Catsup in Tins and Bottles**

all of which are bound to give satisfaction to the consumer, as the quality is extra good, and prices right.

If your dealer cannot supply you with any of the above, write direct to

THE ESSEX CANNING AND PRESERVING CO'Y, LIMITED

Factories at Essex, Ont. 8 WELLINGTON ST. EAST, TORONTO, CANADA

STERLING
Brand
PICKLES
and
RELISHES

Determined to supply the best custom of the community, the grocer will always carry a good stock of Sterling Brand goods. There's no doubting the splendid satisfaction they give customers.

ALL LEADING JOBBERS SELL STERLING GOODS.

The T. A. LYTLE CO., Limited
TORONTO, Can.

A SUCCESSFUL NEW YEAR
DEPENDS
ON CAREFUL BUYING

The MILK and CREAM to buy in 1906 is

Sweetened

Unsweetened

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

Condor Coffee Without an equal at 30c.

MADAM HUOT'S COFFEE

Old Crow Coffee The Finest at 25c.

THE GEM OF ALL

A Good Stock of Teas to Select from

2710	Pkgs. of Japan Teas, all kinds, leaf nibbs, siftings and fannings ..... from	6c. to 42½c.
1725	Pkgs. of Gunpowder Teas; Moyune and Ping Suey; Pea Leaf, Imperial, etc..... from	10½c. to 45c.
549	Pkgs. of Young Hyson Teas; Moyune and Ping Suey; Sifted Leaf, firsts and Sow Mee, etc., from	10½c. to 45c.
345	Pkgs. Ceylon and Indian Green Teas, natural and fancy-finished leaf..... from	12½c. to 22½c.
432	Pkgs. China Black Teas of all descriptions; half-chests and boxes ..... from	12½c. to 40c.
795	Pkgs. Ceylon and Indian Black Teas; specialty of fine flavory kinds ..... from	12½c. to 50c.
6556	total	All bought when the market was at its lowest, and I will sell them right.

Ask for samples, it pays!

E. D. MARCEAU, - - Montreal

Valencia Raisins
Tarragona Almonds
Sicily Filberts
Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC **Montreal** OTTAWA

25-Cent Japan Tea

Are you looking for the finest value in Japan Tea that can be bought in Canada to-day to retail at 25 cents?
We have it—at 18½ cents—that could not be sold (if bought on to-day's market) at less than 20 cents.
If this interests you write
Also a nice sweet drawing Gunpowder in Caddies, at 11 cents.
And exceptional values in low priced Ceylon and India Teas.
We are headquarters for tea values.

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

DON'T RUN RISKS

These are days of pure food and pure drink.

Medical experts are on the watch to see that external surroundings are kept clean and wholesome.

The Grocer has his share in maintaining the public health—an important one, too.

Look out for so-called "Scientific" substitutes for old-time wholesome beverages. Nature's laboratory is trustworthy and good enough.

Insist on **Purity** as the first requisite, and as found in

WOOD'S COFFEES

CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., - - MONTREAL.

IMPERIAL
CREAM TARTAR
BAKING POWDER
PUREST, STRONGEST, BEST.
Contains no Alum, Ammonia, Lime, Phosphates, or any Injurious.
E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

THE LATEST

WHITE'S
Worcestershire Sauce

PINT BOTTLES

The Largest 10-cent Sauce in the Market

TRY A SAMPLE ORDER

Warren Bros. & Co.

Wholesale Grocers
Toronto

ANNUAL MEETING OF EASTERN ONTARIO DAIRYMEN'S ASSOCIATION.

With over two hundred representative farmers and dairymen in attendance the twenty-ninth annual convention of the Eastern Ontario Dairymen's Association opened in the Grand Opera House, Peterboro, at ten o'clock Wednesday, January 10.

Among the prominent officials of the association and speakers present when the convention opened were the following: D. Derbyshire, M.P., Brockville; J. R. Dargavel, M.P.P., Elgin; L. L. Gallagher, Wilton; J. H. Singleton, Newboro; Wm. Eager, Morrisburg; Levi Patton, Brockville; James Whitton, Wellman's Corners; Henry Glendenning, Manilla; R. G. Murphy, Brockville; Morden Bird, Stirling; Wm. C. Coo, London, Ont.; H. G. Somerville, Brockville, and J. H. Grisdale, of Ottawa.

Mayor Best acted as chairman at the morning session. In opening the convention he extended a hearty welcome to the dairymen and hoped that their stay in Peterboro would be a most enjoyable one.

* * *

THE PRESIDENT'S ADDRESS

President Derbyshire delivered his annual address, which referred to the satisfactory condition of the dairy interests. He said: "It is a great pleasure to meet the enterprising citizens of Peterboro, and especially the dairymen of this important section, and I desire, on behalf of our directors, to thank you for the very cordial reception extended us.

"With reference to the dairy industry, I might point out that both in the aggregate production and returns realized, 1905 has been the banner year. It is certainly very gratifying that we made about the same quantity of cheese as formerly, and our butter production has beaten all previous records.

Cheese Exports.

"Our cheese exports from Montreal for the season just closed were 2,121,101. I estimate the cheese on hand in Canada at the close of navigation at 450,000 boxes, which would make 2,600,000 boxes, valued at $22,000,000.

Butter Exports.

"Our butter exports from Montreal were 573,449 packages, and the estimated stock in Canada is 125,000 packages, so we made in the season 700,000 packages, valued at $9,000,000.

Bacon Exports.

"The bacon trade, so closely allied with the dairy industry, amounted to about $15,000,000.

"In the above estimates, no account has been taken of our home markets, and this must be looked into, especially for butter, for our Canadian people are consuming large quantities of fine creamery butter each year. Our home consumption in 1905 was about 3,500,000 packages.

A Big Increase.

"You will be glad to know that we received about $10,000,000 more in 1905 than in 1904 for cheese, butter and bacon. It will be noticed that our dairymen produced (excluding condensed milk, milk for our cities, towns, etc.), cheese valued at $22,000,000; butter, $8,000,000; bacon, $15,000,000; and the home consumption was $50,000,000, or a grand total of $95,000,000. We are sending our goods not only to the mother country, but to the Orient and Japan as well, and in increasing quantities each year.

"We are also making advancement. Our factories are being improved and some really first-class ones are being erected, and our makers are becoming better educated. A large number and better qualified instructors have been employed, and doing very satisfactory work. This has been made possible by the liberality of our Provincial Department of Agriculture. We had twenty-six instructors besides our chief instructor, and they have all done good work—visiting, giving instructions and attending meetings—so we have given better service to our factories than in any previous year.

Refrigerator Service.

"Our goods have been finer and more uniform than ever before. Our Dominion Department of Agriculture has rendered splendid assistance by giving us regular refrigerator service, not only on cars to Montreal, but on the steamships from Montreal to the British market, and employed inspectors at Montreal and the different English ports to examine our goods and report weekly to our dairy commissioner at Ottawa the temperature of our goods on arrival at destination. This has been of great importance to dairymen, for the goods were never before delivered to their ultimate market in as fine condition. We want this refrigerator service enlarged and improved, as well as our transport facilities, so our goods the coming season may be landed in perfect condition.

Care in Handling.

"The watching of our goods arriving at Montreal, as well as the different ports on the other side, is working well, for they do not now lie around on the docks, but are quickly taken care of. The erection of two large warehouses at the Surrey Commercial Dock, fitted up with cold storage at London, is of great importance. Our goods are taken from the ships and immediately placed in these warehouses. Bristol is coming to the front with new docks, and other ports will have to do the same or lose the trade. So you see the result is we have finer goods and had them delivered in better condition, thus receiving better prices and increased demand. With the improvement of trade in every line, and high prices assured, we should do very much better in 1906, and I ask for your hearty co-operation in building up the dairy industry.

"While we have had such a splendid season, I think this would be a good time to urge all makers to attend our dairy school at Kingston, which has been greatly enlarged and improved, with a competent staff in charge, where the latest and best instruction is given. I would like to urge all factories to join our syndicate system and assist us to make a uniform high quality of goods."

* * *

MR. WHITLEY'S ADDRESS.

At the conclusion of his address Mr. Derbyshire introduced Mr. C. F. Whitley of the Dominion Department of Agriculture, Ottawa, who gave an interesting address on "The Improvement of Dairy Herds." He commenced by saying that there was great room for improvement of the dairy herds of Canada and it was for this reason that the Department of Agriculture had undertaken the work of taking a "cow census," as it was called for want of a better name. He referred to the systematic manner in agriculture, especially dairying, as carried on in Denmark. A hearty spirit of co-operation was prevalent among the farmers of that country. The butter production of each cow in Denmark had been increased by thirty to fifty pounds per year by systematic testing. Mr. Whitley, in concluding, referred to the greatness of the Canadian dairy industry and urged on his auditors the necessity of them making this business the greatest of its kind in the world.

Thursday's session was probably one of the most interesting of the gathering. The attendance was large and the interest manifested of the most lively character. It was cheesemakers' day, and in consequence the discussions were from the viewpoint of that trade. Addresses were delivered by Prof. Dean, of Guelph, Prof. Ruddick, of Ottawa, A. W. Woodard and A. J. Hodgson, of Montreal.

* * *

PROF. DEAN'S ADDRESS.

Prof. Dean, of Guelph, opened his remarks in a happy vein. The speaker had been assigned no particular topic for his address, and though his remarks covered a considerable latitude, he turned his attention largely to the question of cheese and butter making, which he discussed from several viewpoints.

Good cows, being the foundation of successful cheese or butter making, were, therefore, the prime essential to be considered. The position which the speaker took on this question was that the men who are selling pure-bred dairy stock must be compelled to produce an authentic record of the animals. What we need in this country in dairy cattle is not so much the fancy physical points as the cows with the "power to perform."

The Feeding Question.

Prof. Dean next turned his attention to the question of the most desirable

varieties of fodder. The results of several interesting experiments were cited by the speaker.

"Are we going to continue paying every man the same amount for 100 pounds of milk, regardless of the quality?" asked the speaker, in discussing the question of proper milk tests. While, as a class, the cheesemakers were competent men, there was still considerable inefficiency. He was convinced that inside the next five years a much higher standard of efficiency would be required. In his opinion, the maker who used the least acid was the most expert. He thought that some means would be devised whereby the percentage of curd moisture may be accurately determined.

That a mistake was being made in the present methods of butter manufacture was the speaker's conviction. It should be, in his opinion, manufactured as quickly after it was milked as possible.

The relative returns from milk in its manufacture into cheese and butter were next considered, and the conclusion reached was that the cheese was slightly more profitable, if the by-products were not considered. Taking these into the computation, a difference of one cent per hundred pounds in favor of butter was the result.

* * *

MR. J. A. RUDDICK'S ADDRESS.

Mr. J. A. Ruddick, Dairy Commissioner, of Ottawa, was next introduced. He spoke upon "The needs of the dairy industry."

Much had been said in recent years of the necessity for better dairy buildings. He regretfully admitted that the Canadian dairy buildings of our country were, on the average, the poorest in the world. The construction of curing-rooms was next discussed. The speaker was convinced that the cool-curing systems were most desirable.

Diagrams illustrating suggestions for curing-room construction were explaineh by the speaker. The air space has been abandoned in all modern cold storage buildings, and in its place has been substituted a filling of shavings. The space between the walls should be lined with damp-proof paper.

The erection of central storage warehouses was, in Prof. Ruddick's opinion, somewhat impracticable. The proposal was widely discussed, but the increased cost entailed in the handling of cheese would be too great for the successful working out of this system. A system which had engaged his attention was the erection of a receiving station at Montreal, where auction sales might be held daily. There was certainly much room for improvement in the present system of disposal of the cheese.

Probably the most important feature of the meeting on Friday was the presentation of the report of the committee appointed to secure information as to the advisability of licensing cheese and butter factories. It was as follows:

"We, the committee appointed by your association to gather information and report upon the advisability of licensing cheese factories and creameries in the Province of Ontario beg leave to report that in our opinion, while the dairymen of Ontario may not yet be prepared for such a measure, we believe that a thorough measure of sanitary inspection of cheese and butter factories and dairies is in the interests of the dairymen of Ontario absolutely necessary, and this association would most respectfully petition the Government of Ontario to provide such legislation as may be required to insure our cheese factories, creameries, and dairies being kept in a clean and sanitary condition, with a pure water supply.

"J. R. Dargavel,
"H. Glendenning,
"R. G. Murphy,
"Committee."

Mr. Dargavel, commenting upon the provisions of the resolution, very strongly urged the necessity of placing sanitary inspection under government control. He felt that no local effort would be effective; what was required was a thorough and unbiased inspection.

The resolution was passed unanimously.

* * *

J. W. MITCHELL, B.A.

Mr. J. W. Mitchell, B.A., superintendent of the Dairy School, Kingston, was the first speaker at the morning session. He gave a most interesting talk upon "Creamery butter making."

While we fell off slightly in our exports of cheese last year, this was more than compensated for in the butter industry. He gave some statistics which, when analyzed, are of a most gratifying character. Speaking with regard to the butter industry, he said that our total exports of butter last year had aggregated almost 8,000,000 lbs., the total production being 48,000,000 lbs. The exports of 1905 had exceeded by 80,000 packages those of 1904, and by 225,000 packages those of 1903. The price conditions had been equally satisfactory, 3½ cents per pound being the average increase over 1904. The prices in the two respective years had been 21½ cents and 18 cents per pound.

As an illustration of the progress made, the speaker instanced the case of twelve creameries in Eastern Ontario, of which the output had been in 1905, 1,280,000 pounds, which represented an increase of 300,000 pounds over that of the previous year.

Mr. Mitchell next turned his attention to a discussion of the best methods to employ in order to secure an improvement in the quality of the butter. He urged the necessity of cleanliness.

He advocated the use of the acid-meter test. Its simplicity and general excellence made its use desirable. The quality of the cream in recent years has shown a decided improvement over that which formerly prevailed.

The better results now being obtained in the butter industry the speaker attributed to the present prompt shipment from Montreal. He advised the pasteurization of cream in the Winter months.

Mr. A. W. Woodard.

Mr. A. W. Woodard, official referee, Montreal, gave one of the most interesting talks of the morning. His principal theme was the best conditions for the cure of cheese. A source of considerable trouble was the fact that in many instances the boxes in which cheese is shipped are frequently too low, the result being that the cheese, when packed on top of each other in the warehouse or on board ship, frequently became disfigured before their arrival in England. We can make, Mr. Woodard asserted, as good butter in Canada as in any other country in the world.

The speaker next dealt briefly with the loss entailed through defective or "under-grade" cheese. There were last year 154,000 boxes under first grade. The greatest loss in this respect was in the hot weather of July and August, when 45 per cent. of the defective cheese had been "acidy" and sour, and of these, 20 per cent. had been third grade. The loss from this was entirely to the cheese maker. If it could be arranged that a fair proportion of this loss would fall upon the patrons, the result, he felt, would be beneficial.

Other speakers present covered much the same ground as those mentioned. The proceedings were enlivened from time to time by a deal of animated questioning on the part of the audience.

The convention reached a conclusion on Friday afternoon, after what may, without exaggeration, be classed as the most important gathering in its history. From the viewpoints of the milk producer, the manufacturer and the exporter alike, was the convention a decided success, and that it will prove pregnant with results is an assured fact. Every possible aspect of the dairy industry has been discussed intelligently and minutely. The speakers have included the foremost men in the dairying industry in the Dominion, and the views and principles enunciated in the course of the discussion abounded with suggestions which can scarcely fail to result in improved conditions in all departments of dairying.

The election of officers took place before the meeting closed. Mr. Derbyshire was re-elected president amid much enthusiasm. He wanted to retire and allow Mr. Dargavel to step up to the position, but the convention would not hear of it. The officers elected for 1906 are: President, D. Derbyshire, M.P., Brockville; first vice-president, John R. Dargavel, M.P.P., Elgin; second vice-president, G. G. Publow, Kingston; third vice-president, T. B. Carlow, Warkworth; fourth vice-president, J. H. Singleton, Newboro.

Directors—Ed. Kidd, North Gower; William Eager, Morrisburg; Levi Patton, Brockville; James Whitton, Wellman's Corners; Alex. Hume, Menie; Henry Glendenning, Manilla; hon. director, T. D. Young, Central Smith; secretary, R. G. Murphy, Brockville; treasurer, John R. Dargavel; auditors, Morden Bird, Stirling; F. W. Brenton, Belleville.

MONTREAL BROKER MARRIED.

Mr. C. Fairall Fisher, who has been connected with Mr. J. W. Windsor, Montreal, for some seventeen years, journeyed "down to the sounding sea" on Wednesday, 10th inst., and Charlottetown, P. E. I., was the scene on the 11th inst of the marriage of Mr. Fisher to Miss Alberta Smith, daughter of Mr. and Mrs. Richard Smith, of that city. After the ceremony Mr. and Mrs. Fisher left for the balmy orange grooves of Florida, where amidst sunny skies and waving palms the honeymoon will be spent. On their return the young couple willl take up their residence in St. Lambert. The Grocer wishes "bon voyage" through life.

POINTERS FOR THE INDUSTRIOUS CLERK.

AMERICA LEADS THE WORLD IN ART OF SELLING.

By Delia Austrian, in Workers' Magazine.

"The last few years have shown the greatest strides in industrial and commercial life the world ever has known," says Kendall Banning, an authority on modern business methods. "Nowhere is this growth and prosperity more evident than in the large retail stores. They represent wonderful achievements over the small country store where people went both to shop and gossip."

These merchants all declare that this industrial advancement lies in the improvement of modern business methods. It is the ingenuity that exists in the Western Hemisphere that has accomplished it. This includes the two qualities—adaptability and the power of imitation. General Early once said: "The secret of military success lies in an ability to get there with the most men and get there first." This same fact holds good in business. Many owners of great stores have been pioneers—they saw the growing needs and set out to satisfy the wants.

Wanamaker Pioneer of Reform.

Such a man was John Wanamaker, the owner of the first large retail stores. In the early '60s business was conducted along these lines: Men began to work at 6.30 and continued until 7.30, except on Saturday nights, when the stores closed at 11.30. There was no settled selling prices for goods; there was an asking price and the most persistent haggling often took place until some price was agreed upon.

Wages were as unstable as prices. In the making of clothes wages were seldom paid to the working people. The fortnightly payments usually came in groceries, coal, and orders on which the manufacturer had his percentage. The only two things that were plentiful were ideas and plans.

Wanamaker was the first merchant to make sweeping reforms. He said: "We shall give cash payment to workpeople on the completion of their work, and we shall shorten their hours. We shall not have two prices—only one—and lastly we are willing to take back anything sold and return the money."

He and the other retailers who adopted these new ideas said: "Our times demand higher business standards. In the planning and systematizing of our business we shall aim to do things better than they have ever been done. We shall try to eliminate error; work to please as well as to market our wares. We shall give the best goods at the lowest prices possible."

Create New Business System.

They nailed up flags with the stars of their early experiences and the stripes of new colors in business practice. They created a new system, thus helping consumption, economic distribution, and making themselves an educational factor. They knew that they benefited people by treating people courteously before they reach the store, giving them helpful information in a form respectful to their reason. They were bettering economic distribution by reducing prices without reducing qualities. They were making themselves an educational factor by the confidence they were winning from customers and by cultivating the popular taste.

Good Leader Seeks Good Followers.

The successful merchant not only sees new conditions and knows how to meet them but he gathers men about him who also have these talents. For a fountain cannot rise higher than its source, and a leader to be successful needs good followers.

Said one of the managers in one of Chicago's largest stores: "The successful business man makes a still hunt for men possessing the powers of initiation and adaptability. I do not want men working for me to whom I must say, 'Now do this and then do that.' I am looking for men who can carry out ideas and improve on the ones I suggest. To be sure they must be systematic, but must have the judgment necessary to distinguish the essential from the non-essential. They must recognize the due proportion of things along with the size.

"I want as head of my departments men who can see when our employes need training in business methods and will organize such schools. I want men who, when they see how the comforts of our patrons are being slighted, will better the conditions."

But the power to meet conditions is as important to the successful business man as that of initiation. Each day the managers or the heads of departments, and even the clerks, have problems to solve and they must be solved quickly and with judgment. This is true when the powers of people are tested.

The experiences and ideals of our cussessful retail houses are not the accomplishment of chance, but of superior intelligence and ingenuity—the power to foresee conditions, and to solve problems in a hurry.

MIND YOUR OWN BUSINESS.

Common as this expression — "Mind your own business"—has become, there are still many persons who do not seem to know how to apply the principle which it suggests to the most ordinary affairs of life. To mind your own business means that you must cease prying into other persons' affairs, but that is not its only meaning. You may not be a busybody, and yet be one of those individuals who do not mind their own more important lesson, a far more suggestive warning.

It is one of the rarest things in the world to meet a man who is really capable of attending exclusively to his own affairs; a man who can do the work that he is told to do without bothering his superiors with worthless suggestions or worrying himself into a state of utter dissatisfaction with the world because some other individual receives a larger salary than he does.

The successful worker is the man who does not keep the question of wage continuously in mind. If he is employed to perform a stipulated task he goes about it as if that was the only object in life for him, and he finally succeeds in finishing it properly. The man who is always thinking about the small price that he is to be paid for his work is almost certain to make a botch of it. The man who is fearful that he will give his employer too much time and labor in return for the wage he receives, too often ends in cheating the man who hires him by giving him inferior workmanship. The successful man is the man who doesn't spend his time thinking about his wages. If he has made a bad bargain in accepting the terms of remuneration that were offered him he simply makes the best of it until he can find an opportunity to better himself. He does not spend the hours in which he is supposed to be at work moping about and kicking because his pay is no larger. He does the very best work that he is capable of performing just as long as he remains in that position, and his reward, eventually and inevitably, comes.

Having an opportunity to talk with one of these "successful men" a few days ago, I took advantage of the opportunity to ask him how he had succeeded in obtaining a position that brought him such a princely salary, and he promptly told me that he had no doubt but that he owed his success entirely to his method of attending to details.

"When I came to work for this firm it was as an office boy," he said. "My father had taught me that no work could be 'done' until it had been properly done. As the result I made up my mind that I would do all my work properly, and I tried to live up to that mark. My wages were three dollars a week then, but that did not trouble me. When I was told to do anything I did it just as carefully as I could do it, and if the result did not suit me I did it over again. Some of the work was very distasteful to me, for I had been brought up in a nice home and did not know how unpleasant some menial tasks could be until I went to work, but I did not worry my employers with any complaints. If I was told to wash the windows, or clean up some kind of a dirty mess, I took pains that those windows, or that floor, should be so clean that everybody would notice it, and, by-and-by, I didn't have to do such things any more, and I haven't done them since."

This is the story of one man's experience, but it is applicable to every one of us, for any man who will mind his own business and mind it properly may comfort himself with the assurance that his reward is sure to come.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

CRITICISM OF McHENRY'S NEWSPAPER ADVERTISING

Seven newspaper advertisements come for review from McHenry's, Brockville, the work of J. H. Saffney. Two of the best are reproduced.

* * *

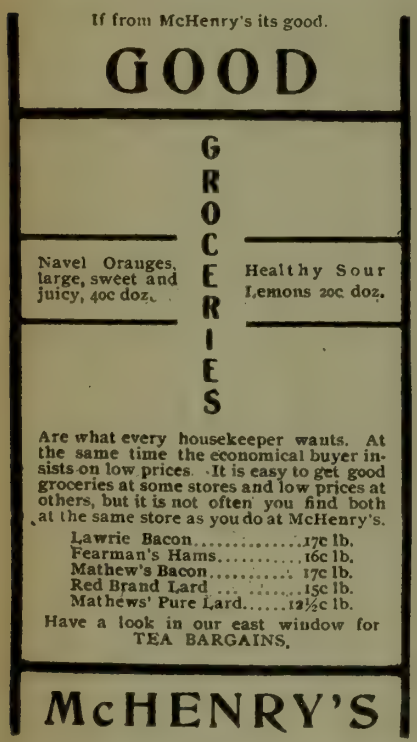
There is a certain similarity between McHenry's advertising and that of T. A. Rowat & Co., London, whose work was reviewed in this department some weeks ago.

* * *

The chief difference is that McHenry's ads are more distinctive in design but less distinctive in composition.

* * *

Mr. Saffney is a facile writer, but sometimes he is rather effusive. There is an instance of this in the ad headed


If from McHenry's its good.
GOOD
GROCERIES
Navel Oranges, large, sweet and juicy, 40c doz.
Healthy Sour Lemons 20c doz.
Are what every housekeeper wants. At the same time the economical buyer insists on low prices. It is easy to get good groceries at some stores and low prices at others, but it is not often you find both at the same store as you do at McHenry's.
Lawrie Bacon.....17c lb.
Fearman's Hams.....16c lb.
Mathew's Bacon.....17c lb.
Red Brand Lard.....15c lb.
Mathews' Pure Lard.....12½c lb.
Have a look in our east window for TEA BARGAINS.
McHENRY'S

"Lunch Tongue." When dealing with concrete particulars Mr. Saffney writes clearly and forcefully.

* * *

I think it would be better if the street address, etc., appeared in McHenry's ads. I think the points I brought out in last week's talk when discussing special sales announcements might apply here too.

* * *

The phrase, "If From McHenry's it's Good," is attractive, and serves to fix the name upon the mind. Of course the phrase is not original, nor is it in substance confined to one grocer.

The "Good Groceries" ad here shown is irregular in makeup, and in that respect scores a point. The reader's eye is attracted by the horizontal and vertical arrangement intermixed. But the ad could not be called a balanced one. There is an excess of detail in the lower portion.

* * *

"Lunch Tongue" ad is neatly set and spaced, and the panel work is appropriately conceived. The introduction to the ad proper is overdone considering the size of the total space. This ad is distinguished from the other six in that the designation "R. C. McHenry & Co." is to be found at the close. In the other ads there is just "McHenry's."

* * *

"Christmas Groceries and Candies" shows careful preparation and a good conception of arrangement. The typography is chaste and every word stands out clearly. Mr. Saffney appears to be at his best when tied down to details.

* * *

"Tea Bargains" is too solid. The general talk about tea could easily be omitted and the space thereby gained be used to lead the matter. The items themselves are businesslike.

* * *

In "Where to Secure Pure Wines and Liquors" Mr. Saffney starts to paint a picture and then leaves it. Statements are made, arguments are advanced, but the ad is not "particular." "McHenry's" should have been worked in after the reader was led on to believe in reliability, etc. It was an error somewhat similar to this that I pointed out in Rowat's advertising. Writers should never allow sentences to get ahead of them.

* * *

A neat design is employed in the "Easy Buying" ad and no doubt in the newspaper it was attractive. The chief fault of the ad is a paucity of details. "New figs," etc., should have been set in black-face type.

* * *

Mr. Saffney fares better in "Tea" than in "Tea Bargains." He gives more facts and fewer explanations, as it were.

* * *

McHenry is an enterprising advertiser and his attitude on publicity matters is to be commended. He evidently has confidence in the efficacy of the press, for in many instances he gives as much as fifty lines to a single theme—tea, wine, lunch tongue, etc.

* * *

McHenry's advertising is poignant and persistent in tone. But to know one of the ads. is to know them all. McHenry's ads are different from others but virtually they are all alike themselves.

* *

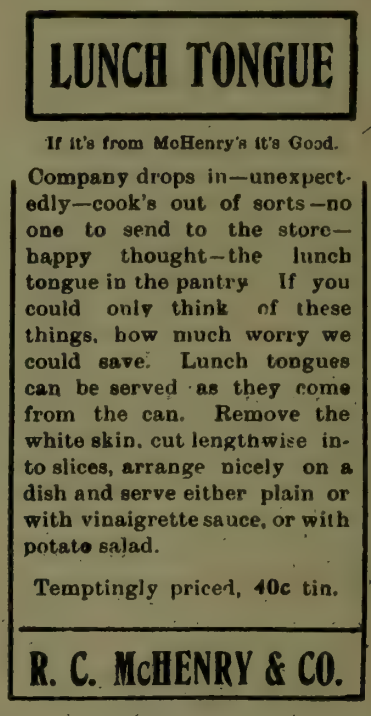
There is always the same prolix reasoning, appeals along the line of general necessity, and more or less unsubdued ostentation. The heart-to-heart talk is missing where one would expect it, and, strange as it may seem, little is left to the reader's perception.

* * *

Mr. Saffney writes too much from the manufacturer's viewpoint. He forgets he is not called upon to deal with elementary principles. The fact that people drink tea is always assumed; the suitability of lunch tongue for "quick lunches" is understood. It is the maker's duty to educate the public. The retailer merely supplies their needs.

* * *

Because a grocer sells more bulk than packet tea is no reason why he should


LUNCH TONGUE
If it's from McHenry's it's Good.
Company drops in—unexpectedly—cook's out of sorts—no one to send to the store—happy thought—the lunch tongue in the pantry If you could only think of these things, how much worry we could save. Lunch tongues can be served as they come from the can. Remove the white skin, cut lengthwise into slices, arrange nicely on a dish and serve either plain or with vinaigrette sauce, or with potato salad.
Temptingly priced, 40c tin.
R. C. McHENRY & CO.

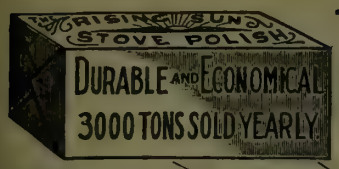
expend money advertising the former. Other grocers are apt to get some of the benefits.

* * *

Neither is it necessary that a retail ad should be breasted up on what might be called abstract argument. There is no space so cheap that it is not valuable, and the public are usually more inclined to read "particulars."

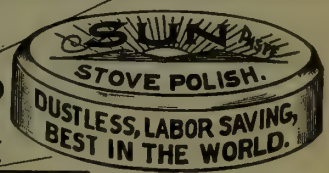
* * *

As briefly noted elsewhere, McHenry's ads are strongly designed. In that respect they will do good service. In this department I have said enough about type and the art preservative for



THE WELL KNOWN AND RELIABLE CAKE. & SUN PASTE STOVE POLISH TINS GUARANTEED TO THE TRADE

RISING SUN STOVE POLISH



ANOTHER DAMAGE SUIT—**Dangerous liquid stove polish brings more trouble to dealers.** The daily papers report the filing of a suit in Nashua' N.H., against the C. R. Pease Co. of that city, by Miss Minnie E. Cunningham, also of Nashau, who alleges that she was severely burned while using liquid stove polish which she claims to have purchased at the store of the defendents. It exploded with the usual results.
Remember, **RISING SUN** Stove Pol sh and **SUN PASTE** Stove Polish are now and always have been absolutely safe under all circumstances.

MORSE BROS., PROPS., CANTON, MASS., U.S A.

most grocers to understand by this time that "any style" will not do.

* * *

Ad-writing, also, is not an easy thing, though there are a number of people who think it is. An American millionaire is credited with saying that "any person can write a book, but it takes a man of skill to write an advertisement." The case is here put strongly—too strongly—but even such strong statements ought to impress every compiler of the store news with the necessity of going slowly but surely.

* * *

It is a good rule to be your own critic in ad-writing. Whenever possible pigeon-hole your ads for a few days. One often sees things from a different standpoint after the lapse of twenty-four hours. The blue pencil sometimes does noble service.

* * *

Just here I might make the request that advertisers send in their specimens in duplicate and in the best condition possible. A compliance with this suggestion will help in the work of criticising and reproducing.

A. A. B.

NO CHANGE IN MIXED CARLOTS.

The boards of trades of the west have won their contention against the Canadian Manufacturers' Association, touching the proposed revision of the carload freight schedule and the restoration of old rule 2.

Secretary Patterson, of the Calgary Board of Trade, has received a communication from the Railway Commission, in which it was stated that the schedule could not be changed, except perhaps in some minor instances that would not interfere with the existing scheme of freight transportation in Canada.

The complaint against the carload schedule arises in the small towns which desire to trade directly with the manufacturers and ignore the recognized distributing centres. The same rate is not made on a car of mixed merchandise such as hardware and sugar, as on a car of sugar under the present schedule.

Few retailers can handle a full car of sugar, but it would be possible for a grocery representative, a hardware drummer and a shoeman to travel over a given territory and sell directly to retailers, giving them a very cheap rate on a full car of mixed stock. Therefore, the Manufacturers' Association urged the railroads to make the same rate on full cars of mixed goods as for full cars of single lines.

The boards of trade, all over the west especially, resisted this motion on the theory that recognized distributing centres for wholesale were an absolute necessity to the trade of the Dominion and a recognized factor in commerce, and this new classificatoin would result in infinite confusion.

USEFUL YEAR BOOK.

"Surety Sayings" is the title of a convenient red cloth-bound year book, issued by the United States Fidelity & Guaranty Company, of Baltimore, Md., for which A. E. Kirkpatrick is Canadian manager with office at 6 Colborne street, Toronto. The book provides a blank page for every day of the year at the top of which appears a quotation, each quotation makes a pointed allusion to the surety business. Occasionally a cartoon is inserted with the same object. The book is about as clever a production in its line as could be imagined.

TARIFF POLICY IN P. E. I.

They have a perfectly clear and intelligible tariff policy in Prince Edward Island. They are not divided into the farmers' class or the manufacturers' class. They ask for higher duties on the staple products of the Island, so as to ward off undue competition by the United States, and lower duties where the consumer has to import.

The Tariff Commission was invited to consider lower duties generally for the farmers' benefit, but not to forget higher duties on starch, oatmeal, corn, cornmeal and pork.

This policy is sometimes called protection, but the Islanders are wise in giving it no name, leaving the Government to accede to their wishes, while describing it as free trade, tariff reform, adequate protection, or anything suited to the occasion

NOW'S THE TIME

to sort up your stock of

JAMES' DOME BLACK LEAD

The demand for this Stove Polish is greater than ever.

WORKS WELL PAYS WELL SELLS WELL

W. G. A. LAMBE & CO., Canadian Agents.

JAVA RICE

SACKS, 224 LBS. ASK FOR SAMPLE AND PRICE

THOMAS KINNEAR & CO.

Wholesale Grocers - - TORONTO and PETERBORO

UPTON'S

Orange Marmalade, Jams and Jellies

have the call for the very good reason that they are made right and taste right.

THE

T. UPTON CO.

LIMITED.

Monthly Account Binder.

"We are more than pleased with it. It saves us a very great deal of work and worry. We would not go back to the old way for a great deal more than the System cost us."

The above testimonial is from F. J. & C. G. Hamilton, Port Credit, about our Monthly Account System which they adopted some time ago. It speaks for itself.

Write Us for Information.

The Rolla L. Crain Co.

LIMITED

OTTAWA, Canada

TORONTO OFFICE	-	18 Toronto St.
MONTREAL OFFICE	-	74 Alliance Bldg.
ST. JOHN, N.B.	-	Schofield Bros.
WINNIPEG, MAN.	-	Sylvester-Wilson Bldg
VANCOUVER, B.C.	-	White & Bindon

Mention this Paper.

NEW COMPANIES INCORPORATED.

Provincial charter has been granted to McLarens', Limited, to manufacture, prepare, grind and roast, buy, sell, and deal in coffees, spices, baking powders, flavoring extracts, jelly powders and other goods and articles, the head office of the company to be at the city of Hamilton. The share capital of the company to be two hundred thousand dollars, divided into two thousand shares of one hundred dollars each. The provisional directors of the company to be William Humphrey McLaren, John Inglis McLaren, Robert Murray McCheyne Moneur and Campbell Leckie.

Provincial charter has been granted to the Couch & Schneider Company, Limited, to carry on the business of a general merchant. The share capital of the company to be forty thousand dollars divided into four hundred shares of one hundred dollars each, the head office of the company to be at the town of Mitchell and the provisional directors of the company to be Richard Thomas Couch, John Benjamin Schneider and John Chappel.

A SERIOUS FAILURE.

On Thursday evening, the 4th inst., F. M. Scott, former merchant and dairyman, assigned to J. K. Dowsley. The failure is a big one and affects the whole district. F. M. Scott had several farm properties, four cheese factories and a butcher shop and butter factory in Prescott. He has been operating the lot since last Spring and did a big business with the farmers of the south ends of both Edwardsburg and Augusta townships. He purchased practically all the farmers' milk for the butter factory, paying about $2 a ton more than the cheese factories. All the farmers who patronized him are out two months' milk and some few are out more, having received checks for previous months which they neglected to cash. It is a severe blow to most of them and will have a general effect on business.

It is estimated that the liabilities will amount to about $40,000. The assets consist of four cheese factories, four farm properties, the Prescott stock and cattle. The Traders' Bank hold mortgages on one farm and on two or three factories, and there are lien notes on a good part of the machinery in the factories. The ordinary creditors are numerous and the farmers' claims alone will run up to about $11,000. It is thought the estate may pay ten cents on the dollar.

MOLASSES TRADE——

If you have been selling poor goods during the past year

Turn Over a New Leaf

Buy our "Barbados Special" in hf. bbls. or 3-lb. tins, and you will gain trade.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton**

STOCK TAKING

We have finished our annual stock taking, and have placed a large list of short lines of stock in the hands of our travellers to sell at specially reduced prices.

If you are looking for snaps or leaders, see their lists.

If they don't call on you write or call us up by phone.

James Turner & Co., Hamilton, Ont.

OIL.

How **ESSENTIAL** to get a **PURE OIL**

How **VALUABLE** to have a **PURE OIL**

How **PROFITABLE** to sell **Suaut & Co.'s**

Write for Price Lists to

J. RUSSELL MURRAY
6 St. Sacrament St., MONTREAL.

Sole Canadian Representative of Messrs. Mongert, Gagnoli & Co., Nice, Barri, Lucca.

KEEP UP TO DATE AND HANDLE

RED FEATHER

SPICES

ABSOLUTELY PURE. THE FINEST QUALITY MADE.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

BUSINESS CHANGES.

John Keefer, baker, Merlin, Ont., sold out.

J. L. Weber, baker, Montreal, Que., dissolved.

L. R. Belanger, grocer, Montreal, Que., assets sold.

Regal Cigar Co., Toronto, Ont., sold to S. L. Stein.

E. Leonard, grocer, Montreal, Que., has compromised.

Daragon & Picard, bakers, Montreal, Que., have registered.

E. Leonard, grocer, Montreal, Que., offering compromise.

Prout & Cheyne, tobacconists, Winnipeg, Man., dissolved.

Joseph Sauviat, general merchant, L'Islet, Que., assets sold.

M. J. Lavoie, general merchant, St. Anaclet, Que., assets sold.

Charles Young, tobacconist, Brockville, Ont., has assigned.

David Purdie, general merchant, Malvern, Ont., has sold out.

J. H. Elgie, general merchant, Dawn Mills, Ont., has sold out.

Nap. Bouthillier, grocer, Montreal, Quebec, assets to be sold.

R. W. Dryden, grocer, Moncton, N.B., sold out to E. Schurman.

Joseph Morand, grocer, Valleyfield, Que., demand of assignment.

Wm. J. Dodds, grocer, Caledon, Ont., has assigned to Wm. Rutledge.

J. W. Meloche, general merchant, St. Denis, Que., assets to be sold.

Perkins & Rands, general merchants, Lavenham, Man., dissolved.

Meloche & Co., general merchants, Thurso, Que., assets to be sold.

Louis J. Phaneuf, grocer, Montreal, Que., offering business for sale.

Sylvanus Wray, grocer, London, Ont., has sold out to Alfred Wray.

D. Ducharme, grocer and hardware dealer, Magog, Que., has assigned.

A. Desjardins, grocer and baker, St. Therese, Que., offering compromise.

Sauve & Huneault, bakers, St. Anne De Bellevue, Que., have registered.

(Est. of) F. G. Casey, general merchant, Balcarres, Sask., stock sold.

Chas. Choquette, general merchant, Village Richelieu, Que., has assigned.

H. W. Legare, general merchant, Labelle, Que., has consented to assign.

William White, tobacconist, Blind River, Ont., business advertised for sale.

B. Margolius, general merchant, Somerset, Man., has sold out to L .Goldstein.

Emery Lalonde. general merchant, The Brook, Ont., has offered to compromise.

G. Berube, general merchant, St. Pamphile, Que., V. E. Paradis appointed curator.

Fairfield & Co., general merchants, Rockland, Ont., stock sold at 67c. on the dollar.

Foulston Bros., general merchants, Birnie, Man., compromised at 75c. on the dollar.

McKerley & Co., grocers and confectioners, Montreal, Que., have dissolved partnership.

Frs. Bois, general merchant, St. Louis De Ha Ha Station, Que., has assigned to V. E. Paradis.

Jas. F. Atkinson, general merchant, McLeod's Mills, N.B., has sold out to S. E. Vaughan & Co.

Joseph M. Murray, tobacconist and fruiter, Port Colborne. Ont., has assigned to Henry Allan.

Knight & Graham, general merchants, Providence Bay, Ont., have assigned to Osler Wade, Toronto.

Hugh Allan, cheese, etc., Montreal, Que.; meeting of creditors was to have been on the 17th inst.

W. G. Pennington, general merchant, Cartwright, Man., has been succeeded by McCoullough & Bice.

Baker & Skelding, grocers and imple-

Tartan BRAND

OUR ANNUAL TEA SALE NOW ON

Some big values in all lines, also many snaps.

See our travellers or write for samples.

If in a hurry for goods phone 596.

BALFOUR & CO., Wholesale Grocers, HAMILTON, Ont.

Now's the season for

"PICKANINNY" Pancake and Buckwheat FLOUR

You can make more money selling "Pickaninny" than you can with all the other brands put together. —QUALITY COUNTS

2-lb. package retails at 10c.

A snap in FINNAN HADDIES 15-lb. boxes.

Mild cured—Nothing finer ever offered the trade.

Be sure to include a box or two with your next order—you'll make money on them.

Don't place your orders for

GEM JARS before receiving our quotations
OUR PRICES ARE RIGHT

THE EBY, BLAIN CO., LIMITED Wholesale Grocers, TORONTO.

ments, MacLeod, Alta., have changed style to MacLeod Supply Co.

Poirier & Co., grocers, Lachine, Que., assigned; meeting of creditors was to have been on the 17th inst.

W. G. Graham, baker, grocer, etc., Westboro, Ont.,; meeting of creditors was to have been on the 13th inst.

W. Johnston Walker, general merchant, Edmonton, Alta., has been succeeded by W. Johnston Walker & Co.

P. Mailloux, general merchant, St. George, Que., premises closed; Joseph Morin, of St. Joseph, Que., provisional guardian.

Cope & Thompson, general merchants, Creighton Mine, Ont., have assigned to Charles V. Price; meeting of creditors was to have been on the 19th inst.

BUSINESS PERSONALS.

Mr. Chas. H. Farnworth, Eastern Ontario and Quebec representative of the F. F. Dalley Co., Limited, Hamilton, was a caller upon the Montreal trade this week.

Mr. Geo. Fielders, representing Lever Bros., Limited, Toronto, was a caller at the Montreal offices of The Grocer last Saturday. Mr. Fielders says Sunlight soap is still shedding its comforting rays throughout the land.

Mr. Joseph White, who for the past five years has been representing the McAlpin Tobacco Co., Limited, Toronto, between Toronto and Quebec city, has joined the traveling staff of S. H. Ewing & Sons, Montreal. Mr. White will represent S. H. Ewing & Sons in the territory from Ottawa to Quebec and the Eastern Townships, covering both north and south shores of the St. Lawrence. As his personality is one well known to the trade in this district he will no doubt give a good account of himself for S. H. Ewing & Sons.

Mr. J. H. Gilbert, formerly with the Frontenac Cereal Co., Limited, Kingston, is now with S. H. Ewing & Sons and his territory will be in Western Ontario. Mr. Gilbert has had good experience on the road and is recognized as a pushing and energetic salesman.

Mr. A. W. McKenzie, Montreal representative of the Tuckett Cigar Co., Limited. Hamilton and Montreal, was visiting the company's head offices at Hamilton last week.

The case of Harold Lambe, commission merchant, Hamilton, is surprising the doctors. His spinal cord was fractured some time ago, and his lower limbs were completely paralyzed, but he is improving from day to day, and his friends have hope of his ultimate recovery.

Hugh Allan, wholesale produce merchant, member of the Montreal Board of Trade, and a well known business man, has disappeared, and it is thought that the tangled condition of his accounts is responsible for his absence.

Some months ago the cheese and butter warehouse at the corner of King and William streets, and occupied by Mr. Allan, took fire and was damaged to a considerable extent. An investigation by the fire underwriters was held, and it developed that Mr. Allan had made a claim for considerable more cheese han was warranted by the evidence at hand.

The last seen of Mr. Allan he was making his way toward Smith's Falls. He is supposed to have left Montreal over a week ago.

PRICE DEMORALIZERS.

This is a free country and every man who goes into business has a perfect right to demoralize prices if he wants to. But in the great majority of instances the price demoralizer is in the crawfish class before the other fellows are through with him. We can learn by the experience of others. It is undoubtedly due to this fact that the percentage of new merchants who think they can slash their way into trade is growing remarkably less. That is one tendency toward saner methods in merchandising. The public is quite wise. It accepts all of the goods the new merchant will offer below cost and buys the best of the order where it is sure reliable merchandise is being sold at sensible prices. A review of the price slashing campaigns yields very little encouragement to the man who is tempted to go into the slashing business. The day is here when we must win business on smoother methods than selling staples below cost. The merchant who cannot win business on these better methods is due for a shoot down the slide sooner or later.

Smoked Hams
Smoked Backs
English Breakfast Bacon
Rolled Bacon

With the close of the poultry season, smoked meats now in good demand.

Our Mild Cured Meats give best of satisfaction and are trade holders.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

MINCE MEAT

We are having a great demand for our Old English Mince Meat. Quality tells always and our customers say ours is the best on the market. We know you can buy mince meat at lower prices, but have you compared the goods?

There is only one way in which to make good mince meat, and that is to use the very best fruits, meats and spices. It won't be cheap mince meat but it will be good, and that is what we want to sell you. This is the season for it; put it on your counter and it will sell.

F. W. FEARMAN CO., LIMITED
HAMILTON

Brains Rule This World,
Packers with Brains
— at —
Grande Pointe
Manitoba
. . . Pack . . .

CORNED and ROAST BEEF
1 and 2-lb. Tins.
BONELESS CHICKEN
BONELESS TURKEY
1-lb. Tins.

WESTERN GROCERS support WESTERN INDUSTRIES

For sale by all Western Jobbers.
— PACKED BY —
THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA
NICHOLSON & BAIN Winnipeg, Man.
NICHOLSON, BAIN & JOHNSTON Calgary, Alta.
Sole Western Sales Agents

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market remains unchanged. New business is very limited at present, but holders remain firm in their views, as the available supplies are considered so light that there may be a shortage under any ordinary consumptive demand before the new season's goods can reach the different British markets. However, meanwhile the demand is anything but brisk, and while all other British markets are reported firm at unchanged prices, the cable report from Bristol actually shows weakness and prices are quoted 1s. lower.

But the recent sharp demand and large shipments of cheese would naturally fill the momentary requirements of the trade and a lull may reasonably be expected until stocks in the United Kingdom show a further material reduction, when a renewed demand may be felt and prices may still be forced higher.

The convention of the Eastern Ontario Dairymen's Association was this year held at Peterboro. The large attendance made it interesting and successful. The president, Mr. D. Derbyshire, M.P., of Brockville, opened the meeting of the association with an able address, reviewing the production of cheese and butter during the past season, which was a particularly prosperous one for the farmers, and urging upon them further improvements and vigilance, not only to hold the position obtained for our dairy products, but to improve and increase the demand by producing only first-class quality.

Many able and interesting speeches followed. Mr. J. H. Grisdale, of the Experimental Farm, Ottawa, spoke on the subject of individual cow testing in order to grade up a dairy herd to a high standard of production. The Dominion Dairy Commissioner, Mr. J. A. Ruddick, spoke of the advantages of "cool curing cheese."

Mr. G. G. Publow, the chief dairy instructor for Eastern Ontario, presented a report of the syndicate work in Eastern Ontario during the past season. The number of factories that had received instruction was 632, with a total number of patrons of 28,241. Great progress had been made regarding the handling of milk on the farm, and also in the sanitary conditions of the factories. In milk supplied to the factories there had been considerable bad odor from different causes, principally from the feeding of turnips to the dairy cows. The number of fermentation tests during the season was 65,681. On the whole the quality of cheese manufactured in 1905 was above the standard of the cheese made in previous years. Mr. Publow made a comparison between the inspected cheese from syndicate factories and those from factories not under the supervision of the dairy instructors. While they had about 314 of the factories in Eastern Ontario, only about one-quarter of the rejections came from syndicated factories.

Mr. W. A. Woodard, the official referee at Montreal, gave some of his observations regarding the cheese which passed under his notice at Montreal during the past season. A noticeable defect was in the boxing of the cheese. Boxes of inferior quality were used, with the result that they were badly broken when they reached Montreal, and were totally unfit for the long trip across the ocean. Mr. Woodard referred to the excellence of the butter which he had inspected. Canada, he said, could produce as good butter as any country in the world.

Mr. J. W. Mitchell of the Kingston dairy school, spoke of the rapid development of the butter industry. Mr. Mitchell advocated the "gathered cream system." We beg to disagree with Mr. Mitchell on this point and may refer to this in some of our future articles. However, Mr. Mitchell urged on his auditors the necessity of the utmost cleanliness in handling the product of the dairy and in care of the separator and other utensils.

At a subsequent meeting of the board of directors it was decided that the inspectors of the association shall in the future be required to pass a written or oral examination before they can act in the capacity of instructors.

THE PROVISION SITUATION.

It cannot be said that trade has shown any improvement since our last. It is clearly evident that the pork packing industries are in a somewhat awkward fix at the present juncture. Trade will naturally recover itself very shortly and what will be the result is easy to see. With the export trade good and the large packing houses using all they can control to keep that market supplied, the home trade will have to suffer considerably, and the present dissatisfaction will spread to those packers who up to the present have been silent, and have not yet entered the arena simply because their trade has been kept going with local supplies.

There is a rather dark prospect for the pork packing industry if the present condition of things is allowed to continue. The importation of hogs is practically prohibited by a duty of $1.50 per cwt., which means either the farmer must raise more hogs or the packers must be permitted to get their raw material elsewhere, else the packing industry will surely decline.

It is arrant nonsense for the farmers to accuse the packers of combining to depress the price of hogs. The facts are against those who make such a charge.

Instead of grumbling and making unfounded charges against the packers, the farmers would be better employed in raising the raw material for the packing factories. Even if a large increase in the supply were to depress prices somewhat, the margin of profit would still be large enough to make it worth their while to go into this branch of farm work more extensively.

At the present moment, however, and whilst the packers are waiting the revival of supplies, it looks as though not only will packers have to face their difficulties, but the public will have to face greatly inflated prices.

OUR LONDON LETTER.

By Our Own Correspondent.

The position of the cheese market, particularly as regards Canadian, is very satisfactory, and good business is reported for the past week. The public consumption is apparently slightly in excess of recent receipts, and prices are consequently firm. The choicest lines of Canadian white are making 64 to 65 shillings per cwt., and colored 65 to 66 shillings. Prices for New Zealand cheese, for which there is a ready sale, although supplies are very small, are one shilling lower than for Canadian. Between 10 and 11 shillings more is being asked and realized on both Canadian and New Zealand cheese this year than at the same time last year. Taking London, we find that 65,156 boxes of Canadian cheese were received between November 30 and January 3 at the Surrey Commercial Docks, which receive practically all the cheese that comes to this market; we also find that, whereas in November the stocks held in warehouse at the docks were 152,958 boxes, on January 4 they stood at 114,782 boxes. This will show that the demand has been somewhat heavier than the supply. As a matter of fact supplies of Canadian cheese were not very plentiful during the middle of December.

It is worth mentioning, in passing, that there was a little American cheese offered at this time last year at 50 and 51 shillings, but nothing this year. There was a time when the United States had a small share of the cheese business, but it was never much, and gradually disappeared. Australia also once tried to build up a cheese trade with Britain, but the effort was futile.

There is a rumor which, though it requires confirmation, is worth noting, that New Zealand cheese is going to run short. The domestic supply also goes rapidly into consumption.

One cannot help saying that it is a pity Canada cannot spare any butter for export to this country at the present moment. The market is very firm indeed, Australian and New Zealand butter selling well at from 114 to 118 shillings for choicest parcels, and 108 to 112 for finest. There are no prospects, as far as can be seen, of any falling off in values, and any supplies of Canadian origin would be certain to realize good prices.

The retail butter trade have advanced prices a further penny, butter, which is really shilling quality, now being sold at fourteen pence. Even the daily papers, which as a rule do not concern themselves with such topics, have in various instances referred to the shortage of butter and the high prices prevailing.

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

The provision market maintains its strong tone. Packers complain seriously of the extreme difficulty in obtaining live hogs and considerable complaint is heard against the recent decision of the Minister of Agriculture in prohibiting the importation of American live hogs. Prices to-day are from 7c to 7¼c per lb. off cars. There has been a strong advance made in the price of pure lard and compound lards are also much higher, as will be noted by our price list below.

We quote :

Lard, pure tierces		0 10½
"	56-lb. tubs	0 11
"	20-lb. pails, wood (10½)	0 11¼
"	cases, 10-lb. tins, 60 lbs. in case	0 11½
"	" 5-lb. "	0 11¾
"	" 3-lb. "	0 11¾
Lard, Boar's Head brand, tierces, per lb		0 07¾
" " ½-tierces, per lb		0 08
" " 60-lb. fancy tubs		0 08
Cases, 20 3-lb. tins, per lb		0 08¾
" 12 5-lb. tins "		0 08¾
" 6 10-lb. tins "		0 08½
20-lb. wood pails, each		1 65
20-lb. tin pails, each		1 55
Wood net, tin gross weight—		
Canadian short cut mess pork		$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Breakfast bacon, per lb		0 14
Hams	0 12½	0 13½
Extra plate beef, per bbl	11 50	12 00

Butter.

The demand for butter during the week has been light and foreign inquiries are also few. The continued mild weather has had an effect of weakening the market somewhat, and as supplies are fairly liberal, particularly of fresh made creamery, dealers are expecting poor business. Good to fine creamery is quoted 22c to 23c, fresh dairy in tubs 20½c, in rolls 21½c.

We quote :

Choice creamery	0 23	0 23½
Finest creamery	0 22½	0 23
Good to fine creamery	0 21½	0 22
Western dairy	0 20½	0 21
Manitoba dairy	0 19½	0 20
Fancy Townships		0 23½
Fresh dairy tubs	0 20	0 20½
Fresh rolls	0 21	0 21½

Cheese.

The cheese market is on the quiet side and little business doing. Cable inquiries are also few, but as holders are firm on this side, holding out for 13¼c to 13½c for finest makes, little business is being done in the way of export. Cheese men generally seem to be resting on their oars.

We quote :

Selected	0 24	0 25
Strictly new laid	0 30	0 32
Pickled and limed	0 20	0 21

Eggs.

The egg market has shown considerable weakness. Supplies are coming in from Western Ontario, where, owing to the mild weather, it is reported that hens have started laying. The price here in consequence of this report has receded considerably and cold storage stock are sold as low as 18c, with limed at 20c and select cold storage 23c, with new laid obtainable at 28c. This is quite a considerable drop from last week's quotations. The weather owing to its extreme mildness has been very disappointing to the trade, and unless firm cold weather sets in shortly a further weakening will no doubt have to be reported.

TORONTO.

Provisions.

There has been little activity since our last report. Trade appears somewhat slow in movement since the holiday closed. A good deal of dissatisfaction is still manifest in regard to the bonding privilege removal, and hope is still expressed that some basis of compromise may be established. In some few lines there is a tendency to firmness with slight advances on quotations. Dressed hogs show an advance of some 25c.

We quote :

Long clear bacon, per lb		0 10¾
Smoked breakfast bacon, per lb		0 14
Roll bacon, per lb	0 11	0 12
Small hams, per lb		0 13
Medium hams, per lb		0 13
Large hams per lb		0 12
Shoulder hams, per lb		0 10½
Backs, per lb		0 16
Heavy mess pork, per bbl		18 00
Short cut, per bbl		21 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb		0 10½
" tubs "		0 10¾
" pails "		0 11
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	6 50	8 00
" front quarters	4 50	5 50
" choice carcases	6 00	7 00
" common	3 50	5 00
Mutton	0 08	0 09
Spring lamb	0 10	0 10½
Veal		0 10
Hogs, street lots	8 75	9 00
" dressed, car lots	8 25	8 50

Butter.

There is no new feature to report. Arrivals continue to be satisfactory and many factories are well settled down to straight work. Prices show a decline of ½c off previous quotations.

We quote :

	Per lb.	
Creamery prints		0 25
" solids, fresh		0 24
Dairy prints		0 22
" in tubs	0 18	0 21
" large rolls	0 20½	0 21

Eggs.

Egg stocks are being drawn upon pretty freely, the new laid article is still scarce, although showing considerable improvement. Prices are showing easier by 1c to 2c.

We quote :

New laid eggs, per doz. (nominal)	0 24	0 25
Fresh " "	0 22	0 23
Pickled " "		0 21

WINNIPEG.

Butter.

The steadily increasing demand coupled with the short stocks has resulted in still firmer prices. The advance in the east has had its effect on local values. Prices to the retail trade are as follows :

Finest fresh creamery, in 56-lb. boxes	0 27
" " in 28-lb. boxes	0 27
" " in 14-lb. boxes	0 27
" " in 1-lb. bricks	0 29

Increasing supplies of an improved quality of dairy butter have resulted in an easier tone to the market and prices are now quoted at a decline of a cent under the previous week. A large part of the offerings are still far from the mark in the way of quality, but for the first-class article 19c per pound is asked.

Lard.

Prices are unchanged at :

Tierce basis, per lb	0 10¾
Small packages take the following advance :	
50-lb. tin cans, per lb	0 00¼
20-lb. tin pails, in 80-lb. cases, per lb	0 00¾
10-lb. " in 60-lb. "	0 00¾
5-lb. " " "	0 00¾
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00¾

Cheese.

Prices are a shade higher with a good demand for nearly all grades. We quote :

Finest Ontario, large	0 14
" Manitoba, large	0 13½
" " twins	0 14
" " small	0 14

Cured Meats.

Quoted as follows :

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 15
Backs, " " "	0 14
Picnic, " " "	0 09½
Hams, sugar cured, assorted sizes	0 13
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 09½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 14
" " breakfast backs	0 14
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 11
" " " smoked	0 12
" " " boneless backs	0 12
Shoulders " "	0 08½

BARREL PORK.

Heavy mess pork, boneless, per bbl	17 00
" " per ½ bbl	9 25
Standard mess pork, per bbl	16 50
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 04
" hocks, " 0 04

Eggs.

Prices are somewhat easier at 25c per dozen for fresh gathered eggs, delivered in Winnipeg.

ST. JOHN, N.B.

Provisions.

In barrel pork high prices are still quoted. Domestic stock is scarce. Mess pork continues higher than clear. In the latter there is a wide range in quality. Beef dull and unchanged. Pure lard still very high. Refined quite low and moving freely. Smoked meats are firm. Fresh beef dull and prices lower. There is a fair inquiry for lamb. Mutton has very little call. Veal is scarce and not in demand. Pork is high.

We quote :

Mess pork, per bbl	$19 00	$20 00
Clear pork, "	18 00	20 00
Plate beef, "	13 00	15 00
Domestic beef, per lb	0 05	0 06½
Western beef, "	0 09	0 08½
Mutton, "	0 05	0 06
Veal, "	0 07	0 08
Lamb, "	0 08½	0 09
Pork, "	0 09	0 09
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 11½	0 12
" " pails, "	0 12½	0 12½
Refined lard, tubs	0 08	0 08½
" " pails	0 08½	0 09

Butter.

Really good dairy butter hard to get. Western prices too high for business. There is no cheap butter.

We quote :

Creamery butter	0 26	0 28
Best dairy butter	0 24	0 25
Good dairy tubs	0 22	0 23
Fair "	0 20	0 20

Eggs.

Market is better supplied, though for so-called fresh eggs high prices are asked. Little change in the price of case eggs expected.

We quote :

Eggs, fresh	0 30	0 35
" case stock	0 23	0 24

Cheese.

Sales dull. Market is firm, stock is small.

We quote :

Cheese, per lb	0 13	0 13½

VANCOUVER, B.C.

In produce lines the butter market is upward in tendency, the rise in local fresh creamery noted last week having had a strengthening influence on the price of eastern, which may go up to 30c.

Cured meats, which are mainly from United States packers, have eased off a little, quotations now being 15c to 15½c for hams with bacon 1c higher.

Lard is 11½c to 12½c, according to size of package.

Fresh eggs, local production, remain at 40c, but continued fine weather improves the supply.

A PROSPEROUS TOWNSHIP.

The Township of Finch has the smallest area of any township in the United Counties of Stormont, Dundas and Glengarry, but it has sixteen cheese factories within its boundaries and five factories near the boundary lines in the adjoining townships to which farmers of Finch furnish milk. The dairymen of Finch will be paid (approximately) from $400,000 to $450,000 for their milk as patrons of the aforesaid fetories during the season of 1905.

POULTRY EXHIBIT FOR WINNIPEG

An enthusiastic meeting of the Winnipeg Poultry Association was held at the south fire hall, when arrangements were made for its first poultry exhibition. Committees were appointed to secure a hall and revise the poultry list. Another committee was appointed to draft and forward to all the merchants of the city a circular seeking help and cooperation toward extending the poultry industry locally. The astonishing statement went uncontradicted that nearly $100,000 went from the country annually, and an effort should be made to conserve this immense sum for local circulation.

It was further decided to increase the prizes in the case of the more popular varieties of the utility breeds. The opinion was expressed that prizes in some cases, such as the Black Plymouth Rocks, White Rocks, White and Buff Wyandottes, Buff Orpingtons and such utility classes as might attract large entries, should be greatly increased, both in value and number.

R. McLennan, a poultryman of Toronto, but now settling in the neighborhood, was heartily received, and briefly addressed the association on how things were done in Toronto.

The meeting adjourned to meet at 8 p.m. on January 24, when it is hoped definite plans and dates can be made for the forthcoming exhibition.

The exhibitors are grateful to the city council, and have great hopes of the Provincial Government doing something handsome for the association at its first annual venture.

CHANGE OF STARCH PRICES.

The Edwardsburg Starch Co., Limited, in issuing their price list for 1906, have made some slight alterations. A slight advance is noted in both No. 1 and No. 2 corn starch and Canada Laundry. These changes are, however, more in the way of adjustment than regular advance in prices, and the list now is better proportioned.

You Should Handle

Clark's Sliced Smoked Beef

Because every can is guaranteed to be of the first quality.

Because of its fine Flavor and Texture.

Because it will please your customers and a pleased customer is the best advertisement you can have.

Because it is canned by the most perfect and cleanly method known.

Because its price is within the reach of all.

GROCERS! GROCERS!

It's to your interest to order

Nicholson's Mince Meat

The people are asking for it. Good once, good always—that's NICHOLSON'S.

Don't let your stock of these goods run down:

N. & B. JELLY POWDER — N. & B. ICING POWDER
N. & B. PUDDINE — N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK

9 Jarvis St., TORONTO, ONT.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

SAUSAGE

Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

White Spruce
BUTTER TUBS
10-20-30-50 lb.
EGG CASES AND FILLERS

Order now, for delivery later,

it will **Pay You**

WALTER WOODS & CO.
Hamilton and Winnipeg.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

WINDOW AND INTERIOR DISPLAYS

THE WHITELAW CO., LIMITED, EDMONTON.

The illustration in this issue is that of an internal display of groceries and crockery, and speaks well for the push and go-ahead style of our more western cities.

The store is that of the Whitelaw Company, Limited, of Edmonton, Alberta, and has only been started a little more than a year ago. The arrangement of this store must have absorbed a good deal of thought, care, and ingenuity. No space appears to be lost which is available for display. The adopting of good sized, substantial shelving, above all others, provides an excellent display for canned and such like goods, which are not easily damaged by heat or exposure, besides which it utilizes space for storage of such goods, the space thus provided being sufficient for an ordinary grocer's stock, readily seen and easily accessible.

The show of crockery, etc., on the right of the picture is certainly one to be greatly commended, and appears to be so arranged that there is no excuse for careless breakages.

The show-case immediately on the right as the store is entered—a corner of which is shown in the illustration—adds greatly to the effectiveness of the store, keeping the higher grade china safe, clean and always attractive.

The grocery counter arrangement, too, on the left of the illustration, is well worth noting. No possible space for display is lost; the open-face counter forms a very fine and inviting display, and one well worth copying.

Altogether the interior forms an excellent illustration of how well a store can be arranged to combine utility of space, economy of labor and attractiveness of appearance. One feature of great importance is the arrangement of abundance of space in the centre of store. This is often lost sight of, and many otherwise well-ordered stores have a cramped appearance, and lack in attractiveness.

The store is 42x102 and has two large plate glass fronts, concrete cellar, electric lights, cash carrier system, silent salesman, hard wood floors, and in fact every facility for carrying on a first-class grocery business. Both the interior decorations and the windows show the hand of an experienced and up-to-date trimmer.

Interior display.—The Whitelaw Co., Edmonton, Alta.

MOVING OBJECTS IN SHOW WINDOWS.

Moving objects in windows invariably attract much attention.

In many cities in the United States moving objects in window displays have been all the go of late and the merchants who used them are extremely enthusiastic over the results obtained.

Watch the pedestrians on a prominent thoroughfare as they go along glancing or looking into the show windows. When they come to a window in which there is something in motion they all stop. Many will linger a long time.

A short time since a crowd was noticed standing in front of a Boston store. A basement window about 8 feet wide had been transformed into a mammoth bird cage, the interior arranged in a rustic manner. Small swings and sticks so arranged that they would move back and forth when birds alighted on them were arranged, and the birds, little prettily-feathered things, were flying about in lively style. There was plenty for them to feed on in the "cage," and there must have been as many as a dozen birds. It drew a crowd, and would anywhere.

Acrobats who do stunts in windows attract much attention. They are mechanical toys considerably smaller than Tom Thumb of old. In a drug store window not long ago the miniature image of a man, wearing a full dress suit, large "diamond," and silk hat, went through a continuous performance of turning around and then striking the plate glass window with a little cane he held in his hands. This striking the window made much noise. The thing was operated by a clock-work arrangement.

BUSINESS NOTES.

L. G. Thouin, grocer, Montreal, Que., deceased.

Jos. Lebrun, grocer, River Ouelle, Que., deceased.

A. C. Witham, confectioner, St. John, N.B., has been burnt out.

The Molsons Bank have opened a branch at Merlin, Ont.

Bank of Nova Scotia are opening a branch at Sackville, N.B.

A. E. Vallerand, glassware, Quebec, Que., burnt out, partly insured.

The Union Bank of Canada are opening a branch at Swift Current, Sask.

Bank of British North America have opened a branch at Alexander, Man.

The Canadian Bank of Commerce are opening a branch at Wetaskiwin, Alta.

Thomas G. Merritt, president Imperial Bank of Canada, Toronto, Ont., is dead.

Morris Michaels, tobacconist, Montreal, Que., stock damaged by water, insured.

Boivin & Grenier, grocers' specialties, Quebec, Que., stock damaged by smoke and water, insured.

The Canadian Bank of Commerce are closing branch offices at Sackville, N. B., and Canning, N.S.

The general store of Crawford & Co., one of the oldest and finest in Indian Head, was totally destroyed by fire recently. The loss will reach a total of $25,000, about half of which is covered by insurance. Several tenants who had apartments in the block had a narrow escape, and lost all their personal effects.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Bode's Gum Co., Montreal.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners Hamilton.
Essex Canning and Packing Co., Toronto.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk and Canning Co Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Cupon Co., Indianapolis, Ind.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Maconochie Bros., London, Eng.
Winnipeg Fish Co., Winnipeg, Man.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Millman W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson O. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
American Pure Food Co., Montreal.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co. Goderich.
McFall A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Ogilvie Milling Co., Montreal.
Sutcliffe-Muir Milling Co., Moosomin.

Grocers—Wholesale.
Balfour & Co., Hamilton.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Grocers Engineering Co., London, Eng.

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fittings.
Fletcher Mfg. Co., Toronto.
Walker Pivoted Bin & Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Crain, Rolla L. Co., Ottawa.

Malt Extract.
Sleeman, Geo., Guelph, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Cameron, J. McA., Vancouver, B.C.
Carman, Joseph, Winnipeg, Man.
Clift, Thos. B., St. John's, N.F
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle, C. E., Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McLauchlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co. Toronto.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thompson, G. B., Winnipeg, Man.
Thomson & Mathieson, Glasgow, Scot.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Ozo Mfg. Co., Montreal.
Paterson's—Rose & Laflamme, Montreal.
Suaut Co.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
James' Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Potatoes.
Hannah, R. W., Toronto.

Poultry and Cattle Food
Bate, H. N., & Sons, Ottawa.
Myers' Royal Spice Co., Niagara Fal s, Ont

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Dominion Salt Agency, London, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
The Duncan Co., Montreal.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville & Co., Winnipeg and Brandon
Ewing, S. H. & A. S., Montreal.
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Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Salada Tea Co., Montreal and Toronto.
Minto Bros., Toronto.
Mokara Mills, Montreal.
Todhunter, Mitchell & Co., Toronto.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.
Hugli, Albert, Toronto
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Sawyer Crystal Blue Co., Boston, Mass.

Wines, Liquors, Etc.
Sleeman, Geo., Guelph, Ont,

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Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Twine, Etc.
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An Exacting Taste

is hard for a grocer to satisfy, unless he carries Standard brands of high-grade groceries. For a great many years a discriminating public has chosen—above all others—CHASE & SANBORN'S HIGH-GRADE COFFEES.

Chase & Sanborn

The Importers, - MONTREAL

GREIG'S

WHITE SWAN

PREPARED

COCOANUT

We make the best Cocoanut in Canada—bar none. Cocoanut that is fine in texture, bright in color, good in appearance and pleasing in taste. Cocoanut that will satisfy the most exacting.

Then, too, it does not cost you any more—perhaps not as much—than inferior and poorly made Cocoanut.

Try a lot, and if all we claim for it is not abundantly proved—send it back at our expense.

Our **WHITE SWAN** guarantee is behind every pound.

Inquiries for samples and quotations are cordially invited.

The Robert Greig Co., Limited, White Swan Mills, Toronto

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN.
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

OFFICES

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MONTREAL - - - 232 McGill Street, Telephone Main 1255
TORONTO - - - - - 10 Front Street East, Telephone Main 2701
WINNIPEG - - - - 511 Union Bank Bldg., Telephone 3728, F. R. Munro
VANCOUVER - - - - Geo. S. B. Perry
ST. JOHN, N.B. - - No3 Market Wharf, J. Hunter White

GREAT BRITAIN—

LONDON - - - - - 88 Fleet Street, E.C., Telephone Central 12960, J. Meredith McKim
MANCHESTER - - - - - 92 Market Street, H. S. Ashburner

FRANCE—

PARIS - Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH - - - - - - Louis Wol, Orell Fussli & Co

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Great Britain and elsewhere - - - 12s.

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EASTERN ONTARIO DAIRYMEN'S ASSOCIATION.

The annual meeting of the above association, held at Peterboro, a report of which will be found in another part of this issue, closed its sitting on the 12th inst. after three days of most successful convention. Never before in the nineteen years existence of the association has there been held a convention of such unqualified success. The subjects treated were such as are of vital importance, and practically covered the whole ground with which the farmer, the manufacturer and the distributor should be conversant.

The importance of the export trade cannot be over estimated. Upon it really depends the commercial prosperity of the Dominion; without it, Canada would soon find her progress arrested and her finances demoralized. Canada's dairy produce is no mean part of that export.

It was with a good degree of satisfaction that we saw clearly manifested at the convention the very valuable work which the dairy commissioner and his staff of assistants are doing throughout the country. If the farmers will only take heed to the many pointers which were laid before them there would appear no valid reason why Canada should not soon become the greatest producer in the world of the highest grades of butter and cheese. As it is our produce stands high in the estimation of the European market. With the extra care and attention portrayed by the several instructors who took part in the proceedings, quality will be advanced, condition will be improved, and the packing for shipment will be more thoroughly done.

A point upon which great stress was laid by one speaker was the importance of quickly cooling the milk after milking, and in his remarks he very forcibly pressed this on the dairymen. He mentioned that much of the dirt which found its way into the milk at the time of milking was covered with infinitesimal animalculae which instantly commingles with the fatty properties of the milk, and were really the main feature in destroying the flavor and keeping properties of the finished product. The only cure for this was to quickly get the milk below 40 degrees, at which temperature they were inoperative and ceased to exist, but as much lower as possible. No amount of screening after the dirt has found its way into the milk would ever remove these microbes; the only two courses to be followed was either to prevent their getting in altogether or to quickly destroy them when in.

There are, however, chemical reasons as regards the milk itself why it should be rapidly reduced, and then maintained at a low temperature, and therefore the lower it was kept the better. Mr. J. A. Ruddick, the dairy commissioner, some time ago issued a report on this very subject strongly advising the laying in of plentiful supplies of ice by both the creameries and the farmers, and it is much to be hoped that this course will be adopted and that the result of this convention will be the perfecting of a system which has already done much towards building up the trade and commerce of our fair Dominion.

LOBSTER INSPECTION NECESSARY

Lobster fishing has been most successful this season. Weather conditions have been exceptionally favorable, and larger quantities have been shipped, one consignment of a thousand cases being despatched to Boston on one day recently. There are, however, serious rumors of dissatisfaction and Inspector Robertson was sent to inquire into the matter. It is understood that gentleman will make a report to Ottawa of great interest. It is said that there are many unsatisfactory features and that the only remedy is a sweeping inspection by officers from the first shipping place.

THE CALIFORNIA ORANGE MARKET.

The California orange market for the past few weeks has been in a demoralized condition, not so much in Canada as in the States, where, directly following the New Year, hundreds of cars of green immature fruit were thrown on the market, knocking the bottom out completely. The invariable remedy has been applied, that of closing the California packing houses for two weeks, which will give all markets a chance to clean up and regain their normal condition. This, coupled with the fact that the fruit now produced is very fine eating, and specially rich and sweet, will be a great feature in not only restoring, but increasing, consumption and create a renewed healthy demand. Oranges are running smaller this season than last, and the crop will also probably run 2,000 or 3,000 cars short of last year.

CHANGE IN BONDING SYSTEM.

New regulations of the Customs Department are making quite a change in the working system of bonded warehouses. Heretofore there were in the city of Montreal about ninety such warehouses, each paying a tax of $40 per year. But, as some of them required the services of an officer during the whole day, while others needed one for only an hour or two, this arrangement was considered unfair, and a new system introduced.

These latest regulations, which went into force last week, provide that warehouses which require the services of an officer during the whole of the day shall pay $480 per annum. In the smaller warehouses taxes are to be levied in proportion to the length of time daily in which an officer's services are required, based on a charge of $5 per month for a warehouse needing the attendance of an officer for one hour a day only.

Merchants in Montreal have been quick to see the advantages of this new scheme, and arrangements have been made by which a group of merchants having bonds in a district may have an officer to use as they see fit by paying the maximum tax.

Judging from the large number of applications for first-class bonds at $480 per annum which have already been received, it is anticipated that the annual revenue from this source will amount to nearly fifteen thousand dollars, as against thirty-five hundred under the old regulations.

DISHONEST POULTRY PACKING.

Our attention has been again directed to the matter of dishonest packing of poultry practiced by country shippers upon city merchants and provision dealers. Buyers find upon opening their cases or barrels of poultry that they are top-dressed with fine choice birds, while below are thin, scrawny goods worth about a third of the price paid for the lot.

The proverbial "big-apple-on-top" scheme seems to be practiced by country shippers with considerable success in the matter of shipments of poultry, if the number of complaints that are met with are any criterion of the case.

The department of inspectors appointed by the Government for the detection of fraud in the packing of apples and other fruits might be conveniently enlarged and authorized to deal with the improper packing of turkeys, chickens, etc. As it is, the trade are put to great loss and inconvenience by the present method, which gives many opportunities to shippers to impose upon the commission houses and dealers, and it is necessary that some action be taken by the trade to protect themselves.

It has always seemed to us a rather poor way of gaining the confidence of dealers by improperly packing and grading fruit, fowls, butter and other country produce, and under the conditions prevailing to-day of ready markets, prompt shipments, etc., it would seem better policy on the part of country shippers to pack honestly. The returns from the commission houses will in the end be better and the relations more satisfactory.

REPACKING AND GRADING JAMAICA ORANGES AT HALIFAX.

There is every prospect of establishment at Halifax of a large receiving and packing warehouse for Jamaica oranges and other West Indian fruits. The volume of business with Canada during the past few years has grown to such an extent, and the establishment of a proper depot in Canada has practically become a necessity. Jamaica oranges have been laboring under a serious disadvantage as regards grading of the fruit, and as the quality of same is considered by many connoisseurs superior to California, shippers and growers have felt that if the fruit were handled and packed in same way as Californias the trade would more readily take hold of them, as the loss by poor grading and packing would be done away with. The fruit would arrive at Halifax and be repacked and shipped from there to interior points, the saving of time in shipping would be considerably in favor of the Jamaica fruit, and the dealer would be sure of securing some clean stock.

It is expected that the steamship company now operating between Halifax and Jamaica will have arrangements completed for next season's trade.

CO-OPERATION INADEQUATE.

Co-operation is at various times suggested by some as a remedy for farmers and working men to use against merchants and manufacturers, but in America the producing sections of the community have never shown that they are able to hold together long enough to build up an enterprise sufficiently large to make its success certain. In Great Britain the co-operative movement is a powerful factor in the commercial world, but it gained its strength before the era of trusts and combines had been ushered in throughout the world.

But has the co-operative movement been of much value to the working class of the Mother Country? Charles E. Russell answers this question in Everybody's Magazine for November in his first instalment of "Soldiers of the Common Good." He clearly shows that co-operation, like trades unionism, is a purely selfish movement organized for the benefit of those "on the inside."

That he sees co-operation as practical under capitalism is inadequate to affect the real cause of poverty is shown in the following extract:

"The slums grow for all of co-operation, the slums and Mayfair, Whitechapel and Park Lane. The enormous estates are no smaller, the great fortunes gather their increment, surplusage and deficiency. Waste and want are exactly as before. Still unchecked in any way, greed accumulates and penury gnaws crusts and remainder old bones.

"In London are 129,000 registered paupers. What is co-operation to them? There are 1,500,000 persons that are practically starving. What is co-operation to them? There is a vast population that crawls about in sub-cellars and filth and misery unutterable. What is co-operation to these?

"In every English city, one-fifth of the inhabitants never know what it is to have enough to eat, never sleep in a decent bed, never know wealth nor decency, nor comfort. What is co-operation to them? Co-operation! They have nothing to buy; they have nothing to save. While the co-operators increase in numbers, steadily increase also the ranks of the paupers, the starving, the degenerate, the brutish, the prowling, and the slinking creatures of the East End.

"Are these the poor we are to have with us always? Not at all, not at all. They are the awful menace and the awful retribution of a system of civilization that must have in it something radically wrong. Wise men in England are under no hallucination as to the meaning of the gaunt, sickly forms that herd and doze about the greasy arches of Whitechapel.

"Royal commissions, appalled at the statistics of the increasing ratios of pauperism, insanity and disease, are laboriously trying to find a remedy for a monstrous and sinister evil against which co-operation avails nothing.

"For the truth is that, compared with the real disease that drags down England and threatens every other nation, co-operation works to save only those that are already saved."

Time spent in trimming a window is never wasted—if the trim is any good at all. Therefore do not think that when the clerk is fixing up a display that his time is being poorly spent. If he has any ability he is earning money for you—more, maybe, than when he is behind the counter.

CHANGE IN MAKE-UP.

On February 1st THE GROCER will inaugurate a new system of make-up which has become necessary to the proper development, and which it is expected will improve the appearance, of the paper, to the consequent advantage of reader, advertiser and publisher alike.

The change will be a development of the departmental idea that has proved so successful heretofore.

With the first issue of February all advertisements not connected with the special departments will be placed in the front and back of the paper, and thereafter no advertising will be placed between the advertising department in the front and the end of the markets. Nor, indeed, has any new advertising been contracted for in this position during the past two years, although the old advertisements have been continued as before.

This will give straight-away advertising followed by straight-away reading matter to about page 40.

This re-arrangement will necessitate a change in the position of some advertisers who have long had certain positions, but as the result will be to make THE GROCER a still better paper, we trust we shall have the co-operation and forbearance of our advertisers until the new arrangement be given a fair trial and its advantages fully recognized.

THE CANADIAN GROCER.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

THE RETAILERS' PROBLEM AND THE MONEY QUESTION.

The following letter has been sent us by Mr. Wilfrid Ledoux, Arnaud, Man.:

January 13, 1906.

"Editor Canadian Grocer.

"Whether the crops are good, or poor, at this time of the year, there is always a great deal of dissatisfaction heard from retailers and wholesale jobbers about slow collections; it appears to be the same old story that there is no money in the country.

"I think that it is time that the retailers should take this matter up, because the question affects our interests more than any one else. We are closely associated with the farmer; in fact, we may say we are in partnership with him, and therefore our success depends on his. If farmers are successful every one of us in the trade will also be, from the retailer to the manufacturer.

"First we must go to the root of the trouble and inquire into the conditions of the farmer, and see why he is not successful and often cannot pay his honest debts.

"The farmer works from 10 to 15 hours a day; he lives cheaper than the average laborer; seldom goes to theatres or spends money foolishly; he never takes a vacation, because he has no time to leave home; he produces eight times more actual cash products than any class of manufacturers, and still he is unable to make a profit.

"It was a surprise to the Tariff Commission sitting at Brandon recently, when it was pointed out to them that the farmers of Western Canada, under normal conditions, were not making any profits on their investment.

"The balance sheet of a farm of 160 acres was produced by Mr. Benson, showing the revenue and expenditures of the farm, for a number of years. It was shown, that after allowing the proprietor and his family the lordly salary of $125.00 per year, he had $14.00 left to the good, which represented his profits on investment.

"The Commissioners asked how it was that farm land could be sold at good prices if that was the case? They overlooked the fact that the largest part of our population were born and brought up on farms, have never, in their life, turned their hands to anything but farming, and know nothing of any other business.

"The farm is a place that they can call home, for the time being, until the mortgagee steps in and takes it. If they sell out the farm, they are compelled to pay their debts with the proceeds, and in most cases would have nothing left and would be homeless; the most prefer to stick to the farm, and this is what is keeping up the price of farm land.

"Why is the western farmer not prosperous? Because he is developing a new country, and he is unable to obtain the necessary capital in order to carry on his business on business principles. The banks have practically closed down on all farmers' 'paper,' and he is therefore unable to obtain the working capital which is absolutely necessary to carry on any business.

"If the banks were to close their doors to our manufacturers, this would compel them to buy the largest part of their raw material and labor on credit; how long would they carry on business successfully? At the same time, this is the position that the farmers are in at the present time.

"The reports in the papers as we see them almost every day, picturing the western farmer as being speculating in land with his money, etc., are misleading in most cases, and are sent broadcast through the country by interested parties.

"I do not deny that a small percentage of our western farmers have made money in Western Canada; but I am safe in saying that only about 10 per cent. have made money; 40 per cent. have made small wages; 25 per cent. are keeping about even; and the other 25 per cent. have failed altogether, and gone behind from year to year.

"The best proof of my assertion is that the farmers this year, with the largest crop on record, are unable to meet any more than 50 to 60 per cent. of their current indebtedness.

"We have, in Western Canada, the finest lot of farmers in the world; they are using all the very latest machinery, and are carrying on farming, not as good as they know how, but as well as they could possibly do it under the present system.

"If the farmers of Western Canada could borrow a reasonable amount of working capital, at say, about 5 to 6 per cent. interest, they would, inside of three or four years increase their production by 25 per cent., and the whole country would benefit by it, because the extra product would be exported, and turned into cash. A country does not begin to make money until its exports exceed its imports. The policy of our money institutions, therefore, should be to assist the farmer financially, in order to enable him to produce more.

"At the present time, the whole country is kept in debt by a simple cornering of money transactions.

"The working capital of the country is being supplied to the manufacturers and wholesale jobbers almost exclusively, although the transaction seems simple enough, but it means millions of dollars every year to those few who are so fortunate as to be in the money business.

This transaction keeps every man in the trade in debt, and all paying interest on the same money. The estimated loss to the farmers could be figured about as follows:

"The jobbers' interest paid to banks is 6 per cent., their cash discounts, 3 per cent. Retailers' interest is 8 per cent., their cash discounts, 5 per cent. Farmers paying interest to retailers, 8 per cent., making a total of 30 per cent.

"These items are all figured out, and added to the price of the goods, and paid for by the consumer.

"Now let us see if the money was supplied at the other end, (or to the farmers), what effect it would have? The farmer would save on his goods, by buying for cash, as follows: The jobber's interest and discount, 6 and 3 per cent.; the retailer's interest and discount, 8 and 5 per cent.; and we have saved 22 per cent.; less 8 per cent. paid the banks for borrowed money. It would thus be a net gain of 14 per cent. Add to this a loss, under the present system, of 30 per cent., as shown above, and we have a total saving of 44 per cent. on everything the farmer buys to-day.

"Money being supplied to the farmer, would enable the farmer, the retailer, the wholesale jobber, and the manufacturer to buy and sell for cash. This same money would be handed from the retailer all around to the manufacturer, and from there back to the banks again, everybody in the trade would have paid their debts, and be free and happy, saving all the interests, collection and exchanges which are being paid by the trade to-day.

"The farmers and the retailers have to pay interest on what? Not on money, because they never had the privilege of using same, but on their debts or paper, so when a wholesale jobber borrows $100.00, to pay the manufacturer, that money draws, say 6 per cent. interest from him, but the retailer, who owes the jobber that amount, has to pay 8 to 10 per cent interest also, not on that $100, but on the debt or the paper which represents that amount; and the farmer, who is also indebted to the retailer for that amount, has to pay interest also, on the same debt, which would be 10 per cent.; so you will see, by this process of distribution, that this $100.00 has an earning power of 24 per cent. Who has to pay for it all? The last man who buys the goods, the farmer.

"This will explain why the farmer is unable to make a profit on his investment, and he can not even make fair wages.

"By this circulation of money, in the wrong direction, is increased its earning power by two-thirds; to the benefit of the few, and to the detriment of the masses.

"Thanking you for your space in The Canadian Grocer."

Tea Profits

Increase them by pushing the sale of

"SALADA"

CEYLON TEA

You will never regret it, as "SALADA" stands for satisfied customers; this accounts for its enormous sale of 14,000,000 packets annually.

Study your own interests and write

"SALADA," Toronto or Montreal

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

It's very easy to say almost anything is **"best"** if you forget to tell **why** and **prove it.**

We went after the **consumer** with logical advertising, and every trial proved that when we said LILY WHITE GLOSS STARCH was the best starch made we told facts.

LILY WHITE GLOSS STARCH

is in demand and dealers who observe our aggressive advertising don't hesitate but put it in stock at once.

Brantford Starch Works, Limited

Brantford, Canada

MARKETS AND MARKET NOTES

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

MONTREAL.

Sugar—Declined 10c. per hundred.
Eggs—Declined from 4c. to 8c. per dozen.
Lard—Advanced.
California Raisins—Weaker.

TORONTO.

Sugar—Declined 10c. per 100 lbs.
Hides—½c. advanced.

Quebec Markets.

GROCERIES.

Trade during the week has been quiet. Travelers do not appear to be able to stimulate much business since going out on their first trips last week. In many sections in the east roads are in very poor condition, which is always detrimental to business. The feature in the grocery trade is a decline of 10c. per hundred in sugar, an advance in lard and provisions, a decline in the price of eggs and butter.

Canned Goods—There is nothing of interest this week in the canned goods situation, and jobbers report trade quiet and about on a par with business in these goods at this season of the year. It is expected that there will be a firmness in tomatoes in the near future, with every prospect of improved business in consequence. At the low price at which teas are quoted, this line is considered good buying. Canned fruits are in fair demand. Salmon and lobsters are also receiving more attention.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also a 1 private brands.
Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.
Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 87½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled, 3	3 87½	3 77½
Pie, not peeled, gal	3 27½	3 25
gal		2 50
Pineapple—		
2's sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
1's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
1's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES		
Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins		0 72½
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz	0 95	
Gallon tins, per doz		0 92½

FISH		
Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½- b. Flat, 5 cases and over, "		95
½-lb. " less than 5 cases, "		97½

Sugar—The feature this week in the sugar market was a decline of 10c. per hundred, put in force by the refiners on Tuesday. There was little buying by the jobbing trade, who also report country orders light, attributing same, aside from the general weakness of the market, to poor country roads. The continued weakness of the foreign beet and raw market was a disturbing factor in buying by the jobbing trade. Many of them are as well engaged in taking stock and naturally do not desire to load up. We quote:

Granulated, bbls.	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 70
" " half-barrels	4 80
" " boxes, 100 lbs	4 70
" " boxes, 50 lbs.	4 80
Extra ground, bbls.	4 55
" " 50-lb. boxes	4 75
" " 25-lb. boxes	4 85
Powdered, bbls	4 35
" 50-lb. boxes	4 55
Phoenix	4 15
Bright coffee	4 10
" yellow	4 05
No. 3 yellow	4 00
No. 2 "	3 90
No. 1 " bbls.	3 80
No. 1 " bags	3 75

Syrups and Molasses—The molasses market continues unchanged, with holders firm. It is not expected that much interest will develop in these goods until advices as to new crops become more definite. The jobbing trade report only fair buying from country points. The corn syrup trade keeps up well and these goods in some quarters are reported as making good headway. We quote:

Barbadoes, in puncheons		0 35
" in barrels		0 37½
" in half-barrels		0 38½
New Orleans	0 22	0 35
Antigua		0 34
Porto Rico		0 45
Corn syrups, bbls.		0 02½
" ½-bbls.		0 02½
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

Tea—A somewhat better trade has been reported during the week. The market in teas generally continues firm. Cable advices received on Tuesday report Ceylon blacks advanced a farthing, with green teas very firm, and nothing under 7d to 7 1-4d for Young Hysons obtainable. There is very little doing in gunpowders. Pinheads are not obtainable on the market. There has been somewhat better demand for Japans, although trade may not be considered as active. Taking the tea business as a whole, dealers are satisfied with the somewhat better conditions. We quote:

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32
Congous—Moning, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 12½	0 15
Pakling,—boxes	0 15	0 20
fine	0 25	0 30

Coffee—The coffee situation remains unchanged with business quiet. Jobbers report only a small amount of business and light demand in sight. Prices remain unchanged. We quote:

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio, No. 7	0 09	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

Foreign Dried Fruits—In dried fruits trade keeps moving on quietly, without any excitement to report. Shelled almonds retain their firmness and Tarragona soft shell almonds are reported to have advanced 3s. per bag at shipping

port. Shelled walnuts also show a slight advance since last report, and strong bull advices from France, based on smallness of the supply, and undiminished demands, notwithstanding the material advance from lowest point. Although California prunes are, in common with other dried fruits, somewhat quiet, holders are not pressing sales, as they expect as soon as the demand arises to see an improvement in prices. The stock remaining at coast is now pretty well concentrated in the hands of very strong holders. In California raisins, however, the expected has happened and holders have been obliged to yield considerably in their prices. Currants, although unchanged in prices, remain very firm, and it seems impossible to expect any lower prices this season. Comadre figs are now exhausted at places of growth, and the very small stocks are in first hands on this side. Holders, therefore, are obtaining their prices without difficulty. We quote:

Valencia Raisins—	
Fine off-stalk, per lb	0 04 0 04½
Selected, per lb	0 04½ 0 05½
Layers, "	0 05 0 05½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½
Peaches, "	0 10½
Pears, "	0 13
Malaga Raisins—	
London layers	2 00
"Connoisseur Clusters"	2 50
" ½-boxes	0 80
"Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
" Excelsior Window Clusters,"	4 50
" " ½s	1 35
Californian Raisins—	
Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 crown	0 06½
" " 4 crown	0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—	
Filiatras, uncleaned	0 04½
Fine Filiatras, per lb., in cases	0 04½ 0 05
" " cleaned	0 05½ 0 06
" " in 1-lb. cartons	0 05½ 0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

Rice and Tapioca—The rice market shows no change since the recent advance of 20c. per hundred. Business is reported steady. Tapioca continues to show strength, with somewhat better business reported by the jobbing trade. We quote:

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 95
C rice, in less than 10 bag lots	3 05
Tapioca, medium pearl	0 05½ 0 06

Spices—The market continues unchanged. Market firm, with business light. Local trade does not look for any great business under present conditions. We quote:

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger	0 12 0 20
Cloves, whole	0 17 0 32
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 25 0 50

Beans—The market is unchanged, with firm tone. Stocks, however, are plentiful and equal to all requirements. We quote:

Choice prime beans	1 70 1 75
Lower grades	1 60 1 65

Evaporated Apples— Strong market and better inquiries for evaporated apples. Light stocks and firm position of evaporators in the west has had effect of buyers looking for supplies. Some sales are reported at a shade under our quotations, but these are the exception and no basis for business. We quote:

Winter varieties	0 09¾ 0 10½

Maple Products—Markets are dull and little inquiry. Business is light and anything doing is for fancy maple sugar. The demand for syrup is nil; little business is looked forword to until the Lenten season. We quote

Maple syrup, in wood, per lb	0 05½ 0 06
" in large tins	0 06½ 0 07
Pure Townships sugar, per lb	0 07 0 07½
Pure Beauce County, per lb	0 08½ 0 09

Honey—Honey is proving better seller, and the demand is better than for some weeks past. Prices are firm. We quote:

White clover, extracted tins	0 08 0 09
" kegs	0 07½ 0 08
" comb, new	0 13 0 14
Buckwheat	0 07 0 07½

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Jan. 18th, 12.30 p.m.

BUTTER—Quiet. Easier feeling. Trade looking for decline Choice fresh creamery, 23c.; finest, 22 to 23c. Fancy dairy, 21c.

CHEESE—No change. Business dull. Stocks in few hands and small. Finest, 13¼ to 13½c.

EGGS—Weakness noted. Weather colder, but no noticeable effect towards advance in prices. Pickled stock, 19c; cold storage, 20c; selects, 23c.; new laid, 28c.

PROVISIONS—Unchanged. Market firm Dressed hogs, fresh abattoir killed, $9 50 to $9.75 Country dressed, scarce $8.75 to $9.25 per 100 lbs.

Fish.

The fish trade is reported as being good, in fact very good for this season of the year, in all lines. The weather has been rather on the mild side lately and with the advent of settled cold weather a greater improvement is looked forward to. Receipts of all kinds are equal to demand, with the exception of tommy cods, which are somewhat scarcer this week. On the return of the fish from the spawning beds (in about two weeks), supplies will be more plentiful. Fresh Newfoundland frozen herring are now on the market and meeting with ready sale at quotations. In smoked fish, haddies, which are excellent quality, are in good demand. Shell oysters are practically out of the market, but bulk oysters are selling well.

We quote:

Fresh fish—	
Fresh haddock, per lb	0 03½ 0 04
" market cod, per lb	0 03½ 0 04
" steak cod, per lb	0 04½ 0 05
Frozen fish—	
B.C. salmon, per lb	0 08½ 0 09
Qualla, hard	0 07½ 0 08
Halibut, per lb	0 08½ 0 09
Gaspe salmon, per lb	0 15
Dore, per lb	0 06½ 0 07
Whitefish, per lb	0 08½ 0 09½
Sea trout, per lb	0 08 0 08
Lake t out "	0 08½ 0 09
Striped bass, per lb	0 15
Large herring, per 100 fish	2 00
Medium "	1 50 1 60
Smelts, No. 1, per lb	0 09
Mackerel	0 12
Smoked fish—	
Haddies, 15 and 30-lb. boxes, per lb	0 06½
Kippered herring, per box	0 90
Bloaters, 100 in box, per box	1 25
Yarmouth bloaters, 60 in a box	1 25
New herring, in small boxes, per box	0 11
Oysters and Lobsters—	
Hand-picked Malpeque oysters, per bbl	11 00 12 00
Standards per imp gal	1 40
Selects, per imp. gal	1 60
Oyster pails, pints per 100	1 00
" " quarts, "	1 25
Prepared fish—	
Boneless fish, 1 and 2-lb. bricks, per lb	0 05½
" cod, " "	0 06
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, 100-lb. cases, per case	6 00
Salt and pickled fish—	
No. 1 Labrador herring, per bbl	6 00
" " " per half bbl	3 00
" " " per pail	0 80
" " salmon, tierce	18 00
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" " half bbl	7 00
" Labrador sea trout, bbls	9 50
" lake trout, per keg	4 50
" mackerel, per pail	2 00
" large green cod, per bbl., 200's	9 00
" medium, " " "	7 50
" small, " " "	6 50
Pollock, msd., green	6 50
Haddock	7 00
Salt eels, bbls	0 07
Sardines, bbls,, 200 lb.	5 00

Ontario Markets.

GROCERIES.

Toronto, Jan. 19, 1906.

Trade has been somewhat more interesting during week under review, although it has still a holiday character. Some little surprise has been expressed at the sudden reverse in the sugar situation. There has been a general idea that bottom had been touched, although some are now professing to have been expecting a decline. Anyhow, it is noticeable that many firms have only recently bought ahead. In other lines conditions are normal with no great feature of interest, the exception perhaps being in seeded raisins. The whole dried fruit situation is showing strength.

Canned Goods—Wholesalers report fair trade since our last issue. No feature of interest has transpired, and no change in previous quotations.

We quote:

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's		1 00
" preserved, 3's		1 25
" standard, gal		2 50
" preserved, gal		1 50
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2s, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50

Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 04½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25

VEGETABLES.

Asparagus—		
2's, tips	2 52½	2 50
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals. standard	4 52½	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 45	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	0 95	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 22½	1 20
Sweet wrinkle	0 82½	0 80
Early June	0 70	0 67½
2's, standard	0 62½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal.	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's	0 95	0 92½
Gal.	3 02½	3 00
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 55	0 90
" gal.	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
Sardines, French ¼'s	....	0 14
" ½'s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	1 40
" 2s, "	2 50
" 6s, "	7 80
" 14s. "	17 50

	Aylmer	Simcoe Kent	Delhi Lalor
Chicken, 1's, boneless	3 70	3 10	
Turkey, 1's, "	3 20	3 10	
Duck, 1's, "	3 20	3 10	
Tongue, 1's, lunch	2 85	2 75	
Soup, 2's, giblet	2 05	1 95	
" 2's, tomato	1 00	....	
" 3's, "	1 45	....	
Pig's feet, 1's, boneless	....	1 65	
" 1½'s "	2 40	....	

Sugar—The domestic market has not been an over active one. It has been noticed on several occasions that buyers showed little disposition to increase their holdings. Although this was clearly the case, few expected that the market would have developed the sudden weakness it has, and that a decline in values would have occurred. On Tuesday last, however, refiners put in force a decline of 10c per 100 lbs. Recently—less than a week ago—the United States reports denoted an advance, the exact opposite move to that which has developed on this side. Willett & Gray in their weekly report review the situation as follows :

"Following the advance in raws all refiners marked up their prices 10c per 100 lbs., to basis of 4.60c. less 1 per cent. cash for granulated. Abundant opportunity, however, was given trade buyers to contract for 30 days' supplies, under the usual guarantee, on basis of old figures, 4.50c. less 1 per cent., which was taken advantage of generally, but prices are now held firmly at the advance.

"Withdrawals are being made in fairly large volume to fill depleted stocks.

"Notwithstanding the comparatively small meltings recently, all the refiners are able to make prompt shipments, with the exception of Arbuckle, who shows some delay on certain grades.

"San Francisco advanced 15 points and New Orleans advanced 10 points."

We quote :

Paris lumps, in 50-lb. boxes	4 93
" in 100-lb. "	4 83
St. Lawrence granulated, barrels	4 23
Redpath's granulated	4 23
Acadia granulated	4 18
Berlin granulated	4 18
Phoenix	4 28
Bright coffee	4 18
Bright yellow	4 13
No. 3 yellow	4 08
No. 2 "	3 93
No. 1 "	3 88
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

Syrups and Molasses — Trade in these has been of small volume and uninteresting. Previous quotations remain unchanged. The New York market reports denote a very strong tone to the molasses market, some dealers showing inclination to advance prices. Trade, however, was only of moderate volume.

We quote :

Syrups—		
Dark	....	....
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02½
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
" open kettle	....	....
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

Coffee—The volume of trade continues good and wholesalers express satisfaction in the outlook of the coffee situation. The demand, however, is still in the main for medium grades. The milder and finer grades appear not to have taken great hold on the market. Reports from foreign markets denote active trade and firm prices. Some instructive notes are given from Willett & Gray's weekly summary :

"A very important improvement is going on in the statistical position of coffee and there will be a decided shrinkage of supplies during the next six months. The American visible (Brazilian) supply is now about the same as this time last year, while the milds are considerably less. The balance of the current crop in the interior of Brazil is small and consuming markets cannot secure it without yielding to the pretentions of the holders, and more especially because it consists of the medium and lower grades that are so much needed. The deliveries express consumption more closely than ever, knowing how scantily the interior is supplied, especially in Europe. The deliveries for the past six months averaged just about 1,400,000 bags per month and to meet a demand of this nature the visible supply will be cut down considerably for the balance of the season. This is the natural influence for better markets and good merchants will not be slow to recognize the force of it ; and comparing values and supplies with a year ago, there is every reason for a rise.

"A year ago exaggerated estimates of the then growing crop were circulating, and the same sort of thing is indulged in now, but the folly of it has been well explained in these reports lately. The trade begins to realize the long continued pessimism in coffee should give place

to rational deductions and the actual position itself points the way.

"The steady markets of the past few days bring out inquiries from all directions.

"Brazil seems in earnest with its scheme to help the planters or to protect the industry of its principal product, coffee, and with decreasing production, success is to be expected."

Tea—The local trade has been fairly active since our last report, and some good samples have been seen in evidence on the street, showing attractive flavor and liquoring properties. Sales have been renewed on the London market and opened in good form. W. J. & H. Thompson in their latest report remark:

"The healthy tone which has characterized the current week's auctions is in marked contrast to that experienced at the opening sales in 1905, when prices were feeling the depressing effect of an 8d duty and shrinking clearances. Present conditions, however, are more favorable; with satisfactory deliveries buyers can afford to operate with some degree of confidence in the future, and as a consequence quotations for teas above common have on the whole tended upwards. Opinion on the market is hopeful for an uninterrupted volume of trade during the next few months.

"The London figures for the past twelve months show how remarkable has been the progress of Ceylon; with the exception of 2,000,000 lbs., the entire excess of 13,000,000 in imports has been forced into consumption, while India, though landings were only 1,500,000 lbs. behind, fell short of 1904 by some 5,000,000 lbs. in deliveries."

Foreign Dried Fruits—Trade on the domestic market has been naturally slow and uninteresting since the holiday. Reports from primal markets denote considerable development of strength. Shelled walnuts are showing strong advance on prices quoted at opening of season, a feature which is usually reversed. Dates have sold freely and are now scarce. Markets abroad are high. Currants at primal points are strong, without quotable changes. Raisins are also firm, quotations for spot deliveries are irregular, the irregularity being accounted for by irregular quality. California seeded raisins are somewhat unsettled. Prices have considerably strengthened during the past few days and reports from primal market with regard to the combine purchase are causing a degree of uneasiness.

We quote:

Prunes, Santa Clara—	Per lb.			Per lb.	
90-100s, 50-lb boxes	0 06½	0 06½	60-70s, 50-lb boxes	0 07½	0 07½
80-90s "	0 06½	0 07	50-60s "	0 08	0 08½
70-80s "	0 07	0 07½	40-50s "	0 08½	0 09
			30-40s "	0 10	0 10½
Candied and Drained Peels—					
Lemon	0 09½	0 10½	Citron	0 16	0 18
Orange	0 10½	0 11½			
Figs—					
Elemes, per lb				0 10	0 14
Tapnets, "				0 04	
Apricots—					
Californian evaporated, in 50-lb boxes				0 14	0 15
Peaches—					
Californian evaporated, " "				0 14	0 15
Pears—					
Californian evaporated, per lb					0 13
Currants—					
Fine Filiatras	0 05½	up	Vostizzas	0 07½	0 08½
Patras	0 06	0 06½			
Raisins—					
Sultana				0 05½	0 07
" Fancy				0 10	0 14
" Extra fancy				0 15	0 16
Valencias, selected				0 05½	0 06
Seeded, 1-lb packets				0 11	0 12½
California, loose muscatels—					
3-crown					0 07½
4-crown					0 09
Dates—					
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04	0 04½	" new choice		0 09½
Domestic evaporated apples					0 10

Foreign Nuts—We quote:

Almonds, Tarragona, per lb	0 12	0 12½
" shelled Valencias	0 25	0 28
Walnuts, Grenoble, "	0 15½	0 16
" Bordeaux, "	0 11½	0 12
" shelled	0 20	0 25
Filberts, per lb		0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish		0 08½
A 1's, banners and suns		0 08
Japanese Jumbo's		0 08½
Virginia "		0 10

Rice and Tapioca—Trade continues good in these lines, with prices firm, but no quotable change is manifest at present moment. Tapioca is in good demand and exceedingly firm. We quote:

Rice and Tapioca—	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Sago	0 03¾	0 04
Carolina rice	0 08	0 08½
Louisiana rice	0 05	0 07
Tapioca, staple		0 05
" double goat		0 06

Spices—Trade in spices is uninteresting, and no new feature of intesest is manifest. We quote:

Spices—	Per lb.	
Peppers, blk	0 18	0 19
" white	0 27	0 28
Ginger	0 18	0 20
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar		0 25
Allspice		0 15
Mace	0 80	0 90

Honey—The market is still reported active, with no new feature of importance to remark. Prices remain unchanged, with firm indications. Quality is continuing to maintain a good report. We quote:

Honey, extracted clover, in 60-lb. cans, per lb		0 08
" " " in 5 lb. & 10 lb. cans, lb.		0 08½
" sections, No 1, per doz		2 00
" " No. 2, "		1 50
" Buckwheat, per lb	0 04½	0 05
" " sections per doz	1 00	1 25

Beans—The market shows no change, but is continuing firm. The season's crop has proved of excellent quality. There has been little difficulty in placing goods. Prices are distinctly of an upward tendency, and quotations in consequence are likely to be advanced. We quote:

Beans, handpicked, per bush		1 85
" prime, No. 1		1 75
" Lima, per lb	07	07½

Hides—The market has a still further downward tendency, but no quotable change is apparent. The conditions are still those of uncertainty, and little confidence is expressed by dealers. Arrivals are still in fair quantity, but no more than demand requires. Chicago shows no material strength, and the Canadian market is unaffected by it at present moment. We quote:

Hides, inspected, steers, No. 1		0 11
" " " No. 2		0 10
" " cows, No. 1		0 10½
" " No. 2		0 09½
Country hides, flat, per lb	0 09	0 09½
Calf skins, No. 1, selected		0 13
" " No. 2		0 11
Sheep skins	1 20	1 30
Horse hides, No. 1	3 00	3 25
Rendered tallow, per lb	0 04	0 04½
Pulled wools, super, per lb	0 22	0 24
" " extra "	0 24	0 25

Fur Skins.

	No. 1.	No. 2.	No. 3.	No. 4.
Badger	$0 50	$0 10	$....	$ ....
Bear	....	....	....	....
" Black	15 00	8 00	3 00	1 00
" Yearlings	7 00	5 00	2 00	0 30
Fisher	6 00	4 00	2 00	1 00
Fox Red	2 50	1 50	0 50	0 20
" Cross	5 00	4 00	2 00	0 50
Lynx	4 00	2 75	1 50	0 50
Marten Dark	10 00	5 00	2 00	0 50
" Pale	4 00	2 75	1 25	0 50
Mink Dark	5 00	4 00	1 00	0 25
" Pale	3 25	2 00	1 00	0 25
Muskrat, Ont. & E. Fall	0 12	0 08	....	0 03
" N.W.T. & W. "	0 11	0 07	....	0 03
Rabbit	0 01	0 00½	....	....
Raccoon	1 25	0 70	0 30	0 10
Skunk	1 50	1 00	0 50	0 20
Weasel White	0 50	0 25	0 20	0 04
Wolf Timber	1 50	0 75	0 40	....
" Prairie	1 00	0 50	0 0	....
Wolverine	4 00	2 50	1 00	0 25

Fish.

The market reports good trade for current week, the demand covering all lines that are readily available. Oysters especially have been well maintained, and supply regular and good. Since the holiday season sales continue to make steady advancement, and the prospects this season are considered as unusually good. Prices of haddock and cod steak are easier.

We quote:

Frozen halibut, per lb		0 10
Fresh haddock "		0 05
Frozen trout "		0 09
Fresh cod steak, per lb		0 06½
" lobsters, boiled, per lb		0 25
Frozen B.C. salmon, per lb		0 10
Shrimps per gal		1 25
Whitefish, per lb		0 09
Herring, "		0 01
Pickerel "	0 07	0 07½
Oysters, standard, small pail	4 00	4 20
" selects, pail		4 80
Finnan haddies		0 07
Ciscoes		1 25
Kippers, 80 to box		1 25
Bloaters, 80 to box		1 15
Mackerel, per lb		0 10
Labrador herring, salt, No. 1, half bbl		3 25
Frozen sea herring, per 100		2 25

Dried and Cured Fish—We quote:

Boneless fish, per lb		0 05
Cod fish, 1-lb. bricks		0 07½
Quail-on-toast, per lb	0 05½	0 06
Flitched cod fish, in cases of 100 lbs., per lb		0 07½

N. S. Markets.

Halifax, January, 1906.

The grocery markets do not present anything really new since last report. The holiday dullness still prevails and prices continue firm and steady, there being nothing of special note as regards prices. The dullness following the holiday season is usually looked forward to, therefore the dealers have no special complaint to offer.

Collections on the whole are considered to be very good, and this is one of the most satisfactory points at this season of the year. The commercial notes falling due at the close of the year's business are always quite large, but payments have been pretty well met.

Travelers have been off the road a good deal up to the present, and the orders coming to hand are largely by mail.

Popped Rice a Ready Seller.

An article new on this market, and one which the jobbers say is selling freely, is popped rice, and some of the retail dealers say that it sells so fast that they are unable to keep a sufficient supply on hand for the wants of their customers. The retail price is thirty cents per pound.

Canned Goods.

All canned goods are selling freely, perhaps the most call being for beans, corn, peas and tomatoes, the latter two perhaps having the most call.

Demand for Celery and Lettuce.

The Halifax grocers are handling more green goods at this season of the year than ever before. The hothouses are growing large quantities of lettuce. The demand for it is very great. The first-class grocers handle probably from 25 to 50 dozen of heads per week. The

keeping of lettuce benefits the trade in other respects, the sale of canned lobsters having increased very greatly, the lettuce being used largely in making lobster salad. Celery is another article which is consumed very largely in this city, and it is even obtainable fresh from the ground at this season of the year. The growers keep it in their cellars in the earth, and supply the trade weekly with it. Some of the dealers handle as much as two hundred bunches per week.

Butter and Eggs.

There has been a drop in the price of fresh laid eggs, good stock being now obtainable at thirty cents per dozen. The demand for case eggs is light, the consumption having fallen off very perceptibly. The case eggs on the market now are principally Prince Edward Island stock, and they are jobbing at 22 to 24 cents per dozen. They are all cold storage or limed stock.

The butter situation is unchanged. There is very little local butter on the market. Small tubs of fresh butter are hard to get at any price. Nearly all the butter handled by the large dealers is from Quebec and Ontario. The local creameries cannot commence to supply the home demand. Very little butter is being exported from here, in consequence of the present situation. Prices are about the same as last quotation.

Cheese is firm and the outlook promises to continue so. The price here is about 13½ cents, the market being governed largely by the price in Montreal.

There is no scarcity of potatoes on this market. The commission houses have large stocks on hand, and there are several vessels at the wharves filled to the hatches. At Sydney there are no less than twenty vessels tied up at the wharves, waiting for prices to advance. The price here is from 30 to 32 cents per bushel. Large shipments of Nova Scotia potatoes are being sent to the Havana markets. These potatoes are grown principally in Cornwallis, where they are barrelled, and in many cases are shipped direct from points there. They command a higher price than the Prince Edward Island grown potatoes.

The Prince Edward Island farmers who appeared before the Tariff Commission last week strongly expressed themselves as being in favor of a revenue tariff. They asked for increased duty on potato starch, and a reduction of the duty on kerosene oil, favored a duty on sago flour, imported from Singapore, and on barrelled pork imported under the name of ships' supplies for the benefit of Nova Scotia fishermen. They also seek increased duty on mutton, lamb, fresh fish, British gum and dextrine, and American pork, which comes in competition with the Island pork.

B. C. News.

Vancouver, Jan. 15, 1906.

Vancouver wholesale men now fight the C.P.R. boycott alone. The Victoria Board of Trade has notified the secretary of the Vancouver board that the trade of the capital city has withdrawn from the contest. No statement was made other than that the Victoria board had decided to withdraw from the Association of Coast Boards of Trade formed on this question.

Naturally motives are imputed, and it is freely asserted that expected favors from the C.P.R. in the way of developing the island by a railway running its entire two hundred and fifty miles of length, with various branches, have had their influence. Possibly the apparent hopelessness of the struggle as viewed at present has had equal effect.

So far the Vancouver men show no signs of weakening, and leaders in the movement express their determination to continue the fight indefinitely. It is certain that west-bound freight traffic has been largely diverted from the C. P. R., and receipts at Vancouver by that line are at present very light.

* * *

Northward at present turn the eyes of all the race of restless, hardy pioneers, who sigh Alexander-like for new worlds to conquer. One and all join in waiting with keen expectancy for the announcement of definite action of the G. T. P. with reference to construction of the coast section. But next Spring there will be a rush of people into all that section of Northern British Columbia through which the line is to pass, whether railway work begins or not. Last season many prospecting parties spent several months in the Cassiar country. Coal and mineral lands, timber and agricultural lands were all sought and bought, and many companies have been formed this Winter to operate and develop much of the valuable territory secured. Large capital has been interested and a good deal of money is to be spent. Already the public hears much of "New British Columbia," and business men are preparing for the trade which will follow the advent of population and industrial operations.

* * *

From Seechart Bay, on the west coast of Vancouver Island, where Capt. Balcom last Summer established a whaling station, the first on the British Columbia coast, a large shipment of whale oil, 142 tons in all, was received at Victoria, to be shipped to Liverpool by Blue Funnel steamer Oanfa. Other shipments are being made regularly to San Francisco, the Queen taking out a large quantity this week.

* * *

S.S. Tartar, which sailed Monday for the Orient, carried on her cargo list a goodly proportion of western produce. Big shipments of flour from the Columbia Flour Mills, Enderby, B.C., and from Raymond, Alberta, and a consignment of Government creamery butter from Calgary were among the items.

* * *

A new brokerage firm handling importations and indent orders has been formed in Vancouver. Messrs. A. K. Evans, formerly of C. F. Jackson & Co., Limited, and W. J. Davidson are the members.

* * *

Mr. J. W. Berry, late of Thorne, Berry & Co., and formerly manager of John Tobin & Co., Limited, has begun business in the wholesale tea trade on his own account. Mr. Berry is an expert in tea and his experience, covering Canada both east and west, was begun in London, where he had many years of practical work. He has also spent much time in the tea-producing districts of India and Japan.

* * *

The Standard Soap Co., which recently erected a large factory at Calgary, is to establish a plant in Vancouver also. Mr. A. Nelson, who is to have charge, is in the city making arrangements. P. Burns, the western cattle king, who is president, is heavily interested in the company.

* * *

A cargo of raw sugar from Peru was received this week by the British Columbia Sugar Refinery Company. The Kosmos liner Centaur, from Hamburg, brought the consignment.

* * *

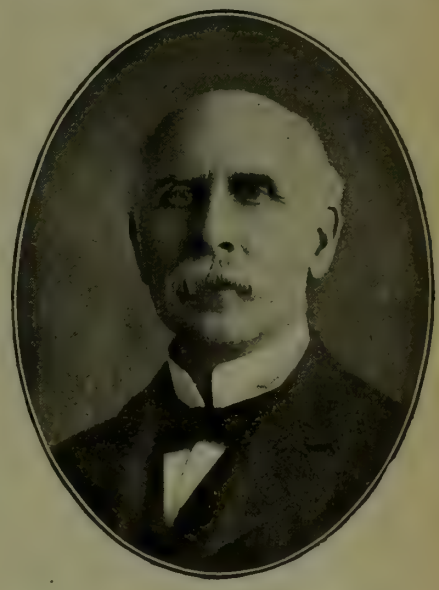
Groceries show little movement, trade being still dull, the after Christmas torpidity not yet having worn off.

Canned goods are unchanged in price.

Dried fruits are still firm, while other staple stocks have no features of note.

FORTY-THREE YEARS SUCCESS.

Forty-three years in the grocery business in Toronto, as man and boy, clerk, retailer, jobber and wholesaler, is the record of Mr. Thomas Kinnear, of T. Kinnear & Co., wholesale grocers, Toronto, who has recently been



Mr. T. Kinnear.
Of T. Kinnear & Co. President of Grocers' Section, Toronto Board of Trade.

elected president of the grocers' section of the Toronto Board of Trade.

Mr. Kinnear's record is one of which he may be justly proud. He was born, as have been many fine lads ere this, at Ballynerra, County Antrim, near the staunch old city of Belfast, coming to Toronto with his father and family as a small boy, in the year 1863, and Toronto has, without interruption, been his place of abode and business ever since.

Much depends on a good start, and the subject of this sketch started in the grocery business, as a boy of sixteen, with Swan Bros., a splendid school. Mr. Henry Swan, in Mr. Kinnear's judgment, was perhaps one of the best salesmen he ever met, and had he not been so cautious, would very likely have been the leading wholesale grocer in Toronto today. Since the day he first put on the apron behind Swan Bros.' counter, Mr. Kinnear has been in the grocery busi-

ness within the radius of a five minutes' walk from where he first started.

On gathering together, at the age of 25, a capital of $2,000, Mr. Kinnear decided to try fortune for himself, entering upon the retail jobbing trade on the East Market Square, under the firm name of Kinnear & Lang. From the first the new firm was wonderfully successful, and in a little over eight years had increased their capital to nearly $60,000.

By this time, in 1880, the young grocer was again eager to try his wings. He decided to dissolve and enter upon the wholesale trade, leaving the old business to his partner, Mr. Lang.

There were those who were mildly skeptical of the new venture, but Mr. Kinnear never had a doubt. His faith has been amply justified and in the 25 years that have since elapsed, in lean years and fat years, there has never been a twelvemonth in which the firm of T. Kinnear & Co. has not been able to add largely to its capital. "I have never known," Mr. Kinnear is fortunate enough to be able to say, "what it is to be hard up, as my system has been to finance when I buy." Mr. Kinnear has always made it a practice to pay cash and take the discounts whenever discounts are given.

Such uniform success is not so usual as to pass without comment. The explanation is probably Mr. Kinnear's system of "thorough." Beginning as a boy, he knows the trade from the ground up, and has never allowed a detail to escape him.

Mr. Kinnear is acknowledged by the trade, generally, to be thoroughly up on every department of the business. Teas he has made his pet study. Mr. Kinnear knows teas.

This factor is particularly noticeable in his buying operations. In dealing with the brokers, Mr. Kinnear decides quickly. He knows his goods, knows a bargain when it is offered, knows when to say yes or no, and says it, unreservedly, unalterably. As a consequence he has the reputation of being one of the keenest and most far-sighted buyers in the market.

First judgments are best in Mr. Kinnear's experience. "I have found," he says, "that when I depend on my own first judgment I am right, whereas, if I allow myself to be influenced by other considerations, or other people's judgments, I am generally wrong."

The founder of T. Kinnear & Co. has great faith in the younger generation. It is a known fact that he has been the means of helping not a few young men to get a start, young men who now occupy prominent places in the retail trade, both in Toronto and in other places throughout the province. Nothing has been of greater pleasure to Mr. Kinnear than to watch the success of these young men on whose integrity and business ability he placed his faith. Of all the parties thus helped, only one has failed to make good.

Mr. Kinnear is training up his sons to take the burden of responsibility off his shoulders, as time rolls on, if one can imagine Mr. Kinnear ever relaxing that eternal vigilance which has been the price of his success.

He is now fifty-nine years of age and his business hours are from half past eight to six o'clock, taking a half hour for lunch in the middle of the day.

HINTS TO BUYERS.

Mr. E. D. Marceau, Montreal, is offering this week some excellent values in teas, in Japan, gunpowder, Ceylon, India and Young Hyson.

White & Co., Toronto and Hamilton, in calling attention to the demoralized state of the California orange market, mention that their storage capacity is so perfect that it has been quite possible for them to hold their consignments until maturity, and thus in great measure rectify the errors of the primal market in consigning imperfectly matured fruit. Their customers have been quite satisfied with their shipments.

BUSINESS PERSONALS.

Mr. William Mann, for several years in charge of the tea business of the Milliken, Tomlinson Co., of Portland, Maine, will act as manager of the tea department of Charles de Cordova, 78-80 Wall street, New York.

Mr. Albert Hugli has opened a manufactory at 15 Fisher street, Toronto, and will put on the market an entirely new line of washing sodas, soaps, etc. Mr. Hugli has had considerable experience and thoroughly understands every branch of the industry. He is particularly acquainted with the Canadian trade, having traveled from coast to coast.

NEW PARTNERSHIP.

When nearly a year ago Mr. C. E. Kyle decided to enter the wholesale grocery brokerage field his wide circle of friends extended generous wishes for success. Those wishes it appears have been pretty well filled, and Mr. Kyle with the beginning of the year has decided to take in a partner to help him look after his growing business.

The partner will be Mr. S. Hooper, for the past seven years manager of the grocery department of the Robert Simpson Company, Limited, and before that manager of Homer & Co.'s store at Rosseau. Mr. Hooper is a practical grocer of wide experience and together with

Mr. S. Hooper
Who enters the grocery brokerage firm of Kyle & Hooper.

Mr. Kyle's connection and thorough acquaintance with the trade the new firm should be a very strong one. Their bankers are the Imperial Bank of Canada.

Among the agencies held by Kyle & Hooper, the style of the partnership, are: Thornett & Fehr, spices, oils, etc., London; Cosmelli, Meyer & Co., London, Denia and Valencia; Bernard & Co., Japan tea; Dandicolle & Gaudin, fancy groceries; A. J. Reggio & Co., fruits, Smyrna; N. A. Mathias, currants, Patras; Parkinson Cereal Co., the Napanee Canning Co., and the Pacific Selling Co.

Selling

Lea & Perrins' Worcestershire Sauce

indicates to your customers that ***The Best*** in all lines may be depended upon in your store.

The only inimitable sauce is—***LEA & PERRINS'.***

J. M. DOUGLAS & CO., - Montreal
Canadian Agents

Diamond E. Blend

Makes Delicious Coffee

If you want a rich, heavy-bodied, flavory coffee—Try "DIAMOND E." There is a peculiar aromatic quality about it that appeals to lovers of good coffee. So sure of the success of DIAMOND E. BLEND that we will ship on a 30-day trial basis—if it doesn't suit, send it back at our expense. Drop us a line and let us send you a sample. A trial is the most convincing argument we can suggest—remember there's a reputation of over half a century behind it.

S H. & A. S. EWING

Established 1845

Montreal Coffee and Spice Steam Mills, - 55 Cote Street, Montreal

Pineapples—		
2's, sliced, 2 doz. cases, per case		4 25
2's, whole, " "		3 75
2½'s, whole, " "		4 50
2's, grated, " "		4 50
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries—		
new "	3 33	3 28
VEGETABLES.		
Beans—		
golden wax "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 53	1 48
(No. 3) 2's "	1 68	1 63
Succotash—		
2's "	2 63	2 58
Tomatoes—		
3's "	1 98	1 93
Salmon, Fraser River sockeye, per case		6 25
" Skeena River, " "		6 00
" River's Inlet, " "		5 90
" Red Spring, " "		5 75
" humpback, "		3 75
" cohoes, "		4 85
" Clover Leaf, Fall delivery, 1 to 4 cases.		6 30
" " " 5 to 9 cases.		6 20
Pork and beans (V.C.P. Co.), 1's, per doz.		1 25
" " 2's, "		1 90
" " 3's, "		2 60
Soups (Van Camp's), per doz		1 25
Boneless chicken, lb. tins, per doz		2 75
" turkey " "		3 25
" ducks " "		3 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey " "		3 25
" chicken (Aylmer), per doz		3 30
" " (Delhi), "		3 20
" turkey (Aylmer)		3 30
" " (Delhi)		3 20
" duck (Aylmer)		3 30
" " (Delhi)		3 20
Corned beef " 2's "		2 75
" " 1's "		1 55
Roast beef (Man. Can. Co.), 2's, per doz		2 65
" (Clark's), 1's, per doz		1 50
" " 2's, "		2 65
Potted meats, ½'s, per doz		0 55
Veal loaf (Libbey's), ½ lb., per doz		1 25
" " 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 05
Lunchtongue (Clark's), 1's, "		3 00
" (Aylmer), 1's, "		2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.		1 80
" " " 1-lb. tins, "		3 10
" " " 1-lb. glass, "		3 35
Chipped " " ½-lb. tins, "		1 45
" " " 1-lb. tins, "		2 50
" " " 1-lb. glass, "		3 05
Sliced bacon, " 1-lb. tins, "		3 10
" " 1-lb glass, "		3 25
Corned beef (Clark's), 1-lb. tins, per doz		1 50
" " 2-lb. " "		2 65
Lobsters (new), ½-lb. flats, per 8-doz. case		16 00
" " ¾ lb. talls, per 4-doz. case		10 25
" " 1-lb. talls, " "		14 50

Sugar—Prices throughout the list are the same with a quieter tone to the market following the falling off in the Christmas demand. Prices are quoted below.

To Wholesale Grocers of Canada

GET BUSY

is our Motto for 1906 and we want your orders for Canned Sea Foods:

¼	Oil Sardines (Sanitary can)	100	tins	to case
¼	Oil Sardines (Hand made)	100	"	"
¼	Mustard " "	100	"	"
¼	Tomato " "	100	"	"
¾	Mustard " "	50	"	"

Also Herring in Tomato Sauce, Kippered Herring, Kipperines in Cartons and Tins, Clams, etc. Every tin guaranteed. Price lists and information furnished promptly on request. Write or wire your order to

CONNORS BROS., Limited

BLACK'S HARBOR, N.B.

THE SALE OF "KKOVAH" JELLIES IS

RAPIDLY SPREADING OVER THE WHOLE OF THE DOMINION.

"KKOVAH" JELLIES

"KKOVAH" CUSTARD

"KKOVAH" BLANC MANGE

SUTCLIFFE & BINGHAM, Limited

17 St. John Street,

MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

AGENTS WANTED.

BUYING agent required for a well-known English proprietary article. Address, Box 51, care of Agence Mitchell, 1 and 2 Snow Hill, London, Eng. [3]

BY an Alberta wholesale grocery house, a specialty man for teas, coffees, and spices; ground, Alberta and part of B. C.; a large salary to a gilt-edged man. Apply with copy of testimonials (no other letters answered) to Drawer Z. Calgary. [5]

A MANUFACTURER of first class British condiments, sauces, etc., requires agent for Quebec. Only those need apply having a thorough knowledge of the trade, and an established connection. Preference will be given to a firm able to buy goods right out for own account. Please apply under "London," care of CANADIAN GROCER, Montreal. [4]

AGENCIES WANTED.

VANCOUVER firm of manufacturers' agents is open for a few good lines; highest references. Box 119, Vancouver. [15]

MANAGER WANTED.

BUSINESS manager, to take entire charge of the finances of a manufacturing business in Toronto, who can invest five thousand dollars; a strictly staple line of goods, which are covered with patents, and exclusive machinery for manufacturing same. Box 568, Globe. [f]

FOR SALE.

GENERAL store business; $4,000.00; stock turns three times a year; rate on $; also store premises and dwelling. Apply Box 60, Armow, County Bruce, Ont. [f]

VALUABLE general store, doing a large business; owner going west; investigate for bargain. Apply Lock Box 12, Echo Bay, Ont. [f]

CHEESE factory for sale; dwelling in connection; factory suitable for cheese or butter; good locality. Geo. Ludlow, Proton Station. [f]

GENERAL store in thriving village in western Ontario; population about eight hundred; large manufacturing industry, employing about one hundred men, commences work this spring; best business and stand in town; private reasons for selling. Apply Box 108, CANADIAN GROCER. [f]

TO LET.

GRIMSBY PARK—Applications for renting Lakeview and Park House, hotels, grocery store, restaurant, for coming season, separately or together, will be received up to noon, February 3. For information apply to E. A. Chown, Secretary, 31 Madison avenue, Toronto. [f]

ARTICLES WANTED.

SMALL quantity of Indian grass wanted. State price. Box 107, CANADIAN GROCER. [5]

EASTERN MANUFACTURERS AND SHIPPERS

Keep in touch with the

WINNIPEG TRADE

We sell all lines handled by the

Wholesale Grocers

Write or wire us your offerings

NICHOLSON & BAIN, WINNIPEG,

Wholesale Brokers and Commission Merchants.

Established 1882

First-class storage for all kinds of goods.

ARE YOU GETTING YOUR SHARE of the

LARGE BUSINESS OFFERING in ALBERTA?

IF NOT Write us. Secure our services.

Excellent Storage Accommodation. Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

NICHOLSON & BAIN, WINNIPEG, MAN.

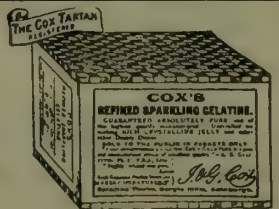
DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886



Known and Loved for SIXTY YEARS

COX'S GELATINE

needs no introduction.

It is one of the old institutions of all English-speaking lands.

PURITY and STRENGTH are the watchwords of the makers.

Canadian Agents:
O. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.

Gorgie Mills, EDINBURGH

GOOD TRADE FOLLOWS GOOD COFFEE

There is no other line in your store which requires more of your attention than your coffees. A particular customer will soon discover you if your coffee is the best.

We can help you build up your coffee trade. We buy only the finest qualities of green coffees, roast them right and ship you **exactly** what you order and ship it to you **fresh roasted.**

Gold Standard Java and Mocha, "The Chaffless Coffee," in one and two pound tins, is one of our blends. Write for prices now.

CODVILLE & CO.

WINNIPEG AND BRANDON

MANITOBA

POULTRY, FISH

WINNIPEG FISH CO. PHONE 1480.

GAME AND OYSTERS.

259 PORTAGE AVE.

Any quantity of fish shipped.

ADDRESS—Mail P.O. Box 781 WINNIPEG.

Montreal granulated, in bbls	4 25
" " in sacks	4 90
" yellow, in bbls	4 55
" " in sacks	4 50
Wallaceburg, in bbls	4 85
" in sacks	4 80
Berlin, granulated in bbls	4 85
" " " sacks	4 80
Icing sugar in bbls	5 55
" " in boxes	5 75
" " in small quantities	6 15
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 80
Lump, hard, in bbls	5 65
" " in ½-bbls	5 80
" " in 100-lb cases	5 65
Raw sugar	4 25 4 50

Syrups and Molasses — The demand continues fairly steady at prices which hold at last week's level.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 15
" " 5-lb tins, per 1 "	2 60
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
" Kairomel " syrup, 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. " " "	2 65
" " 10-lb. " " "	2 40
" " 20-lb. " " "	2 45
Barbadoes molasses in ½-bbls, per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts, each	2 25

Coffee—The local coffee market is steady and sales are of average volume. We quote:

Whole green Rio, per lb	0 10½
" " roasted, per lb	0 15
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

Cocoa—There is a good demand for cocoa at the present time and prices are steady. We quote as before:

Epps' ½ lb package, per lb	0 33
Fry's ½ lb " Homoeopathic, per lb	0 30
" ½ lb " tins concentrated, per doz	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb	0 19
Cowan's in 10-lb tins, per lb	0 15
Mott's Homoeopathic, ½'s	0 25
Van Houten's, ½'s, per doz	2 85
Baker's, in ½-lb tins, ½-lb tins, per lb	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, ½'s, per lb	0 35
" ½'s, "	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " " "	0 22½

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " tins,	1 50
" " 7-lb. tins, per lb.	0 08
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 50
" (in Calgary), "	0 52
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Tea—Quoted as follows:

Congous, M. 12, half chests, per lb	0 12
" " cads, per lb	0 13
" S.C.P. and M. 14, half chests, per lb	0 15
" " " cads, per lb	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb	0 18
" Pekoe P H.T., in ½ chests, per lb.	0 18
" broken Pekoe, No. 62 in chests, per lb.	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, "	0 25
Gunpowder, in quarter chests per lb	0 26
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Foreign Dried Fruits—Prices are unchanged from a week ago. Market holds firm, but is quiet. We quote:

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters, per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 35 1 50
" " selected	1 60 1 75
" " layers	1 70 1 85
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 10
" " choice seeded in ¼-lb. packages per package	0 09½
" " fancy seeded in ¼-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 12
Prunes, 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 07
" 40-50 "	0 07½
" choice silver, per lb	0 10½
" silver, per lb	0 08½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05
Figs, cooking in taps and sacks	0 04½
" " " boxes	0 04½
Apricots, choice, in 25-lb. boxes, per lb	0 12
Apricots, standard in 25-lb. boxes, per lb	0 11½
Peaches, choice, per lb	0 13
" standard "	0 12½
Pears, choice (halves), per lb	0 16
" standard "	0 15
Plums, choice (dark pitted) per lb	0 11
Nectarines, choice	0 12

Candied Peels—The demand has fallen off sharply. The Christmas trade was exceptionally good at firm prices. We quote

Lemon, per lb	0 11
Orange "	0 11½
Citron "	0 18
Mixed, in 1-lb drums per doz	2 30

Nuts—No change in prices and the demand has fallen off since the Christmas needs were filled. Prices hold unchanged from those of a week ago at:

Almonds, per lb	0 12½
" (shelled), per lb	0 30
Filberts	0 10
Peanuts,	0 11½
Jumbos	0 14
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

Spices—Prices have been steady since the recent revision. We quote:

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, in 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

Rice, Tapioca and Sago—Tapioca is still firmly maintained at the high price quoted below. Rice and sago are steady. We quote:

Rangoon rice, per lb	0 03½ 0 03¾
Patna "	0 04½
Tapioca, per cwt	5 50
Sago, per lb	0 04

Pot and Pearl Barley—No change in prices, which are as follows:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Evaporated and Dried Fruits—Evaporated apples have advanced to 11 1-2c. per pound for 50-lb. boxes and for 25-lb. boxes the price holds unchanged to 12c. per lb. New dried apples, 50-lb. boxes, are quoted at 8 1-4c. per lb.

Beans—New white beans are still quoted at $2.05 per bushel.

Woodenware—Prices as follows:

Butter tubs, wooden hoops, 2 in nest, per nest	0 42 0 45
" " 3 hoops, 2 in nest, per nest	0 70 0 73
Butter wire hoops, 2 hoops in nest, per nest	0 63
" " 3 hoops in nest, per nest	1 00 1 25
Pails, 2 hoops, per do	1 95
Pails, fibre, per doz	3 25
Wash tubs, common and wire hoop, per nest of 3	2 00
" " " No. 0, per doz	41 00
" " " No. 1, per doz	8 75
" " " No. 2, per doz	7 50
" " No. 3	5 40
" " Nests of Nos. 1, 2 and 3	1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lb	0 56
" " 2, to hold 14 and 28 lb	0 26
Butter tubs, fibre and cover, per doz	4 00
Butter moulds, for 1-lb. bricks, per doz	1 85

Honey—New honey is now on the market and is meeting with ready sale. Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz	2 50
" " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb	0 10

Glass Fruit Jars—Prices for the season of 1905-06 are quoted as follows:

Glass fruit jars, pints, per gross	7 75
" " quarts, per gross	8 75
" " half gallons	11 75

Salad Dressing— There is some demand still at following prices:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large. "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " quarts, "	2 10

Sauces—Quoted as follows:

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz	1 90

Buckwheat—Quoted as before at $1.70 per half sack.

Breakfast Cereals—Prices hold steady at last week's advance. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 15
40-lb. " "	2 20
20-lb. " "	2 25
8-lb. " "	2 55
Cornmeal, in sacks	1 85
" in ½ sacks	1 80

Fish and Oysters—The past week has seen no changes in prices. We quote:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 12½
Red Snapper	0 15
B C. Salmon	0 09
Halibut	0 08½
White fish (L. Winnipeg), per lb	0 07
Pickerel	0 05½
Jackfish	0 03½
Finnan haddie	0 08
" Halifax " brand salt cod, fish cakes 24-1's	0 07½
" Acadia " " " 2-1's	0 08
" Bluenose " " " 20-1's	0 07
" Acadia " " 2-lb. boxes	0 09
" " 4-lb. boxes	0 09
" " shredded, 24 cartoons, per bx	2 00
" " bulk, in 15-lb. bxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb	4 00
" " per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gal	2 25
Standards, per gallon	2 00

Green Fruits.

Market quiet with few, if any, changes in prices. We quote:

ORANGES AND LEMONS.

Fancy California navels, 126's, per case	$3 50
" " " 150's to 250's, per case	4 00
California lemons, 300's and 360's, per case	6 00

ONTARIO WINTER APPLES.

Northern spies, XX, per bbl	$4 50
" " XXX "	6 00
Russets, per bbl	4 50
Almeria grapes, per keg	6 50
Winter pears, (B.C.), per case	3 50
Cranberries, (Jersery), per bbl	12 00

VEGETABLES.

We quote:

Valencia onions, (large cases)	$4 50
Spanish onions, per case	1 25
Native onions, per lb.	03

Right Price

Orange Meat sells at the right price—right for your customers, right for you.

We never cut the price of the 15c package. But we put up a **Jumbo** package which sells at 25c. This package is put up principally for the people who want 2 packages of **Orange Meat** for 25c.

The **Jumbo** package really contains more than double the quantity of a 15c package of other goods. It contains 2½ times as much.

So you see the **Jumbo** package price compares favorably with 10c goods.

Putting up **Orange Meat** in different size packages at fixed prices gives a security as well as a constancy to **Orange Meat** trade—**of benefit to you.**

That accounts for **Orange Meat** being regarded as standard goods.

Are you keeping in close touch with the "right-price" goods?

Agents in Montreal: R. B. Hall & Sons.
Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.
Limited
KINGSTON, ONT.

Flour and Cereal Foods

GENERAL CONDITIONS.

Reports to hand are more or less indicative of a general depression at all points of the Dominion. There has, of course, been a certain amount of general trade, which at some points has given a measure of activity, but by no means can business be said to be booming.

At Ontario points the demand during the week under review has at times looked more healthy, and perhaps been a little difficult to execute, but this has been caused by a tendency to hold back supplies rather than to any important demand.

The recent fall in values has had no appreciable effect in stimulating buying, and the general feeling is one of weakness.

No improvement is reported in demand from eastern provinces. Export trade has shown a slight improvement, brokers are reporting more active inquiry, and in some instances fair business has resulted.

The milling demand for Manitoba wheat during the week has been very light, the advance in the price for May shipment putting it above millers' views. Immediately after the holidays, cable bids received by exporters were about one cent out of line, but the last half of the week they have been able to work considerable business, mostly for May-June seaboard at a fair margin over the May price.

A prominent Kingston business man was recently in Port Arthur, and made the statement that Winter navigation on Lake Superior, as proposed by MacKenzie & Mann, was not only feasible but will be in operation in the course of a few years. He was of the opinion this will be the route through which a great deal of the shipping would pass, and as a result Port Arthur would benefit greatly. It would make that port one of the most important of the chain of lakes.

It is reported that a construction company is under contract to begin the erection at Fort William early next Spring of two new elevators. One of the proposed warehouses will be built for the Canadian Pacific, while the other is for an independent firm. The vast increase in acreage to be brought under cultivation next year in the west is said to be responsible for the Canadian Pacific's decision to add to its storage capacity at the head of the lakes.

THE DOW CEREAL AND MILLING COMPANY.

The Dow Cereal & Milling Co., manufacturers of rolled oats, oatmeal, pot and pearl barley, rolled wheat and mill feed, of Pilot Mound, Manitoba, are situated in one of the finest oat belts in Manitoba. The oats from this district have long been recognized by the grain trade of the west as grading with the finest and cleanest oats grown in the great west.

The plant is modern and up-to-date, fitted with the latest and improved machinery to turn out an A1 article, and is equipped throughout with electric light. Since the first of September the mill has been operating 24 hours per day, capacity of plant 300 barrels per day.

Their Buffalo brand (emblem of Manitoba) of rolled oats has a sale from Vancouver to Halifax, and beyond the seas into Great Britain. The Dow Cereal & Milling Co. are also shipping to South Africa, and in time they hope to place their Buffalo brand of rolled oats in every part of the British Empire, on which the sun never sets. They pack Buffalo brand of rolled oats in 90, 80, 40, 20, 8, and 5-lb. sacks. Buyers of car lots east of the Great Lakes can obtain from their sales agents, Nicholson & Bain, Winnipeg, Manitoba, C. & F. prices delivered on track any city, town, or village in Canada, and for C. I.F. price any port in the world.

THEIR OWN GAS GENERATOR.

The Peterborough Cereal Company will have in operation a gas plant of its own, installed by the Gas Supplies and Construction Company, of Toronto. Hitherto the Peterborough Cereal Co. has secured its supply of gas from the plant of the Peterborough Light & Power Co. As is generally known, the Cereal Company employs gas for toasting Canada Flakes, one of the foods they manufacture.

The generator being installed by the Gas Supplies & Construction Co. of Toronto is built along different lines from the ordinary gas generator. This style of generator is in use largely in Europe, but very few are in operation in Canada and the United States. The new system of procuring heat and power is known as "producer gas," and it is claimed that a great deal more energy is derived from the coal than by the ordinary method. The ordinary method of procuring power and heat from coal is by the grate or direct firing, thereby transferring the energy in the coal through the energy of steam generated. Producer gas works upon a different principle. It is made in a generator which allows no escape of the products of the coal from which the gas is generated. Steam which is made from the waste heat from the generator is automatically injected through the heated coal, which is decomposed into the form of hydrogen gas and the smoke and gases which are lost with direct firing are combined in the producer gas and form a part thereof.

CEREAL NOTES.

Manitoba flour dropped thirty cents in price a day or so ago. It is now retailing at $5.60 per barrel. Further decrease in the price is looked for in the near future. Ontario flour is still selling at $5.10 per barrel retail. A drop in the price of Ontarios will

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

Money in it

There is money for a grocer in handling first-class flour. The best Northwest wheat is used in

"Gold Crown" Flour

Our methods are scientific and we are not ashamed of the product.

WRITE FOR PRICES

Sutcliffe-Muir Milling Co., Limited
Moosomin, Sask.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

THE DOW CEREAL AND MILLING Co

PILOT MOUND, MAN.

Eastern and Western Buyers of Car Lots ROLLED OATS

Wire or write us for prices on

The reliable and well-known

BUFFALO BRAND

Clean and Sweet

MANUFACTURED BY

THE DOW CEREAL & MILLING CO.

Pilot Mound, Manitoba

NICHOLSON & BAIN, Winnipeg, Man.

Sole Sales Agents

not be surprising. At present there is a feeling that the price asked for these flours is too great in proportion to the figure at which the Manitoba flours sell.

* * *

Superintendent of Transportation Price, speaking of conditions at the lake, stated that there was any amount of room for storage in the company's elevators at Fort William. Only about two million bushels are stored there at the present time. This amount is not liable to be increased, as four or five trains leave Fort William every day carrying wheat east by the all-rail route. About one hundred cars are thus shipped out of Fort William daily.

* * *

The annual meeting of the Grain Exchange at Winnipeg declared almost unanimously for the establishment of a grain clearing house at Fort William and Port Arthur. This would insure prompt shipments, as the clearing house officials would have power to order any one elevator to deliver a complete cargo to a vessel, thus avoiding loss of time. Expense bills, weight certificates, etc., would receive careful attention, insuring proper and prompt distribution of the grain trade in Winnipeg. The vessel owners, being the ones to obtain the most benefit, would be expected to contribute the largest proportion of the cost

NO NEED TO HESITATE

You may be hesitating about stocking any more breakfast foods. But with ***RALSTON HEALTH FOOD*** it is different. In face of the splendid advertising now appearing in the magazines there is bound to be a demand.

NOW MADE IN CANADA

by

THE TILLSON COMPANY
Limited
TILLSONBURG, - ONTARIO

Cases 36—2 lb. packages
Cases 24—1 lb. packages

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

The GRAY, YOUNG & SPARLING CO., Limited
Salt
Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

MONTREAL MARKETS.

Flour.

Sluggish conditions prevail. There has been no further drop in price during the week, but buyers are afraid to take chances on quantities, preferring to wait until the market gets steady. Practically the only sales are to merchants who are in immediate need of stock. Stocks are very heavy, some 20,000 barrels more than same week last year. Western Ontario millers are working on half time and holding off supplies. We quote :

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent	2 00	2 10
Royal Household		4 80
Glenora		4 40
Manitoba spring wheat patents		4 70
" strong bakers		4 50
Buckwheat flour		2 10

Rolled Oats.

A great deal of cutting has been going on owing to new firms trying to secure a footing in the market. This does not mean that oats are declining; they are, if anything, firmer this week than for some time past. The drop in rolled oats is, in consequence, not a legitimate one, and for this reason an impression exists in some quarters that the market is now on the bottom, and no further decline is to be expected. Certainly prices are now very close to cost, and should additional reductions be made producers would be making no profits. We quote :

Fine oatmeal, bags	2 40	2 50
Standard oatmeal, bags	2 50	2 60
Granulated " "	2 40	2 45
Rolled oats, "	2 45	2 50
"		5 30
" 90-lb. bags		2 80
" 80-lb. bags		2 65

Feed.

The firmness which characterized last week's market is still manifest. Bran in particular is very scarce, and can scarcely be obtained under any circumstances. The supply of middlings, however, is pretty well up to the demand, and the market remains very steady. Manitoba bran is in good demand, but supplies are light. We quote :

Ontario bran	17 00	17 50
Ontario shorts	20 00	21 00
Manitoba shorts	19 50	20 00
" bran	18 00	18 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00

Hay.

The market is exceedingly quiet, supplies are plentiful, particularly of No. 2. No. 1 is selling fairly well at quotations. Advices from abroad report markets dull, with supplies sufficient for requirements; export, in consequence, is dull. We quote :

No. 1	8 50	9 00
" 2	7 25	7 50
Clover mixed	6 00	6 50
Clover, pure	5 50	6 00

TORONTO MARKETS.

Flour.

Business has been uninteresting and without distinctive feature since our last report. Orders have been mainly of a sorting up character. Export trade has shown better demand and a few orders have been in evidence at prices which had to be shaded to close the transactions. Prospects, however, are considered more promising, and buyers and sellers are getting nearer together. We quote :

Manitoba wheat patents, per bbl. in bags	4 30	4 70
Strong bakers " "	4 10	4 50
Ontario wheat patents " "	3 75	4 00
Straight roller " "	3 50	3 75

Grain.

Trade has not been over active since our last report; arrivals have been coming in pretty freely. At outside points reports denote fair deliveries at the mills, and tend to show that farmers are disposed to market their grain, although at the same time the opinion is that a good deal is being held back for expected developments. In a few lines prices have firmed up a little, as will be seen from quotations. We quote :

All on track Toronto.		
Manitoba wheat, Northern No. 1	0 88½	0 89
" " hard, No. 1,		
" " " No. 2	0 85½	0 86
Red and white, per bushel,	0 83	0 84
Barley "	0 48	0 53½
Oats, new, "	0 38	0 38
Peas "		0 84
Buckwheat "	0 55	0 56
Rye, per bushel "		0 76

Breakfast Cereals.

The delivery of grain for breakfast cereals is reported as fairly good at most points throughout the province. Trade, however, is disappointing even at this season, which is always considered a falling one. Prices are unchanged at the decline reported in our last. We quote :

Oatmeal, standard and granulated, carlots, on track, per bbl	5 30
Rolled wheat in boxes, 100 lbs	2 40
" " 50 lbs	1 30
Rolled oats, standard, carlots, per bbl., in bags	4 75
" " " " " in wood	5 00
" " " " for broken lots	5 15

ST. JOHN, N.B.

Flour, Feed and Meal.

In flour prices unchanged since the late decline. Market seems quite firm. Oatmeal unchanged at the lower prices. Cornmeal easier. Beans, while rather firmer, have little movement. Seeds begin to receive attention. Prices all round are high, particularly Canadian clovers. The working of the new law regulating the quality of seed will be watched with interest.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

AN ABSOLUTE GUARANTEE OF QUALITY

THE NAME **MACONOCHIE** ON

Pickles **Canned Herrings**
Sauces **Jams and Jellies**
Marmalade **Candied Peels**
and all Oilman's Stores

The quality of Maconochie's lines is as good as the best raw material, skill in preparation, cleanliness and care can make them.

The price of Maconochie's lines is as low as it is possible to be, consistent with that same high quality. Our enormous output enables us to figure the cost low—so low that competitors wonder how it is done.

The sale of Maconochie's lines is an assured fact. All YOU have to do is to show them. Discriminating consumers do the rest.

To-day Trade is Won and Held

by selling provisions of irreproachable quality. The best people—the people who are good pay—will not insult their stomachs with second-grade food. This is the trade we cater to—the trade we want you to get—the trade it pays to get, ***and the trade you can get if Maconochie's name is on the label.***

Maconochie Bros., Limited

LONDON - ENGLAND

Agents: **THE A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED**
Head Office: **TORONTO**

PEERLESS IN QUALITY

Did you ever think what a ***superior*** tea you were handling in ***Blue Ribbon Ceylon Tea?***

Did you ever think ***how much more*** "leaf value" there was in

Blue Ribbon Ceylon Tea

than in "other teas"?

Grocers who have ***thought*** of this ***superiority*** and this ***"more leaf value"*** have ***concluded*** that ***Blue Ribbon Ceylon Tea*** is the ***tea*** for ***them***—offers the ***biggest opportunity,*** the ***greatest satisfaction.***

Red Label Line sells at ***40c. All grocers should carry it.***

REASONABLE IN PRICE

WATSON, BOYD & CO.

TRINIDAD, B.W.I.

COCOA, COMMISSION AND GENERAL MERCHANTS

Dealers in Canadian, American and Eastern Produce

Consignments Promptly Attended to. Correspondence Solicited.

CORRESPONDENTS:

LONDON—Frame & Co., 21 Mincing Lane. **NEW YORK—Frame & Co., 132 Front Street**

Cable Address: BOYD--TRINIDAD. **CODES USED:** Lieber's, A B C, 5th edn. A1—Premier and Standard Shipping

Every grocer has a call for **Maple Syrup** and **Maple Sugar.**

When you get a demand from your customers see that you have the **genuine, absolutely pure** and unblended

Grimm Pure Maple Syrup

Buy this Brand. **Write Us for Particulars.**

THE GRIMM MFG. CO., *Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies* **Montreal**

TRY

"OWL CHOP" TEAS

Ceylon Black -:- Green Ceylon

IN PACKAGES

DELICIOUS WHOLESOME ECONOMICAL

One Tea Spoon yielding Three Cups

Ask for Samples and Prices

Freight paid on 5 cases or over

L. CHAPUT, FILS & CIE

WHOLESALE GROCERS and IMPORTERS of TEAS, WINES and LIQUORS

...Montreal

GET YOUR ORDERS IN

EARLY AS POSSIBLE FOR THE

L. B. SLOT MACHINES

THE PRICE THE SAME

MACHINE and 1,000 pieces of **GUM** $8.00.
Gum for refilling, 65c per hundred.

ORDER THROUGH YOUR JOBBER OR DIRECT FROM

BODE'S GUM COMPANY

MONTREAL

Prices on **CALIFORNIA NAVEL ORANGES** are very low. We look for a sharp advance as soon as markets get cleaned up. Our arrivals this week will be:

1 car ROSE Brand
1 car CHINOOK Brand
1 car ARCH Brand

and at prices offered they should go out quick.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, CANADA.

Also have cars Celery arriving weekly—stock is fine and selling well. Full line of Nuts, Figs, Grapes, etc.

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.
Packers and Expoters
5-7 Market St., HAMILTON

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

FEATURES OF INTEREST.

The fruit markets at all points appear to be overtaken by a season of dullness. This is thought by dealers no more than should be expected after the remarkably good time that has been in evidence right through the holiday.

Cranberries are almost an unknown quantity. Prices are ruling high and reaching almost fancy figures.

California navel oranges have met with a sudden check, in sympathy with the U. S. markets, and prices have weakened considerably, showing a decline of some 25c. to 40c.

A feature which is noticeable on the market at this time is the great headway being made in sales of grape fruit. Hitherto it has been somewhat of a slow seller; during the present season, however, more have been already sold than were in the two last seasons combined. The quality of this fruit is particularly good this season.

Apple sales on the British market are reported as very active, with good prices being realized. At most recent sales spies fetched $7.50 per barrel, Baldwins and Greenings $6 to $6.50.

B. C. FRUIT MAKES A HIT AT WINNIPEG.

During 1905 the trade in British Columbia fruit may be said to have reached the importance of an industry in Winnipeg. The exhibits made at the Dominion Exhibition of 1904, and the Industrial of 1905, drew much attention to the quality of the fruit, and the various growers' associations, through Mr R. M. Palmer, of the Bureau of Information, Victoria, made arrangements with the Ottawa Fruit Co. to handle all their fruit on that market.

In all 18,250 packages or parcels of fruit have been handled, comprising peaches, plums, pears, cherries, tomatoes, blackberries, rhubarb, crabapples, apples and onions.

Of these packages no less than 10,000 came from Kelowna, which stands at the head, not only numerically, but also as to quality of fruit and packing. The Kelowna shipments included all the varieties of fruits mentioned.

From Hammond, 450 packages, made up of apples, blackberries, pears and plums.

Peachland, 400 packages, mainly peaches, with some tomatoes and pears. Peaches were excellent.

New Westminster, 100 packages, mainly rhubarb and pears.

Haney, 2,000 packages of splendid fruit, made up of apples, rhubarb, blackberries, plums and pears.

Mission City, 100 packages, rhubarb, pears and plums.

Hatzic, 1,000 packages, comprising rhubarb, blackberries and plums.

Agassiz and Vancouver, small shipments.

Chilliwack, 3,000 packages, mainly plums, with a few pears.

It will be noted that apples, pears and plums seem to be successful all over British Columbia. The blackberries made a splendid record for carrying qualities and for flavor, and another year will find the Winnipeg demand in excess of the supply, unless all signs fail. Apples from British Columbia have been most satisfactory, especially such varieties as russets and northern spys, the latter being of splendid size, magnificently colored, a rich and nutty flavor, and very juicy.

About 1,500 sacks of potatoes were received from Kelowna, and those coming on the market when southern new potatoes were over and local new potatoes had not come in, created a very favorable impression.

The prices obtained for this fruit are interesting, as every housewife will be anxious to compare values. Fine table cherries brought from $1.50 to $3.50 per crate; peaches, $1.00 to 1.80; plums, 80c., $1.00 and $1.75, according to variety; pears, $1.75 to $3.50 per box; blackberries, $2.50 to $4.90 per crate; apples, $1.00 to $2.50 per box. The tomatoes, which were very superior in quality, did not make such a good record as to prices, owing to the keen competition from the east; they ranged from 50c. to $1.50 per crate.

All of the fruit was sold by auction, and may, therefore, be said to have sold upon its merits. The improvement in packing has been most marked this year, and no one who has ever tasted British Columbia fruit has any complaint to make as to its quality and flavor.

Altogether both shippers and handlers have reason to consider the season a success, and the outlook for a fruit supply from the Pacific coast is brighter than it has every been before.

PROPOSED FRUIT SHOW AT ST. CATHARINES.

The St. Catharines Horticultural Society held a well attended meeting Wednesday night, Jan. 10, when the annual reports submitted showed the excellent condition of the society. The officers elected were: President, W. B. Burgoyne; 1st vice-president, W. H. Bunting; 2nd vice-president, Robert Wilker; secretary, H. B. Burgoyne.

A committee was appointed to make arrangements for holding a district fruit, flower and vegetable show in Sep-

tember, similar to that held in Hamilton last year. The event will quite likely be held in the new armory.

TO PROTECT THE ORCHARDS.

As a result of the discovery of specimens of the San Jose scale on Japanese oranges, a round-up of all the fruit of the kind in Vancouver was made recently and it will be fumigated at the local station before being again offered for sale. The collections were made from the wholesale houses and 3,500 boxes were gathered in. Hereafter all Japanese oranges coming into port will be inspected similarly to apples and pears, and fruit found infected will be destroyed. An instant result of this action will be the advance in price of Japanese oranges to 60 cents per box.

Inspector Cunningham stated that the steps were taken solely to protect the orchards of the province. As far as the fruit itself was concerned, the presence of the scale worked no injury and the eating quality was not harmed. But the scale, if introduced in the orchards, would in a short time work incalculable harm, ruining the trees. The scale is often found on fruit from California, but up to the present only casual examination of Japanese oranges had been made for its presence. In his office the inspector has seventeen young specimens which were born under the microscope recently. Although they have had no nourishment since their birth, they were distinctly alive when seen, showing their great tenacity of life.

The fumigation of the fruit is performed with cyanide of potassium and sulphuric acid. It is a rather expensive operation amd may not possibly effect the desired end, but scientists agree that it is the best course. The expense is borne by the provincial government.

MONTREAL MARKETS.

Green Fruits

Market conditions are much the same as last week. Business continues very quiet, as the trade has not yet recovered from the holiday lull. California navels have declined 25 to 40c. per box on account of lower prices in New York. Jamaica oranges, however, are quoted at $4 as a steady market, and local dealers are expecting large shipments of this fruit next week. Cranberries are as scarce as ever, and, in fact, they are now commanding a higher price than at any time during the past fifteen years. We quote :

Oranges, Florida, case	....	4 50
Tangerines	....	3 00
Navels	3 00	3 25
Dates, per lb	....	0 04
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples	....	5 50
Jamaica grape fruit, per box	3 50	4 25
Apples	2 25	5 00
Lemons, per box	....	2 50
Jamaica oranges, per bbl	....	4 00
Grapes, Almeria, extra fancy Longkeepers	....	7 00
" Fancy	....	6 50
" Choice	....	6 00
Cranberries, N. S., nominal	....	15 00
" Cape Cod, "	....	25 00
Spanish onions, cases	....	2 75

Vegetables.

Southern vegetables are in very limited demand, as, indeed, are nearly all on the list. Commission merchants are doing very little trading, and there are at present no fruit travelers on the road. Florida tomatoes are being quot-

TO FISH DEALERS

Halifax Sea Herring—Large bright stock, 65 lbs. to 100 count.

Home Cured Bloaters—Our own curing, packed 50 to basket, a great seller.

Flounders—150 boxes, 20 lbs. each, special this week, 75c box.

Frozen Trout, Whitefish, Smelts, etc.

Syda & Cousin's Finnan Haddie—Finest quality.

Long Island Native Oysters

Remember—Cold Storage Facilities on our premises enable us to hold Frozen Goods safe and sound during mild weather.

Orders Solicited and Properly Filled. Send for descriptive Weekly Price List.

WHITE & CO., LIMITED
TORONTO HAMILTON

W. B. STRINGER Specially Selected J. J. McCABE
For Canadian Trade
is St. Nicholas brand of Lemons—25 years on the market and always the Best. Ask for them.
W. B. STRINGER & CO., Toronto and Montreal. Sole Agents.

RIGHT HERE NOW
Fresh Fancy California Celery. Best been here yet.
$4.75 to $5.00 per case—sizes, 6 to 8½ dozen. Also, just arrived, car "St. Nicholas" and "Tree" brand Lemons, 300s and 360s, St. Nicholas $2.75, "Tree" $2.50. They're the finest.
The F. T. JAMES COMPANY, TORONTO
33 Church St., 76 Colborne St.

We have, just arrived, 2 carloads of *Ex. Fancy California Navel Oranges,* Magnolia Brand. If you have this brand once you will want it again.
Also a carload of *California Celery.*
THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.
H. M. MULHOLLAND, Manager.
Headquarters: TORONTO

FANCY NAVEL ORANGES.—We have them at prices that will make you money.

FANCY ALMERIA GRAPES.—At $5.50 while they last.

Send along your orders.

Save your Reputation and $25.00

Grocers, you will avoid any danger of being fined $25.00 for handling adulterated jam (and consequently of losing your reputations for being reliable merchants) if you sell the

E. D. S. BRAND

which is fully guaranteed. I stand behind the E. D. S. Brand and will pay any fines that may be inflicted. But I know I will not have to pay any, because the Government analyst has said the E. D. S. Brand is absolutely Pure.

And Right Here Let Me Say I Am Ready For Any Analysis Of My Goods At Any Time.

The Eby, Blain Co., Limited, are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agent for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

Prompt Shipment is Our Specialty

When you want choice fruit and want it right away wire us.
Satisfaction is a foregone conclusion.

Some particularly fine Navels this week.

HUGH WALKER & SON, WHOLESALE FRUIT **Guelph, Ont.**

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture. Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 88 St. Peter St., Montreal, Can.

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.
King's Cross
London, Eng.

ed at $4 to $4.50, with only a fair demand. Potatoes are dull. Onions better demand at firm prices. We quote:

Potatoes, per bag	0 65	0 67½
Mint, per doz. bunches	....	0 15
Parsley, " "	0 25	0 35
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Beets, new, per doz	0 12	0 15
Egg plant, per dozen	....	2 00
Green onions, per bbl	....	2 00
Cauliflowers, home grown, per doz	....	1 50
Green peppers, per basket	....	0 70
Home-grown cabbage, per doz	....	0 40
Tomatoes, box		10 20
Tomatoes, Florida	4 00	4 50
Spanish Onions, cases	2 50	2 75
" " crates	....	0 90
Red onions, brl	2 50	2 75
Turnips, bag	....	0 75
Sweet potatoes	2 50	3 00

ONTARIO MARKETS.

Green Fruits.

The market has been particularly slow since our last report. No feature of interest has developed, and no change of importance has transpired. Lemons have made a slightly downward tendency. Pineapples have also eased to the extent of 50c. a case. We quote:

Oranges, California, 96's to 200's, per box	3 00	3 50
" 250's to 288's "	3 25	3 50
" Mexican, 96's to 250's, per box	2 00	2 35
" Florida, 96's to 216's "	....	3 25
" Valencia, 420's, 714's, per case	4 50	5 50
" Marmalade, 200's, per box	....	3 00
Lemons, Messina, 300's 360's, per box	2 25	2 50
Grapes, Almeria, per barrel	6 00	7 00
Cranberries, fancy Jersey's, per barrel, nominal	....	13 00
" " " per case, "	....	4 50
Apples, fancy spies, per box	....	1 50
" " greenings, per box	....	1 40
" Winter varieties, per barrel	....	3 50
" cooking, per barrel	....	2 75
Bananas, per bunch, firsts	1 75	2 00
" " Jumbos	3 25	2 50
Pineapples, per case	4 50	5 00
Grape fruit, Florida, 46's, 96's, per box	4 50	5 00
Tangerines, Florida, fancy ½ trap	....	2 75

Vegetables.

Particularly slow and uninteresting has been the condition ruling on the wholesale market. Florida tomatoes are added to the list at $4.25 to $5.00 per crate. Beans are also quoted at $1.75 and $1.90. We quote:

Potatoes, kiln dried sweet, bushel hamper	1 75	2 00
Potatoes, per bag	0 90	1 00
Onions, per bag	1 25	1 30
Onions, Spanish, per small crate	....	1 00
" large cases	....	3 00
Cabbage, per doz	....	0 40
Cauliflowers, domestic, per doz	0 75	1 25
Beets, per bushel	....	0 50
Carrots, per bushel	....	0 50
Lettuce, per doz. bunches	....	0 30
" imported, per doz	0 35	0 40
Radish, per doz	....	0 60
Cucumbers, hothouse, per doz	2 00	2 25
Mushrooms, 1 lb. boxes, per lb	....	0 80
Celery, Californian, per case	....	5 00
" " pony case	....	2 75
Beans, white, prime, bush	....	1 75
" " hand-picked, bush	....	1 90
" Lima, per lb	....	0 09½
Tomatoes, Floridas, 6 basket crates	....	5 00
" extra choice, 6 basket crates	....	4 25

B. C. MARKETS.

Fruits and Vegetables.

In vegetables the potato market is short, supply being very irregular. Locals of varying quality are from $12 to $16 per ton, while Yakima Valley stock in limited quantities brings $28 to $30. Few Ashcrofts offer, and they are worth $25 per ton.

California navel oranges are 25c. per case cheaper on all grades. The supply is liberal though well regulated by shippers. The quality continues to improve as the season advances.

Good apples are beginning to be sought. The lower mainland supplies of better class have diminished, though large quantities of poorer grades still offer. Coldstream and other Okanagan packings come in regularly, and command $1.75 to $2—the top of the market. Other grades bring from 90c. to $1.50 per box.

A Delicious Cup of Coffee

Our 1-lb. tin "CLUB" brand COFFEE at 33 cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—"CLUB" BRAND. Try us,—that is all we ask to convince you of the superior value of "CLUB" COFFEE.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

FIT FOR A KING

ARE

King Oscar Sardines

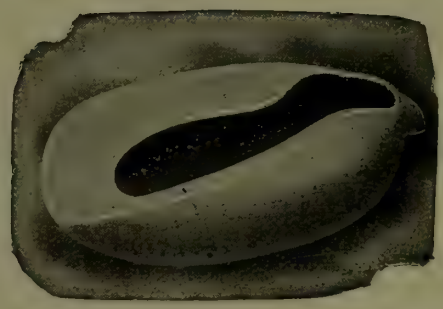
Choicest Small Fish
Pure Olive Oil
No Scales or Bones

Handsome Package
Moderate Price
Quick Seller

THE ORIGINAL AND THE BEST
OBTAINABLE THROUGH MOST WHOLESALE HOUSES

Canadian Selling Agents:
JOHN W. BICKLE & GREENING, Hamilton, Ont.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

In buying CANADIAN SARDINES

be sure and order the *"GOLDEN RULE"* brand.

Packed only by *THE McDONALD PACKING CO., FAIRHAVEN, N. B.*

Packed with the greatest care in the new solderless tins. Each and every can guaranteed.
You take no risk, and your profit is good and sure.
Every first-class jobber and retailer should have them.
Insist on getting "The Golden Rule" brand.

J. W. WINDSOR, Sole Agent for Canada **MONTREAL**

Another Difference
Is More Sales

When you know that goods sell well you don't have to look far to know why they sell well. Just the case with

Southwell's
Jams and Marmalades

There is a continuity to Southwell business because the Quality and the Quantity and the Reliability of **SOUTHWELL'S JAMS and MARMALADES** are unmistakable; and because your customers want the best goods—will insist on having them.

FRANK MAGOR & CO.
Canadian Agents
MONTREAL

IMPORTANT

We are offering the trade some new lines packed in Drums and Pails, at surprisingly low prices. These lines have the Style and **QUALITY** so well known in

STEWART'S
DELICIOUS
CONFECTIONERY

Write for Samples and Prices
DO IT NOW

THE
STEWART COMPANY, LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

You can always truthfully answer "The Purest and The Best" when offering

MOTT'S
CHOCOLATE

Two brands unequalled
"DIAMOND" and "ELITE"

John P. Mott & Co.
HALIFAX, N.S.

MONTREAL
SELLING AGENTS:
R. S. McINDOE, TORONTO
JOS. E. HUXLEY, WINNIPEG

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

SEASONABLE ADVICE.

Now is the time for the grocer to look around and see what has been the result of his energy and enterprise. Don't slacken up too soon after the holiday season. Everyone has been making an extra spurt to catch a share of the Christmas trade. Windows have been decorated, and special displays made of all sorts of confectionery. What's the use of dropping right back into the old rut? It's so easy to drift into a humdrum way of doing business, with nothing to enliven things or give the least bit of variety, and a great many actually get thinking that this is all they can do. Just now, while the time for turning over a new leaf is at hand, is a good time to take an inventory of business methods and see if some sort of change cannot be introduced with advantage to all concerned.

Confectionery stands boldly to the front as a very profitable part of the Christmas trade. How have you treated this line of goods? Has it been the success it should? If not, why not? If you have given it a prominent place in your store, there is little doubt that you have proved its advantage as a profit getter. Take up the question, therefore, without further hesitancy; apportion a section of your store for its exclusive display; order in a full line of the goods you have proved to be ready sellers, and keep your stock up-to-date. Confectionery has come to stay, and it is undoubtedly one of the enterprising grocer's opportunities.

USEFUL CANDY RECEIPTS.

Nougat.

Take two pounds of blanched, shredded and dried almonds, two pounds of powdered sugar. Place the sugar in a small copper pan, without water, set the pan over a moderate fire, and stir the sugar with a small spatula until melted. As soon as the sugar begins to pearl up on the surface in the form of small bubbles, add a few drops of lemon juice, then throw in the almonds, stirring all together gently until well mixed, pour out on an oiled marble, roll out with a greased rolling pin, and cut into small squares or oblongs with a caramel cutter. This nougat is used for a variety of purposes. It can be used for pyramids, vases, baskets, cornucopias, etc., or else it can be cast into ornamental shapes by lining small molds previously slightly oiled inside. As each mold is so lined, cut the edges level with the candy shears, before the nougat becomes quite cold, for it is then brittle and breaks. A certain number of these nougat molds with an ornamental caramel sugar handle fitted to it, and afterwards filled with whipped cream and a strawberry on the top of each basket, form a charming garnish for a side dish. When strawberries are out of season, a French cherry may be used.

Cream Filberts.

The filberts can be used as they are, but they taste better when partly roasted, cleaned and then run up. Place the filberts in the revolving pan after cleaning and while they are still hot, or else heat them in a peanut roaster, then cook three pounds of sugar to every pound of filberts to two hundred and forty-two degrees. Let the pan run and commence to charge the filberts, in small quantities at first, with the hot sugar, having a little heat on the revolving pan also. When the sugar is all used up, cook one pound of sugar to every pound of filberts to two hundred and forty-five or six degrees, flavor it and run this sugar on the filberts as fast as it will dry, and as soon as the last sugar is poured on, and before it gets dry, take them out of the pan and place in trays. The last sugar is generally colored white, pink or chocolate.

IMPORTANT MEETING OF FRUIT DEALERS AT WINNIPEG.

A large meeting of the fruit dealers of Winnipeg, including representatives of all the large firms, was held on January 11 in the city council chamber, to consider the matter of securing amendments to the Fruit Marks Act in the interests of the west, and the advisability of sending a delegate to Ottawa to represent the western fruit trade before the parliamentary committee.

President Farner, of the Horticultural Society, occupied the chair, and Joseph Carman, secretary of the Winnipeg Fruit Exchange, acted as secretary. Among those present were J. Phillips, fruit inspector, who called the meeting; A. Macpherson, R. Scott, K. J. Johnston, A. Sinclair, R. B. Wiseman, R. R. Rublee, R. J. Salisbury, W. J. Dawson, and a large number of others.

A very long and thorough discussion of the Fruit Marks Act took place, and finally a committee was appointed to draft such amendments to it as the western trade seems to desire. This committee consists of Messrs. Macpherson, Wiseman, Farner, Phillips and Carman, and it will report at a general meeting of the trade to be held shortly.

The chief amendment desired is a definition of the "XX" apple. The act defines the "XXX" apple, which is the best, and also the "X" apple, which is the third grade, and it has been the practice of eastern shippers to mark anything between the two grades as "XX," inferior fruit frequently coming under that mark. It is also desired to revise the definition of the "XXX" apple, the present provision requiring a barrel marked "XXX" to contain 90 per cent. of "XXX" apples, but saying nothing as to the grade of the remaining 10 per cent.

The subject of sending a representative to Ottawa to place the views of the western trade before Parliament, was also discussed, and it is not improbable that such a delegate will be sent.

No dealer acquires a reputation for courtesy unless he deserves it.

THE DIFFERENCE

There's a difference between

PERFECTION CREAM SODAS

and other sodas. That difference is discernible on comparison, and when we tell you how

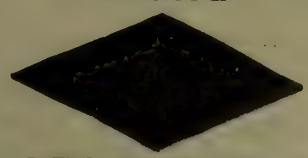
are made, and what they are made from, you should appreciate the difference and the fact that a supply of PERFECTION CREAM SODAS can be shipped on short notice.

Soda Biscuits may be made properly and packed improperly. No such mistake in the Mooney factory. Moisture-proof paper and air-tight tins are used in every case. Hence, "Perfections'" freedom from dampness, mustiness, etc.

3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company, LIMITED, Stratford, - Canada.

DIAMOND Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

Tested and Tried for 30 Years

Excelsior Coffee

Is it wise risking your coffee trade by experimenting with new short-lived brands, when you may still have this old reliable coffee which has stood every test?

There's no other to compare with it.

TODHUNTER, MITCHELL & Co. IMPORTERS HIGH-GRADE COFFEE TORONTO

That 60% Profit

Do you want to handle the most profitable starch? Just get in a supply of

IVORINE

Cold Water

STARCH

and you will get 60 per cent. profit on your sales. Remember, too, **IVORINE** gives thorough satisfaction. Women who use it wouldn't go back to the hot-water kind under any consideration.

"Ivorine" is a pretty good article then, isn't it?

$2.50 per case of 40 pkgs. Ask your jobber for "Ivorine."

St. Lawrence Starch Co. Limited

Port Credit, Ontario

Butter Cream

is a cream sandwich biscuit of lemon flavour. It is also made in assorted fillings; and Lemon, Raspberry, Vanilla and Chocolate are sold separately.

We don't claim anything new about it, but it's one of the tip-top lines for use on tasty occasions,—just rich enough and not too highly flavored.

As usual with our biscuits, it is dainty, pure, and free from any admixture.

W. & R. JACOB & CO., Limited

Canadian Agents:

Kenneth H. Munro, 324 Coristine Bld. Montreal

C. & J. Jones Bros., 424-425 Union Bank Building Winnipeg

Wilson Bros. Wharf St. Victoria, B. C.

DUBLIN, IRELAND

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

6 1-gal. tins to case, wine measure,	$4.50 per case	24 pints to case, wine measure,	$2.50 per case
12 ½-gal. " " "	4.80 "	12 qrt. bottles,	2.40 "
24 ¼-gal. " " "	4.80 "	5-gal. tin, Imperial measure, 1 to case,	3.90 "

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

THE MONTREAL MAPLE CO.

88 GREY NUN ST., MONTREAL, QUE.

ANNUAL MEETING.

The twentieth annual meeting of the French Chamber of Commerce of Montreal was held in the Board of Trade building on the 11th inst.

The ballot resulted in the election of the following directors: President, Mr. C. A. Chouillou; vice-president, Mr. G. des Etangs; secretary, Mr. A. F. Revol; treasurer, Mr. J. Salone.

The president in his annual report reviewed the work of the chamber and the principal commercial events of the year. He stated that the number of members of the chamber from its establishment increased from ten to nearly four hundred. During the past five years its correspondence increased four-fold, and the general business showed also a remarkable increase as well as the number of its visitors.

The report mentions an unusual proportion of English agents and tradesmen who came to inquire about possibilities of entering into communication with French firms. This fact is evidently a good result of the warm reception of the Canadian manufacturers in Paris and of the "entente cordiale" on the other side. The French chamber has, therefore, the intention of pushing on this friendly intercourse between the two countries by the publication next Spring of a special number of its Monthly Bulletin. This edition, published in English and French, will be issued at 10,000 copies. It will be fully illustrated and devoted to giving both French and Canadian tradesmen a better knowledge of their own countries and of their natural, commercial and industrial resources.

Regarding the general prosperity of Canada, the report reviewed the wonderful progress of this country during the last year.

The increase of the national income, the excellent situation of financial institutions, abundant crops, discovery of new mines, development of railways, the St. Lawrence channel enlarged and improved, a new direct line of navigation established between Canada and France—such were the points fully covered in the report.

We are especially pleased to point out that the Canadian manufacturers' visit to France is mentioned as one of the most important commercial events of the year, and that the French chamber pays a tribute of regret and admiration to the Hon. R. Prefontaine, who accomplished so many great things in the interest of the country.

In connection with the policy of promoting freer and better trade between Canada and France the Chamber of Commerce are sending out circulars to manufacturers, exporters and shippers, calling attention to the importance of expanding trade between the two countries and asking for co-operation in the work.

Mr. C. A. Chouillou, the newly elected president, is one of Montreal's prominent merchants and an extensive shipper of Canadian products. He is most energetic and enthusiastic in furthering the interests of the French Chamber of Commerce, and his election is not only complimentary to him but to the members as well, and "se va sans dire" that during his tenure of office the position will be filled with credit, honor and ability.

Fortify yourself against inclement season.

Van Houten's Cocoa

Best and Goes Farthest **The Ideal Winter Beverage**

Grocers make friends by recommending it.
There is money and satisfaction in handling Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

IRRESISTIBLY DELICIOUS

A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS:—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

TRADE MARK
This design a guarantee of quality.

GREY BREAD WRAPPER —A— SPECIALTY

ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

After You Get Started It's Easy

Grocers, take my word for it, if you start the right way it is easy to sell cigars. I make such a declaration because I have the testimony of grocers to support me.

I know that certain arguments are whispered to you against "starting"; but I can tell you that such arguments got life through certain grocers handling cigars that no smoker would buy twice.

I believe—more than that, I know—the

Pebble and Pharaoh

Cigars, if given a fair trial, will prove my claim to their being the "grocer's ideal cigars." All I ask is that you give them a trial. I'll make you an offer that removes every element of risk—from your standpoint. It will be the fairest offer you ever had made to you.

Write to me NOW.

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

The Powers Behind the Tobacco Throne

1. The Name on the Package

Prestige is a great force for sales in the tobacco business. The experimenting spirit is not strong in smokers. They become attached to the package "with the name."
Just the reason why you never hear of a

T. & B.

smoker changing. If he wasn't satisfied he would change quick enough. He knows what "**T. & B.**" on the package means. He has the strongest proof. If smokers are guided by the name on the package, why not grocers? You know there is no better advertised tobacco than **T. & B.**; and as the name on the package is always the same, so the tobacco in the package is always the same. Because **T. & B.** is a **sure** tobacco you should make it your selection.

The Geo. E. Tuckett & Son Co., Limited

Hamilton, Ontario

TOBACCOS, CIGARS AND ACCESSORIES

HANDLING CUSTOMERS WITH COMPLAINTS.

Probably the greatest test of business capability and character is the treatment of customers who come to the store with complaints. Intolerance of complaint and display of temper on slight provocation always reveal a lack of the equanimity of temperament necessary to success in retail business.

In justice to the public it may be said that few of them make complaints except for cause, and the manner of their treatment on these rare occasions determines whether you are to retain their good will and trade or forfeit both.

It pays, therefore, to suppress all feeling or resentment, whether the complaint be justifiable or not. A little reason and consideration will often rectify the trouble.

AMBER AND ITS IMITATIONS.

Amber, which is used principally for the mouthpiece of pipes, is found only in and on the shores of the Baltic Sea. It is a resinous substance, and is supposed to be the petrified product of submerged pine forests. There are two kinds used by pipemakers. One is the "stone" amber, which is found in pieces ranging in size from the dimensions of a pea up to several inches long. The other is a manufactured article, and is known to the trade as "ambroid." It is made of small pieces of stone amber, fused by a secret process. There is only one factory of it—that at Koenigsberg, on the shore of the Baltic—and it is controlled by the German Government. Few people ever heard of ambroid. Tell the average man that the mouthpiece on his pipe is an artificial product and he will resent it; but if it is more than an inch long, it is very sure to be ambroid. And any honest pipemaker will tell you that it is none the worse for that. Ambroid comes in cakes about an inch and a half thick, three inches wide, and ten inches long. One of these blocks weighs 2 lbs., and looks like an exaggerated bar of soap. Stone amber in pieces larger than 1x1x3 inches costs about five times as much as ambroid, but in very small bits it is cheaper than the manufactured article. You are, therefore, much more likely to get stone amber when you buy a pipe with a very short mouthpiece than you are to get ambroid. It is the amber or ambroid mouthpiece that makes a briar pipe expensive.

TO COLOR MEERSCHAUM.

Don't put a cover on your meerschaum if you want it to color nicely. That will sound like rank heresy to some people, who have been educated to believe that a chamois skin jacket ought to be sewed on a new meerschaum before the tobacco is placed in it at all. But an old pipemaker is the author of the advice. He ought to know, for his father and grandfather before him made meerschaum pipes for a living. In smoking a meerschaum, a "top bowl" should be placed in the pipe bowl proper. This prevents the fire from coming in contact with the bowl. If the fire touches the bowl it is made "raw" and will not color.—Cigar and Tobacco Journal.

A BAN ON CIGARETTE SMOKING.

An unprecedented stand in the matter of smoking has been taken by the cigarmakers' union of Worcester, Mass., who voted that any member of the organization found guilty of smoking a cigarette should be fined $5 for each offence.

The new rule of the union was taken, it is said, to protect the sick benefit fund. An investigation by the sick committee showed that of the members who drew sick benefits the cigarette smokers were in the majority, and it was also argued that more death claims were paid to the families of men who had been addicted to the habit. The members of the union are permitted to smoke pipes or cigars, the rule applying only to paper cigarettes.

FINE TOBACCO CROP.

It is estimated that the crop of tobacco grown in Essex county last season was about twelve million pounds. The crop averaged 1,200 pounds per acre in Essex county. The average yield in Kentucky is 500 pounds per acre.

"Mrs. Nagget," said the doctor, "your husband needs a rest. He must go to Europe for three months."

"Oh, splendid!" she exclaimed, "I'll be delighted to go there."

"Very good. You can go for three months after he comes back. That will give him six months' rest."

SWEET CAPORAL

CIGARETTES
STANDARD OF THE WORLD
Sold by all leading Wholesale Houses.

CLAY PIPES
None equal. Insist upon McDougall's
There IS a Difference.
D. McDOUGALL & CO., Glasgow, Scotland

All First-Class Grocers
Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer.

PROGRESSIVE RETAILING

FORTUNES IN 10c. STORES.

By Jonas Howard.

An active man of good common sense, having no mercantile training of any kind, yet with industry, willingness, and a cash capital of $800 as a minimum, perhaps commands more chances in the mercantile field through the medium of the 5 and 10 cent store to-day than are to be rounded up in all the horizon of business.

For ages man has been despising the day of small things. All his civilized life he has been disposed to consider the house which sells nothing for less than a dime. He has had to be coached in recognizing the house which cannot charge any more than 10 cents for anything on shelf or counter. Thus the jobber in 5 and 10 cent goods at wholesale is meeting the retailer in these special lines more than half way to the establishment of a business which the prospective retailer has known nothing whatever about in any period of his life.

Common sense, industry, activity and tactfulness are the necessary forces in the man. The possession of $800 in addition should establish him in a mercantile line out of which millions a year have been earned by just such novitiates in the world of mercantile business. The up-to-date jobbing house in his lines will assist him in finding the location for his store; it will prepare the outline of a stock suitable to the community in which the venture is to be made; he will be coached in the foundation principles of business, and if the man is all that the credit man of the house desires as a risk, the jobber will credit $200 to $300 worth of goods to the adventurer into business.

Department Store in Miniature.

The 5 and 10 cent store is a department store in little, from which the department store of to-day was evolved. In its experimental stages this prototype of the department store existed when the possibilities of the penny were not to be guessed at. The daily newspaper sold for a nickel, and when three boxes of sulphur matches sold for a dime it was a bargain to be spoken of as the purchaser walked home with them. Then the question was, what are the things that we can sell for 10 cents? Now it might be asked of the small necessities of the household, what can't we sell for a dime?

When the man with the necessary $800 has fixed upon a location for his business the population of the town or of the city neighborhood will have been considered and canvassed. The 5 and 10 cent store has its population limits. At the least 12,000 population in a town will be necessary to an exclusive business in 5 and 10 cent goods, but in a town of 3,000, for instance, the 5 and 10 cent counters in a variety store, with other goods marked to a 50 cent or $1 limit, still can be run for all they are worth. As a proposition for the novice, however, the 5 and 10 cent lines are better from all points of view, and for these reasons the beginner in merchandising should attempt to find the field for a store confining itself to these small lines.

Window Display is Important.

These are the goods of all others which sell themselves largely by attracting first the attention of the purchaser. This purchaser has put down sugar and coffee on a purchasing list; the things she will buy of the 5 and 10 cent store have not been thought of at all — she will need to see them in a window. Therefore the beginner needs to make sure of his window. Even with the window, however, the window must be fronting a street where women and children are accustomed to walk freely and without hindrance of any kind. This will mean a rental above the average for a street, but within the bounds of reasonableness rental will not drive a good man from a good location to a poor one. Better pay $50 a month for a store by which people pass and repass than to pay only half as much for a place to which customers will have to be led

As a general proposition the 5 and 10 cent stores find the likeliest environment in a town which has a fair share of factories and which is surrounded by a thrifty farming community. Between the farm and the factory the small merchant may count upon the most promising constituency. In the larger cities a location in some provincial sort of neighborhood where the residents as a rule do not get down town to the department stores suggests the best opportunities. Necessarily the business of the small store is for cash. But in the case of the person who may be slow pay at the grocer's and drygoodsman's, he is reassured at the door of the 5 and 10 cent shop by recalling that at the most he will not have to pay more than a dime for the thing he wants. Buying the one thing he wants, it remains with the notion dealer to have his stock so arranged and so inviting that another sale or two will be made before the customer gets away.

Stock is Simplicity Itself.

The young man venturing into the small 5 and 10 cent lines may have things all his own way if only he is competent in dealing with human nature and resourceful in his business schemes. His stock is simplicity itself. Most of his 10 cent goods will have cost him from 48 to 72 cents a dozen; his 5 cent lines will have cost him from 20 to 36 cents a dozen, delivered at his door. He will have an almost unlimited freedom in the selection of the goods he shall sell. His grocer friend next door will have to carry large lines of sugar, flour, soap, and the like, upon which he has virtually no profit at all; the notion man may throw out a novelty line at any time it is not paying and substitute something else that will pay. The customer who could not buy the profitless sugar from the grocer would be incensed at the grocer's being "out"; the same customer in the 10 cent store probably finds something else for the nickel or the dime.

The advantages to be summed up for the investor in the 5 and 10 cent lines appeal especially strong to the uninitiated young man who may want to start out for himself in a new business without having had a previous training. The store of this kind is at once an all season store, knowing neither Winter nor Summer as affecting stocks. If the store site is chosen with reference to its accessibility for women and children, a good plate glass front for the window displays will cover a multitude of shortcomings in the price of interior fixtures and decorations. Tables, counters, shelves and decorations may be had at lowest figures, and yet serve every purpose of display if only good taste, neatness and judgment are exercised by the storekeeper. The stock of the average successful 5 and 10 cent store should be turned from six to twelve times a year, as against the possible twice turning of a hardware stock, and in the turning of these goods the merchant has an eye always for the "sellers"—for the stuff that does not lie long on counters, gathering dust. To prevent dust gathering, too, the plain, cash figures on each individual article are essential.

What was Done With $1,500.

As an example showing what may be done with a stock of 5 and 10 cent goods in a town of average possibilities the experience of a live young man in such a field under such circumstances may be given. This man had no experience as a merchant, but he had common sense, and his store was equipped and stocked on a common sense basis. His $1,500 investment was apportioned in stock as follows:

Tinware	$ 200
Enameled ware	80
Hardware	200
Cutlery	40
Woodenware	40
Brushes	40
Glassware	150
Crockery	60
China	50
Sporting goods	30
Horse goods	30
Staple toys and dolls	100
Cheap jewelry	60
Notions	75
Pictures and mirrors	25
Stationery	50
Books	30
Perfume and soap	50
Smokers' goods	20
Dry goods	100
Dry goods notions	50
Clothing, hats and caps	20
Total	$1,500

Before the opening of the store he had done some effective advertising, and the first day's sales were $150. For the first week the sales were $350. Then came a lull in business, until finally the new house struck its gait of $200 a week, with Saturday's sales representing $50 to $75 of this.

Stern Mother: Willie! Willie Getback: Yes'm. Stern Mother: There's a whole lot of the contents of this jar missing. What did you take it for? Willie: I took it for jam, mamma; what was it?

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c. a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit in the customer's confidence is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

THE BUSINESS SITUATION IN CANADA

Mr. Byron E. Walker at the Annual Meeting of the Canadian Bank of Commerce.

The thirty-ninth annual meeting of the Shareholders of the Canadian Bank of Commerce was eminently satisfactory, for they had a most prosperous year. The directors' report showed, in addition to a balance of $28,726 39 from last year, net profits of $1,376,167 63, premiums on new stock $564,996 63, so that, in addition to paying dividends at 7 per cent. to the amount of $666,784.27, writing off bank premises $219,233.99 and transferring to the Pension Fund $25,000, there remained $1,000,000 to be transferred to the Rest Account, together with a balance forward of $58,871.76. The reserve fund is now $4,500,000 and the capital $10,000,000.

The feature of the gathering and the talk in Canadian financial circles was the address of the General Manager, Mr. B. E. Walker. It is probably the best review of the business situation in Canada that has ever been presented. We publish his remarks in full. This address, taken in connection with Lord Strathcona's recent prophesy of a population of 80,000,000 for Canada within the century, is flattering to Canadian sentiment and should encourage a conservative investment in both public and private enterprises of a permanent character.

GENERAL MANAGER'S ADDRESS.

In reviewing the business situation a year ago we found it a much more difficult task than usual because of the very varying state of many of the factors which influence our progress. We began the year 1904 expecting some curtailment of a prosperity which had perhaps lasted too long without a check. But although the results from the forest, from agriculture, pasturage and fishing, were all less than we had hoped, the end of the year found us prosperous and more confident than ever. Beyond a doubt, however, we were spending money in all matters, public and private, on an unexampled scale for this usually prudent and economical country, and nothing but large results from industry for the past year would have justified our course. Throughout the whole of 1905, however, there has been no moment of national doubt, and nature seems to have furthered almost every effort we have made. This has clearly produced an optimism which is fraught with great danger, and it is to be hoped that everywhere in Canada the many who did not hesitate to incur debt because they believed in the future, will, now that partial fruition of their hopes has come, hasten to get out of debt before they consider what new expenditure the still further removed future will justify. In saying this I need not apologize for repeating what has already been said elsewhere; indeed, it can hardly be said too often.

It may be well before dealing with details, to consider the main facts which seem to influence our immediate future. So far as our interests are in common with those of the rest of the world, the end of the Russo-Japanese war seems the most important event of the year. The cost of money in the markets of Europe, owing to recent wars, has been abnormally high for many years. If, after the final loans caused by this last war are placed, we are to have a long period of peace, then the value of money in Europe should gradually decline, and this would have a most favorable effect not only in the ease with which money could be got for Canadian enterprises, but in the cost of the fixed charges upon the enterprises arising from such borrowings. Of course the present terribly disordered state of Russia must pass away before Paris and other continental money markets are restored to a normal condition. But in any event, unless China intends to resent her bad treatment by the western nations, it seems as if we may reasonably expect peace and great industrial development in that part of Asia which looks across the ocean to our own Provinces and to those States in the American Union which have their shores on the Pacific Ocean. If so, we are reasonably certain that this bank will share largely in the trade which must come to both Canada and the United States. While the purchasing power of each individual of these Japanese and Chinese peoples may be very small—and that part of it which represents what is called foreign trade is certainly very trifling—still the aggregate, owing to the vast population, will be very large as soon as they are well enough off to buy such staples as wheat, flour, timber, railroad supplies, etc., in any proportion to their desire to obtain these commodities.

Another great factor in the gradual restoration of the money markets to a normal condition is the rapidly increasing new gold supply. The addition in each year to the world's store of precious metals of about $350,000,000 worth of gold and about $100,000,000 worth, at present market prices, of silver, is large enough not only to steady the money markets in the course of time, but also to give great impetus to the efforts being made in some countries to escape from a mere paper basis, and in others which are on a silver basis, to advance to a gold basis. We have entirely recovered from the decline in the volume of production caused by the South African war; indeed the output of $350,000,000 for 1904 means an increase in the annual production of $150,000,000 in nine years. So that we may soon be able to say that the world has doubled its annual new supply of gold in twelve or fifteen years.

Other important facts, but of more local and direct concern to Canada, are our good crops, the enlarged scale of our railroad building, the satisfactory inflow of immigration, the development of steel and iron making, and the tremendously enhanced interest shown regarding Canada in both Great Britain and the United States, particularly exemplified by acute discussions of tariff preference and reciprocity.

It is hardly necessary to enter as fully into the details of our foreign trade as we did a year ago. The fiscal year covered by the Dominion Government reports ended 30th June, 1905, and the effect of the harvest of 1905 on our exports is therefore not yet evident. We again show a serious loss in exports, the total falling to $203,316,000, about $10,000,000 less than in 1904, and $22,500,000 less than the high-water mark of 1903. The loss is practically all in agricultural products, other increases and decreases about offsetting each other. Doubtless in the first half of the present fiscal year the loss will have been made up. The more serious aspect of our foreign trade is on the import side. We had $10,000,000 less to pay with by way of exchanging commodities, and yet we bought $7,500,000 more than for the previous year, widening the unfavorable balance between exports and imports to $63,500,000. From 1895 to 1901 inclusive, but deducting the small contra balance of 1899, the excess of exports over imports was $51,000,000. This has been followed by an excess of imports over exports from 1902 to 1905 inclusive, but practically for only three years, of $125,000,000. As we said a year ago, we are spending money in public and private improvements, looking to the future for a return, but do not let us overlook the fact that we are putting a heavy mortgage on the future. It is well to notice that we imported a little less from Great Britain in the year under review than in the previous year, while our imports from the United States were nearly $11,000,000 greater. Of our imports iron and steel in all forms, including rails, account for nearly $40,000,000. This gives a concrete illustration of what it would be worth to Canada to make these articles entirely, or as nearly as possible, in our own country.

The Clearing House returns help us to understand the growth of the internal trade of Canada. In 1904 the total of the operations of eleven clearing houses was $2,735,744,235. For 1905 the total is $3,336,602,170.

THE MARITIME PROVINCES.

In view of the rather unhappy conditions we had to report last year regarding the Maritime Provinces, it is pleasant to have to deal with a much improved state of affairs this year. The Provinces experienced another unusually severe winter, and this had a somewhat adverse effect on business. For instance it increased the cost and lessened the cut of lumber. The cut, it will be remembered, was being in any event intionally reduced because of a sharp fall in the price of deals. The usual result of this curtailment of product has happily been obtained, and returns for all lumber products are again high while the prices offered for the next season's cut of spruce deals are almost a record, and the demand for freight space at St.

John, N.B., has very greatly increased rates. For fish, prices have been paid which have not been reached before, and results in some kinds of fishing are quite satisfactory. There are, however, details in this important industry which are worth our attention. While the bank and the bay fishing have been equal to the average of the last three seasons, with better prices, the shore fishing, except in lobsters, is nearly ruined by the so-called dog-fish, the predatory incursions of which have almost ruined for the time being the valuable mackerel and herring fisheries. The loss incurred in money is very large indeed, and it is certainly to be hoped that the experiments of the Government, looking to the material decrease of the numbers of dog-fish, may be successful.

The enforcement of the Newfoundland Bait Act, as it applies to United States fishing vessels, is helping the fishermen of the Maritime Provinces as well as of Newfoundland, and the importance of the matter to us makes it an additional cause for regret that Newfoundland is not in the Confederation. Is it not time for Canada to reconsider the modus vivendi arrived at after the rejection by the United States Senate, in 1888, of the Chamberlain-Bayard Treaty? Why should we give United States fishing vessels the very privileges which enable them to undersell us in their markets? We realize that this is a matter which must be viewed broadly if any breadth of view is shown by our neighbors, but we have as yet seen little evidence of that. Canada and Newfoundland together own magnificent fishing areas, large enough to influence greatly the fish markets of the world. As the various countries of the world increase in wealth and purchasing power, the demand for fish, cured in one form or another, must steadily increase. The prosperity of our Atlantic and Pacific Provinces depends virtually on the permanence and increased volume of our fisheries. Why should we hesitate to take every step necessary to protect and develop such a national asset? Indeed it is most pleasant to see that the Department of Marine and Fisheries, under the late Minister, has been exhibiting considerable energy in this direction.

The yield of apples was only about 60 per cent. of a normal crop, but prices are high. In hay, from the lack of which last year great loss arose, there was at least a normal, and, in some parts, a very large crop. Produce of almost all kinds has brought good prices and while there are a few localities where progress has not been made, the general results are excellent. The completion of the Halifax & South-Western Railway should do much for some parts of Nova Scotia. We are able once more to report that the various branches of manufacturing in these Provinces have been, as a rule, very profitable, and that in many cases the yearly output has again been the largest known. In some very important industries the orders in hand are particularly large, and the quantity of coal mined has somewhat increased. Perhaps the most gratifying and important industrial fact is the further improvement in the conditions surrounding the manufacture of iron and steel, and particularly the beginning of the manufacture of rails, the excellent quality of which seems to have been demonstrated at once.

ONTARIO.

To the people of Ontario, as a whole, the year has been one of very general prosperity. The industries of the Province, whether on the farm or in the town, the geographical situation, and the conditions of soil and climate, are all so varied that we can hardly have years in which there are no localities which differ in prosperity from the general average. What is clear, however, is that, while we have not had a year so good for the farmers as 1903, we have had a very much better year than 1904. Crops of wheat, oats, barley and other grains have varied more than usual in yield in different parts of the Province, and in some grains prices have not been as good as last year, but the total result is satisfactory. These crops, except to the extent that they affect the value of cattle fed for the market, are no longer of prime importance. The crop of hay has been heavy in some parts, not so in others, but a good crop as a whole, while pasturage has been abundant almost everywhere. Roots, as a whole, have been unsatisfactory, but this does not apply to sugar beets, which are being grown more extensively each year in several parts of Ontario. Fruit crops have been variable, but shipments of apples from Montreal are larger than in any year except 1903. The total for 1905 from that port is 539,000 barrels, against 348,000 for 1904, and 732,000 for 1903. When we turn to the great farming interest, that of the dairy, the figures become very interesting. Taking, as we should, the results from cheese and butter together, the figures for the past year are almost the largest in the history of shipments from Montreal. The quantity of cheese shipped is about 10 per cent. less than in 1903, and not appreciably more than in 1897, 1902 and 1904, but the average price is so high that 1905 remains the largest in money value except 1903, when both quantity and average price were the largest ever known. It is in the more lately established export of butter that pronounced gain has been made. The total shipments were 573,449 packages, valued at $7,400,000. The price is better than last year, but not as good as for several years previous to 1904. The only year which surpasses 1905 in results is 1902, when a somewhat smaller quantity brought a larger sum of money owing to a much higher price. Taking the two articles together, the totals for the last four years, three of which exceed all other years, are as follows:

1905	$25,426,000
1904	20,704,000
1903	26,366,000
1902	25,863,000

The other great farming interest of Ontario, that of live stock, is less satisfactory, taken as a whole, than is desirable. Shipments of cattle have been larger than for any year except 1903, when they exceeded the shipments of 1905 by 25 per cent. The business, however, has been unprofitable to both grazier and shipper. The grazier paid too much for the cattle he put on grass, and at present prices feels forced, in many cases, to feed them over the winter in the hope of better prices next spring. The home and United States markets for sheep have been good, and the prices paid in Canada for hogs particularly so. Horses also have been in good demand. The general result of all farming industry in Ontario is shown by larger purchases, and by payments on mortgages, implement notes, and other debts, indicating a most healthy and prosperous condition. In the lumber trade in Ontario there has been a reduction in the cut, as in New Brunswick, but prices for pine and hemlock are about at the highest, and the year has been a prosperous one. While there may, in the coming season, be a still further advance in the cost of production, prices are so high as to ensure a good profit, and unless there is a scarcity of water in the streams we shall probably have an increased quantity manufactured.

Interest in mining has been stimulated by the publicity given to the discovery in northern Ontario of rich deposits of silver-nickel-cobalt ores. So far as is yet known, the area in which these ores exist is very limited, all the discoveries of any real value being within about four miles of the new town of Cobalt, where we have recently established a branch. At present nothing definite can be said as to the extent of the deposits or the probable life of the camp. Comparatively little development has taken place, and to what depth the veins of ore may run is uncertain, although a diamond drill has traced one rich vein to a depth of over 300 feet. But it may safely be said that from the veins already discovered several million dollars' worth of ore will be taken, while there is hardly any question but that within the small area which is known to contain the ores further discoveries will yet be made. A large proportion of the ore produced is of a very refractory nature, and difficulty is being experienced in disposing of it at prices which will give returns for all the valuable constituents. It is to be hoped that before long a satisfactory method of treatment will be made available, and that it will be found practicable to treat the ores within the Province of Ontario.

It is probable that during the coming summer there will be a considerable influx of population into the district surrounding Cobalt, and signs are not wanting that an attempt will be made to create not only a mining but a mining stock boom. Serious losses to the public have in the past resulted from attempts to capitalize mere prospects at prices which only producing mines should command, and it is to be hoped that no encouragement will now be given to any movement of the kind.

In the manufacturing centres, large and small, there is, with scarcely an exception, but one experience, that of continued growth. Factories are still being enlarged, manufacturers in the United States are still opening branch manufacturing establishments in Canada, and in important businesses, which have an unbroken record of increased sales for several years, further increases of 20 and 25 per cent. are still not uncommon. This growth again is causing, in cities and towns, an unusual activity in building and a great increase in the saleable values of real estate. Such questions as the building of workingmen's dwellings are becoming acute, and it is evident that the larger manufacturers

may have to do what has already been done occasionally in Canada—build houses for their men. Manufacturers, contractors, and even the class of smaller builders, are, as a rule, behind in deliveries of goods or in work being executed. One of the specially noticeable features is the resumption, on a more stable basis, of the manufacture of steel rails at Sault Ste. Marie. While we are speaking particularly of Ontario, many of these remarks apply to Canada as a whole, and of course much of this activity is the result of the great growth of the West. Unfortunately, we cannot have prosperity, apparently, without a general increase in the cost of everything, and in this connection the cost of building and the consequent cost of house rent should be a matter of great concern. When hard times come, as come they must, there will be a sharp adjustment in some direction, because clearly the wage-earner will not be able to continue to pay such rents as are being paid now by the workingmen in our larger cities, both in the east and in the west.

The Province of Quebec has shared fully in the general prosperity of Canada and the only reason for not enlarging upon this fact is the absence of branches of this bank, apart from that in Montreal, and therefore of natural sources of information regarding industrial matters.

In Ontario and Quebec railroad building is proceeding at a pace which marks a new era in transportation in this part of Canada. The Canadian shipping on the lakes is increasing in volume most satisfactorily, while at Montreal there were increases in the number of ocean arrivals and departures, in freight and passenger traffic, in the revenue of the port, and in local canal traffic. Shipbuilding in Canada is now very active, terminal facilities at Montreal and Quebec are being gradually improved, and in almost every direction progress is evident.

We have had, however, on the St. Lawrence route another season of heavy losses. This must be a matter of very great disappointment to most Canadians who have been indulging the hope that the condition of navigation on the St. Lawrence would, before long, be sufficiently improved to warrant the belief that it is in every way a satisfactory highway. We need not hesitate to say that this is one of the most important points in connection with the development of Canadian transportation. There is little use in spending money and energy in the development of the railway systems of this part of Canada unless we can be sure that the communication by sea is as perfect as it is humanly possible to make it. We believe great improvements are being made and are in contemplation, in the way of lighting, and, if there are obstructions to navigation which can be removed, we presume that this will be done, but investigations seem to show that many of the accidents are due solely to the carelessness or incompetency of the pilots. This is a grave charge, and if true no time should be wasted in dealing with it, as well as with any other defects which are capable of remedy. We feel sure that the people of Canada will sustain the Government in practically any expenditure that is necessary in this connection.

NORTHWEST PROVINCES.

At the moment, Canada, to many people in the United States and Europe, means our three Northwest Provinces, and we who live in the east may as well become used to the fact. Having regard to present population, few places are more talked about than Winnipeg. We waited long to come into possession of this country, guarded as it was so carefully from the settler, and in the short time during which we have controlled its destiny we have struggled hard with the two great problems of settlement—transportation and immigration. It now looks as if we are to have our reward. Many claims have been made for this part of Canada which fail to take into account the laborious part which man must play in its development and the probability that, being inherently lazy, he will not quite do his best. On the other hand, there have been writers about the Northwest whose pessimistic views are obviously the result of holding a brief which calls for the counsel of despair instead of hope. The plain statement of the truth, however, as far as it has been ascertained, is all that the country needs. It is clearly a part of the world where many millions of people may work out their material independence; may, in proportion to their industry and intelligence, become owners of property; and where a larger proportion than is often the case in the world may become actually wealthy.

When in August many were estimating the wheat crop at 90,000,000 to 100,000,000 bushels, we sent to London the estimate of our Winnipeg manager, which was 82,540,000 bushels. For all grains together his estimate was 174,125,000 bushels. The crop has now been harvested and largely marketed, and the revised report of the Northwest Grain Dealers' Association at October 15th, was as follows:—

	Acres.	Bush. per acre.	Ttl. bush.
Wheat	4,019,000	21.6	86,810,400
Oats	1,423,000	46.6	66,311,800
Barley	433,800	31.0	13,447,800
Flax	34,900	13.7	478,130

A total of 167,048,130 bushels.

The conditions under which the crop was sown, ripened and harvested were all more favorable than we have the right to expect every year, and a marked contrast to those of the previous year. Perhaps the most satisfactory feature of the wheat crop is the proportion, said to be as high as 80 to 85 per cent., which is classified as high-grade milling wheat. And it is to be remembered that our wheat, when compared with the wheat similarly graded in the United States, is really so superior to the latter as to put our farmers to some disadvantage in obtaining what their wheat is really worth.

The money value, although seriously affected by the fall in the price of wheat, must, nevertheless, be from $70,000,000 to $75,000,000, and to this must be added that of the cattle, hogs, horses, dairy produce, etc. This is not a large sum of money compared with agricultural figures in older parts of the world, but it is a very large sum of money for a country so young in everything which contributes to industrial success. Statistics regarding new countries have much greater significance as indications of the possibilities of the future than as illustrations of the present, and those we submit, regarded in connection with the very small proportion of the available area which has yet been settled, are enough to dispose of doubt as to our ability at some time in the not distant future to supply Great Britain with her requirements in cereals.

When nature is willing to do so much for us it is depressing to consider how badly man often does his part. There is unfortunately no longer any room for doubt that many of the more early settled of the Manitoba farms are decreasing in productive power because the land has been allowed to deteriorate. Farmers who are careless year after year in the selection of seed, who neglect to destroy noxious weeds, who will not consider their land in changing crops from year to year, or protect their crops when being harvested, are simply enemies to the public good, and should, as far as the law permits, be treated as such. If the municipal authorities would carry out the law, both as to farmers who allow noxious weeds to grow on their farms, and as to their own road allowances, a change would at once result so great as to show how criminally reckless is the neglect of such a course. We are glad to hear that the Canadian Pacific and the Canadian Northern Railways, working in conjunction with the officers of the Experimental Farms, are sending over their lines special cars filled with samples of grain and of noxious weeds, and in charge of lecturers who will illustrate the advantage of good seed, the best methods of cultivating grain and of exterminating weeds, and the effect and the loss in money from diseases of wheat. By far the most interesting fact in grain-growing in the Northwest at present is what might be called the discovery that we have great winter wheat areas where until lately we had not even considered that winter wheat could be grown. In 1903 we raised less than 30,000 bushels of winter wheat, while last year the quantity in Alberta is estimated at over 1,500,000 bushels. The highest authorities in the United States are most enthusiastic as to its quality, and as to the value of land which produces such an article of commerce, while in competition with winter wheat from all parts of the United States the best of our varieties carried off the gold medal at the Lewis and Clark Exhibition, recently held in Portland, Oregon. To add to the importance of the discovery, this wheat has, thus far in Alberta, been most largely grown in localities which were not by eastern people included in the wheat, but rather in the cattle, country. Winter wheat has also been grown successfully in other localities, notably in the Swan River Valley in northern Manitoba, where, for four years, experiments have demonstrated its success. These two districts are so remote and so different geographically that it is hardly safe to venture a guess as to what we may not hope to accomplish in this very important development.

There has been a large increase in the shipments of cattle to the east, and as a whole prices were better than last year. While conditions for the profitable grazing of cattle by farmers are not as favorable as we could wish, there will doubtless be a steady increase in live stock shipments, and in time this will be a most valuable feature in farming throughout the three Provinces. There is a noticeable improvement in the character of the breeding of cattle and horses in several localities, but hogs are

not increasing satisfactorily in number; nor are dairying and the smaller adjuncts of good farming, such as poultry-raising, obtaining sufficient attention. Our Northwestern farmers should not delay too long developing along lines which have been successful in such States as Iowa, Minnesota and others, especially in view of the deterioration of the land to which we have referred.

In the ranching districts the conditions under which cattle were fattened have varied, being excellent in most parts and in others while not bad, still not quite satisfactory. Sales have been larger than last year, prices better, and the industry has prospered. The sale of one of the largest and best-known ranches in Alberta, however, to the authorities of the Mormon Church, at a price which means the re-sale of the ranch for farming purposes, is only one of many indications that the future of the large ranch is at least uncertain. There are undoubtedly large areas much more suitable for ranching than for anything else, while other parts of Southern Alberta are destined to be converted into successful farms, growing among other things the best of winter wheat. And in this connection we must not forget the important enterprise of sugar-making in Alberta, based entirely on beet crops, grown in that Province.

One wonders how many eastern Canadians realize that there are already in Manitoba alone over 3,000 miles of railway. When we consider what railways have done for Manitoba, we may imagine the intense interest in the new Provinces in the building of the Grand Trunk Pacific Railway, which will open up another great stretch of fertile lands; in the entry of the Canadian Northern Railway into Edmonton; and in the proposal of the Canadian Pacific Railway to build from the southeast to the same point. These new Provinces, transected by main lines of transcontinental railways, will need rapidly many miles of branch lines, and we may expect great development of this kind

Saskatchewan and Alberta are each so much larger than Manitoba, and the new settlers are to so much greater an extent going into these new Provinces, that it will try our ability to the utmost to keep pace in railways and all other aids to material progress. These new Provinces are not only possessed of great possibilities as producers of grain and cattle, they also contain in large quantities, coal, lumber, oil and other natural resources. The fur trade of last year for that part of the Territories north of the new Provinces which is tributary to Edmonton, is estimated in value at over a million dollars

Immigration is now very large, the numbers coming from the United States being still much greater than those from Europe, while the movement of Canadians from the east to the west of Lake Superior is almost half as great as the immigration from the United States. The land sales are so large that the railway, land and colonization companies have materially advanced their prices. In this connection we again draw attention to the wide range of land speculation throughout the west. That men should invest or speculate in land where land is almost the one great asset is inevitable; that farmers should buy and try to hold more land than they can easily cultivate, although they are dependent upon an uncertain labor market, is quite natural under the circumstances; but when an entire community — merchants, manufacturers, farmers, professional men and clerks—is engaged in the effort to increase the price of land, trouble must come sooner or later. There are, of course, many things transpiring which will legitimately advance the market value of land in town and country, but these influences are at the moment probably less powerful than the mere views of a community bent on holding for a rise land for which many have no personal use. Some day or other an uncomfortably large number will wish to sell at the same time, and grievous loss will doubtless result.

Public improvements by municipalities and the erection of buildings of all kinds throughout the three Provinces have been proceeding at a remarkable pace. The increase in building during 1904 in Winnipeg seemed to make it improbable that there would be a much further increase in 1905. The buildings erected, however, in 1905, are almost twice as many as in the previous year, although the aggregate cost is not very much in excess. The supply of houses in Winnipeg seems now about equal to the demand, and it is to be hoped that this will cause some check to building of a speculative character.

The payment of debts is of course materially better than in 1904. It is abundantly evident, however, that people throughout the West have incurred heavy debts for the holding of farm and city property, and but for this and the unsatisfactory crop of 1904 the financial effect of the present crop would have been much more satisfactory. We are glad to notice that throughout the West there is a determination on the part of those extending credit to be much more rigid and careful in future.

BRITISH COLUMBIA.

While the Northwestern Provinces have had more attention from Eastern Canada and from the outside world during the past year, no Province in Canada has had greater prosperity relatively to its immediate possibilities than British Columbia. This huge Province, destined probably some day to outstrip all others in wealth, with resources which require literally millions of people for their development, has at present but a handful, as it were, of people. It is so rich in products of both sea and river, valley and mountain,—fish, fruit, grain, cattle, timber, coal, and almost all minerals; it is so lovely a country for man to live in; and it can eventually be so largely self-supporting because of its possibilities in producing varieties of food and varieties of manufactures, that no one can doubt as to the character of its industrial future. But the physical and financial problem of British Columbia is by far the most difficult of any of the Provinces, and it seems desirable that the other people of Canada should appreciate what the British Columbians have to do. Individually the people of this Province are well off, and the growth of the city of Vancouver is as startling as that of Winnipeg, Calgary or Edmonton, but the number of people in British Columbia is about the same as in the city of Toronto, and a large part is not of white blood. This small body is called upon to make the initial expenditures necessary to render even the earliest conditions of settlement possible. And these initial expenditures mean roads built in one of the most difficult of countries, bridges across great rivers, etc.; indeed, at every point, the first outlay is most costly, especially as compared with that of the prairie Provinces. And when communication is made, the individual again has to expend unusual labor and money before he can get any return. The ultimate result of such initial expenditure, if wisely made, is not a matter of doubt, but the difficulties explain why British Columbia grows more slowly in population than we all wish

The lumber business, depending as it still does mainly upon the prairie Provinces, has been very satisfactory, as to both volume and price. In coal mining there has been a handsome increase in production of both coal and coke, and several new mines are being opened. There seems to be no reason why these two staple industries should not grow steadily, especially in view of the almost unlimited raw material, until British Columbia takes its place among the great coal and lumber producers of the world. In anticipation of this several large sales of timber limits have recently taken place at good prices, and among the buyers are a good many Americans. Copper mining and smelting are now established and profitable industries. They require large capital and complete technical knowledge, but the results of such a combination seem to be as sure as in other well-managed manufacturing businesses. The year's output of the Boundary mining district is about 1,000,000 tons. There is a marked improvement in lead and silver mining and the outlook seems better than for many years.

The cattle ranching business has been fairly good; important movements looking to the growing of fruit on a large scale are being made; irrigation in some dry districts is being successfully carried on; farming and dairying in the districts where pursued have been profitable, and, generally, all land operations have yielded a good return for labor bestowed thereon. Increase in the value of real estate and activity in building have been as marked as in other parts of Canada, and in Vancouver especially speculation in real estate has reached proportions which promise trouble for some of the investors.

This being the year for the curious quadrennial recurrence of large returns from the Fraser River, salmon fishing in British Columbia has been successful, and the fish have fortunately brought a high market price. The previous three years have been so unsatisfactory that vigorous steps for the preservation of this great industry have become plainly necessary, and we are glad to know that as one of the results from a Commission appointed by the Dominion Government we are likely to have much more attention paid hereafter to the fishing interests of the Pacific than has hitherto been the case. We cannot expect that the next three years will produce satisfactory results, but if arrangements now in contemplation can be completed, the result should be a steady prosecution of efforts at increasing the number of salmon, and, if these are successful, we may in the course of time build up the three lean years of the Fraser River to the level of the fourth year, and we may also improve all other British Columbia salmon rivers. The

object is so vitally important to British Columbia that we can only hope that politics will not be allowed in any manner whatever to interfere with the desired result. Salmon fishing is, however, only a small part of the great fishing rights possessed by Canada in the Pacific Ocean and the rivers running thereto. The supplies of halibut and herring are almost inexhaustible, and there are large quantities of other fish, such as smelts, cod, whiting, etc., but at present the business of fishing is not well organized, nor is there sufficient skill in the community to make the best use of this great natural source of wealth. It is doubtful if in eastern Canada and in foreign countries any conception has been formed of the extent and richness of the fishing grounds owned by British Columbia. At the present time the United States fishermen are taking large quantities of halibut, using our ports for refuge in case of storm, and shipping their halibut from Vancouver in bond to the United States. We cannot, of course, interfere with any legal rights they have, but surely, as in the case of the Atlantic fisheries, we ought not positively to aid such a diversion of our natural products. In this connection we should also like to draw attention to the unfortunate effect of the exclusion of Mongolian labor. It was of most noticeable value in connection with both fishing and canning, and the lack of such labor must have a very deterrent effect upon progress in this particular industry.

There has been considerable railroad building in southern British Columbia, and sooner or later large developments must follow the building of the Grand Trunk Pacific Railway across the upper part of the Province. The sale of the Esquimalt & Nanaimo Railway to the Canadian Pacific Railway should also have an important effect upon the development of Vancouver Island.

UNITED STATES.

In common with most other portions of North America, the Pacific coast States of Washington, Oregon and California, in all of which we have branches, have enjoyed unusual prosperity during the past year, exceeding in many respects any record in the past.

The wheat crop in Washington has been the largest in its history; the salmon season has been very satisfactory and profitable, both in volume and in price: the lumber business has improved over that of the previous year; the crop of hops is larger than usual, but the great fall in price has made the business unprofitable; the trade with Alaska and the north has been better than for several years; the end of the Eastern war has been followed by a great increase in the trans-Pacific trade; preparations are evidently being made for the entrance into Seattle of new transcontinental roads; and generally the year has been one of the most prosperous in the history of Washington. It would not be wise for any one to venture upon an estimate of the probable effect on Washington of the development of Alaska which is so rapidly going on; of the trans-Pacific trade now only in its infancy; and of the development of its own vast resources in timber, and in lands suitable for wheat culture. While the gold which has reached Seattle from the Yukon shows a total of only $7,861,000, the results from Nome, Tanana and other sources bring the total up to $18,667,000, and it seems clear that, while there must be decreases in various camps, the total is not likely to decrease for some time to come, especially as so little territory has as yet been worked by dredges or hydraulics.

We find a similar prosperity in Oregon. The product in lumber was about the same as last year, with better prices. The State is said to have in standing timber two hundred and thirty-five billion feet, occupying about 54,000 square miles. This must be one of the world's greatest timber reserves. The yield of wheat has increased, with a better outlook for the next crop than for many years past, and flour exports are larger. The results from fishing were excellent, indeed as good as in 1904. Other industries, such as dairying and wool, have done well, while hops, fruit, etc., have had varying success. The total results of all industry have given Oregon a signal year of progress.

California has had some features of an unfavorable kind, but still the year is regarded as the best in the history of the State. The wheat crop was very unsatisfactory, the yield being but about 12,000,000 bushels, against 32,000,000 in 1899. The character of farming in the State is apparently bad, and the decline can be only partially attributed to an unfavorable season. The receipts of salmon from Alaska were the largest since 1901. The manufacture of redwood lumber has increased and the total for 1905 is about 340,000,000 feet, as against 209,000,000 in 1900, each intervening year showing a moderate but steady growth. The receipts of lumber of all kinds at San Francisco for 1905 were 759,000,000 feet, a handsome increase over 1904. The value of the crops of oranges and lemons is about $40,000,000, as compared with $30,000,000 in 1904. The crop of grapes for wine, table and raisins was about three-quarters of an average, but the quality was the best yet known. The trade in canned and green fruits was very large and profitable, stimulated particularly by the poor fruit crops of the Eastern and Middle States. California is steadily increasing in wealth and population, railroad building is proceeding rapidly, shipping is again profitable, while real estate and building both here and in Oregon and Washington are exhibiting the same activity as elsewhere in the United States and Canada.

Considering the United States generally, the conditions are distinctly prosperous. With another great corn crop, this year exceeding two and a half billion bushels, with a wheat crop of about 700,000,000 bushels—only once exceeded before, and about 150,000,000 bushels larger than in 1904—with other grain crops slightly larger, and with a cotton crop of about normal proportions, the basis of a great commerce is established. The exports exceeded a billion and a half of dollars, while the imports for the second time exceeded a billion dollars, these figures leaving an enormous balance of trade in favor of the United States. Their internal trade has been on a greater scale than ever. There is evidence of this in every kind of business activity, but in nothing more clearly than the usual test of expanding trade—that of iron and steel. Almost every blast furnace is in operation, the volume of ore being transported from the mines, and consequently of pig iron manufactured, exceeding all previous experience. This enormous volume of legitimate and profitable trade is unfortunately, but perhaps naturally, accompanied by excessive speculation in securities, with prices which certainly seem perilously high. The country's requirements for bank loans are very large indeed, and the rates paid for money in New York recently, although only from day to day and for speculative purposes, are a sufficient indication of an overstrained condition. One cannot view without concern such an abnormal state of affairs, and it is to be hoped that the real business interests of the country will not suffer because of the volume and the pace of stock speculation.

Before sitting down I would like to remind gentlemen who are here—and I have said the same thing before—that this report, which is filled with many dry facts, and altogether too many figures, is really not prepared so much for those who are good enough to be present and listen to it, as for the 3,500 shareholders and for the customers of the bank in the various Provinces, and in the various States to which I have referred. I make this statement because it may seem curious to you that we should be interested in many facts which seem quite local. They are local so far as people in Toronto are concerned but they are deeply interesting to people in the various sections with which I have dealt.

The motion for the adoption of the report was then put and carried.

WAS OUT OF SODA.

Tom Ricker kept a country store in Shapleigh, Me., years ago. He was constitutionally tired; hated to move unless it was absolutely necessary. One Summer afternoon, when he was enjoying a nap in his old armchair, his head tilted back against a pile of grain bags, a customer came in.

"I want a package of washing soda, Tom," she said.

"Haven't any." the proprietor drawled, as he stretched his arms and rubbed his eyes.

The customer looked along the top shelf, where he had generally kept his washing soda packages.

"Why, yes, you have, Thomas. I see a package of soda up there on the top shelf," said she.

The trader yawned again, and, still holding down his comfortable seat, replied:

"Yes, I know they's one package there, but it's the last I've got in stock, and, yer see, I don't want ter git entirely out er sody."

Then he resumed his nap, and the exasperated customer left.

"Say, you oughtn't to push me so about that account. I really am short."

"Yes, but why should you be short so long?"

"How often do you kill people on this line?" asked a nervous passenger of a trolley car conductor one day.

"Only once, sir," replied the conductor.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Jan. 18, 1906.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75
Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	[illegible]
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	[illegible]
5-lb. " ½ " "	[illegible]

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	[illegible]
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	5-lb.	10 50
¼-doz.	10-lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	[illegible]
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ¼ lb., 5 doz.	0 [illegible]
" " " 1 lb., 3 doz.	1 25
Borax, ½ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 45
" 8 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box.	$2 25
½-lb. tins, 4 doz. in box.	1 25
¼-lb. tins, 4 doz. in box.	0 75

"KING" BAKING POWDER.

	Dozen
16-oz. cases, 2 doz.	$2 40
8-oz. " 4 "	1 50
4-oz. " 4 "	0 90

Lot 5 cases, freight paid.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire" 14-lb. boxes, ½ lb. pkgs. per lb.....12½c
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs., per lb. 10c

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ¼ gross, 2 oz., or ½ gross, 4 oz.
Reckitt's Zebr paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.
Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55
Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 8's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, "	0 25
" 8's	[illegible]
Icings for cake—	
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

"Batger's"

Put up in a high-grade, and attractive looking glass jar, made from the finest English garden strawberries, retaining their natural form and flavour—such is Batger's Strawberry Jam. Include a case of 4 doz. in your next order from your wholesaler. You will be fully satisfied with the results. They will be interesting and profitable.

Whole Fruit

It Retails for 20c.

AGENTS:

Rose & Laflamme

Montreal and Toronto

Strawberry Jam

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼s, 1 doz. in box	2 40
" ½s, " "	4 50
" 1-lbs, " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½s, 17-lb. boxes	....
Epps's Cocoa, cases of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
¼ " " 1 " "	"	9.00

SUCHARD'S CHOCOLATE AND COCOA.

	Per box
Milka, 36's (36 tablets in a box)	$2 25
" 24's (24 tablets in a box)	3 00
Velma, 24's (24 tablets in a box)	3 00

	Per doz.
Milka Croquettes	$2 25

	Per lb.
Economique, in ¼ and ½-lb. cakes	$0 32
Premium, unsweetened	0 35

SUCHARD'S SOLUBLE COCOA.

	Per doz.
¼ lb. tins (4 doz. in a box)	$2 25
½ lb. tins (2 doz. in a box)	4 20
1 lb. tins (1 doz. in a box)	7 80

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " " ½'s	0 35
" No. 1 chocolate, ¼'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb, tins	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ½-lb. tins	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	34c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ½-lb. pkgs	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

	Cases.	Doz.
"Anchor" brand, cases 4 doz., per case	$5 00	
" evap. cream, cp. 4d. "	4 65	

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1f

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 30
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCHAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 31
" 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb.
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	1[illegible] 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, onto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10-cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots (Freight paid.)	4.40
Cases, 20 25c. packages	4.10
5 case lots (Freight paid.)	4.10

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints), per doz.	$2 30
Corked " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 35
5 cases	2 75

'BEE" BRAND

'Bee" braud, 8oz., cases, 120 pkgs.	$3 00 case
" 10 oz., cases, 96 pkgs.	
" 16 oz cases, 60 pkgs.	

To sell only the ***BEST*** is safe, wise and good business.

The highest awards, medals and premiums awarded at all ***world's fairs*** and Pure Food Shows, to

BORDEN'S

brands of Condensed Milk and Evaporated Cream, proves positively that

"EAGLE" brand ***CONDENSED MILK*** and ***"PEERLESS"*** brand ***EVAPORATED CREAM*** are the grocer's Best Lines.

WILLIAM H. DUNN, - MONTREAL AND TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Soap and Washing Powders.

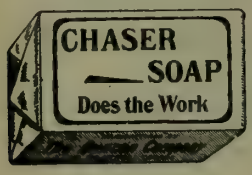
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½
Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz 0 50
Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

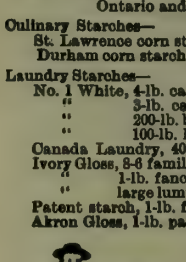
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



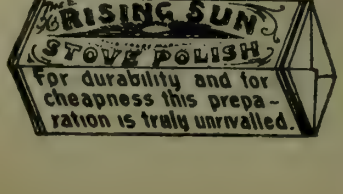
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London— Per lb.
In papers of 4 to 5 lbs. 6½c.
Blue, white or assorted.
In Pictorial Cardboard Boxes—
4 lbs. net weight 8½c.
1 lb. gross weight 8½c.
½ lb. gross weight 9c.
¼ lb. gross weight 10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.
1 lb. gross weight 9½c.

Stove Polish.



Per gross.

Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

W. H. DUNN, AGENT.

Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

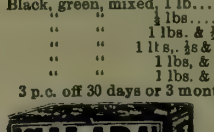
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA
put up in 3's, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs. ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

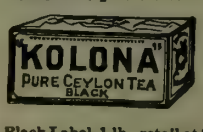
3 p.c. off 30 days or 3 months.



Teas.

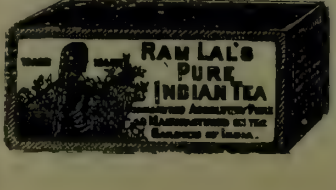
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$0 42½	
" II 40-lb. boxes	0 37½	
" III 80-lb. boxes	0 32½	
EMD AAA Japan, 40 lb " at	0 30	
" AA " 40 "	0 27½	
Blue Jay, basket fired Japan, 70 lbs.,	0 25	
"Condor" IV 80-lb. "	0 27½	
" V 80-lb. "	0 25	
" XXXX 80-lb. boxes	0 21½	
" XXXX 30-lb. "	0 22½	
" XXX 80-lb. "	0 19	
" XXX 30-lb. "	0 20	
" XX 80-lb. "	0 18	
" XX 30-lb. "	0 18½	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25	
"Condor" Ceylon black tea in lead packets		
Green Label, ¼s, ½s and 1s, 60-lb. cases retail	0 25	at 0 30
Grey Label, ¼s, ½s and 1s, 60-lb. cases retail	0 30	at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases retail	0 35	at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases retail	0 40	at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases retail	0 50	at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases retail		at 0 40
Black Teas—"Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1 per lb.		0 35
No. 2 "		0 30
No. 3 "		0 25
No. 4 "		0 20
No. 5 "		0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

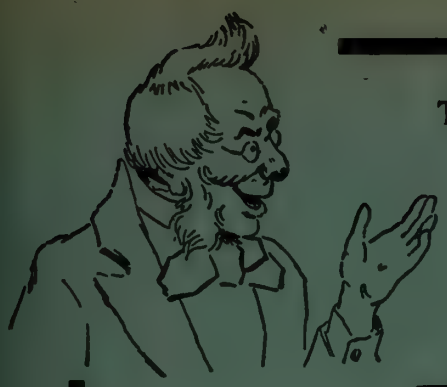
E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 25½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80



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BAKING SODA

"Cow Brand"
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It is well advertised, handsomely packed, guaranteed full weight, absolutely PURE and shows you a good profit.

Why worry about inferior goods?
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Manufacturers
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Grocers!
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Put up in pkgs., 100 to case. Sells at 5c. pkge. Each pkge. holds 12 ozs., the largest 5-cent pkge on the market. Snowflake Soap Powder is indispensable to the household. So you see there is room for big business.

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Put up in 3-lb. pkgs., 30 to case. Sells at 10c. a pkge. Silver Star Washing Soda is better and cheaper than ammonia. Once you get your customers to use it the cry will be "a package of Silver Star."

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YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

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10 Front Street East, - - Toronto

MYERS', ROYAL SPICE
STOCK FOOD

HORSE AND CATTLE.

	per 100 lbs.
500 lb. Lots	6.15
250 "	6.15
100 "	6.15
50 "	6.15
25 "	6.15
5 lb. Sacks	7.38
2 lb. pkgs., cases 2 doz	5.54 per case

POULTRY.

25 lb. Bags	9.23
5 lb. Sacks	9.23
2 lb. pkgs., 360 lbs. in case	7.75 per case
½ lb. pkg., " "	8.86 "
Hog Powders (5 gross)	3.08 per gross

Less 5% for cash on all lines.

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Stock-taking shows many ends of lines which we shall close out at low prices. Mail orders arriving in next few days will receive advantage.

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by writing to-day for our price on

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"Ready-to-use," packed in 7-lb., 14-lb., 28-lb. pails; 65-lb. tubs; half-barrels and barrels.

Write us sure. You never know what you can do until you try.

We pay cash for dried apples. Have you any? Write us.

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Preserved Ginger, Ginger Chips, Sweet Stem Ginger in 7-lb. boxes, Plum Puddings, 1-lb., 2-lb., 3-lb. and 4-lb. tins.

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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, JANUARY 26, 1906. NO 4.

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Colman's No. 1 White Rice Starch

Manufactured by the

Makers of **Colman's Mustard**

You cannot get better Starch than COLMAN'S STARCH, or Better Mustard than COLMAN'S D.S.F. MUSTARD.

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

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"Crown" Brand

Table Syrup

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ¼-Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

"Quality the Purest and Best" has been the reason for its popularity and success. Made from the finest selected corn.

EVERY JOBBER SELLS IT

EDWARDSBURG STARCH CO., Limited

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Works, CARDINAL, Ont.

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CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27

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"QUEEN'S LAUNDRY BAR"

the good honest soap which 4 generations of Canadians have used. They know of its purity and usefulness. It is one of the excellent soaps manufactured by

THE ALBERT SOAPS, Limited
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This is the one famous brand of California Fruits that never varies in its one standard of quality —*the highest.* Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you ll gain new trade—*you'll gain it and you'll keep it.*

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Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package

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Clean and perfectly cured. Sound fruit always. Ask your wholesaler. *Insist* on having the "Griffin" Brands. *They satisfy.*

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We will reship, sell or store for you. Write us.

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Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

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are the freest from objectionable elements and are the ***healthiest, purest*** and ***safest*** to drink."

The recent analyses made by Dr. Scherer of New York and the foremost analytical chemists and specialists in foods, place teas of Japan and Japanese made teas in the front rank of purest and least harmful teas—

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they speak for themselves and for more than

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have proved

healthful, nourishing and ***beneficial***

and a blessing to a people who have recently made the world "sit up and wonder."

Sell

JAPAN TEAS

and make your customers "sit up and wonder" why they never used them before.

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VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada Toronto.

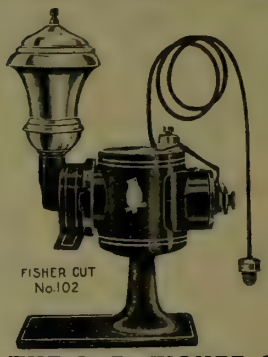
PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.

THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.

Beats gas, electricity, or coal oil.
Satisfaction guaranteed. Catalogue on request.

AUER LIGHT CO., - MONTREAL
Sole Makers.

ELECTRIC POWER COFFEE MILLS



This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

"WALKER BINS"

"Modern Grocery Fixtures."

Our new catalogue showing a complete line of Walker Bin Fixtures will be ready about February 1st.

All grocers who are building, re-modelling or contemplating changes in store interior are invited to write for a copy of "Modern Grocery Fixtures."

Sketches and estimates of cost will be furnished upon application.

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.

BERLIN, - ONTARIO.

B.C. Representatives:—W. J. BANNISTER & CO., VANCOUVER, B.C.
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COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

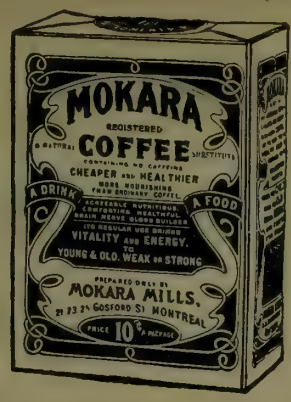
We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.



Just a Splendid Line to Stock This Year

"MOKARA" is a home drink for everybody. It is the best and cheapest substitute for **Tea** or **Coffee** on the market.

If you want a rapid seller and profit maker, write for sample and particulars of Mokara.

Retails at 10c. pkge.

Mokara Mills

21, 23, 25 Gosford Street, - - MONTREAL

$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R. methods.

Tear off here and mail to us today

N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

_____ *Name*

_____ *Address*

_____ *No. of men*

curred and [illegible] mile walk to Broadway.

A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggesion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE LODGES

Valencia Raisins
Tarragona Almonds
Sicily Filberts
Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC Montreal OTTAWA

People who have once used

PATERSON'S CAMP COFEEE ESSENCE

want it always. That is why it sells so well.

ROSE & LAFLAMME, AGENTS, MONTREAL.

"KLAUS'S" IMPROVED SWISS MILK CHOCOLATE

Is the best of all Swiss Milk Chocolate. Acknowledged to be the most delicious and wholesome. Manufactured with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. It is bound to be asked for more than ever this year, as it is held in high repute by everybody. It also possesses great nourishing qualities for invalids and children. Shows a nice profit to you and is a good seller.

Don't Be Without It.

Agents for Canada :
ROSE & LAFLAMME, - Montreal

READY? GO!

They're off. Who's off?

You, for one.

The race of 1906 is now begun. Where will you come in at the **close** of 1906?

If you intend to be among the **leaders** you will have to sell **only the Best.**

When you buy **Canned Goods,** for example, you should select **reputable,** long **established brands.**

Keep these facts in mind, and **preach them to your customers:**

1st. The Canadian Canners' Fruits and Vegetables are grown in the immediate neighborhood of factories.

2nd. Are packed only when best suited for table use.

3rd. Are packed the same day as picked.

4th. Are subject to rigid inspection, and under perfect sanitary conditions.

5th. ARE ABSOLUTELY PURE.

The reputation of the **CANADIAN CANNERS, Limited, the largest packers in the world** of canned fruits and vegetables, is behind their brands.

Remember the brands, if you would be first in the race:

Aylmer, Log Cabin, Little Chief, Bowlby, Auto, Grand River, Kent, Lion, Lynnvalley, Maple Leaf, Thistle and Lakeport.

Cut Prices on MYERS' HORSE and CATTLE SPICES

While they last, almost 50% off usual list. Ask our travellers or write us direct.

Bags, 25 lbs. Myers' Horse and Cattle Spice,	$4.50 per 100 lbs.	Cases, 1 gross Hog Powders, -	$2.40 gross.
Sacks, 30/5 lb. bags " "	6.00 "	Cases, 1 " ½-lb. Poultry Spice, -	6.50 case.
Cases, 3 doz. 2-lb. pkts. " "	4.00 per case.	Cases, 3 doz. 26 oz. " -	4.00 "

These are highly recommended goods. Being out of our regular lines we wish to close them out.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, **Hamilton**

NATURAL TURKISH FIGS

We have just passed into stock a large consignment of Solari's Natural Figs. These goods are superior to the Commadre, and the price we are quoting an abnormally low one.

See Our Travellers, or Write or Phone Us.

James Turner & Co., Hamilton, Ont.

OIL.

How **ESSENTIAL** to get a **PURE OIL**

How **VALUABLE** to have a **PURE OIL**

How **PROFITABLE** to sell **Suaut & Co.'s**

Write for Price Lists to

J. RUSSELL MURRAY
6 St. Sacrament St., MONTREAL.

Sole Canadian Representative of Messrs. Mengert, Gagnoli & Co., Nice, Barri, Lucca.

Here's a pickle that stands in popular favor with grocers in all parts of Canada.

STERLING
Brand
PICKLES

the kind of pickle that keeps up an even, good quality whenever you buy—in a word, a pickle that can be depended upon.

From All First-Class Jobbers.

The T. A. LYTLE CO., Limited
TORONTO, Can.

EVERY CAN GUARANTEED

Unsweetened

JERSEY
STERILIZED
CREAM

Sweetened

REINDEER
CONDENSED
MILK

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

"YES SIR! THAT'S THE RESULT OF THE KING'S FOOD
ITS A GREAT MUSCLE AND BRAIN BUILDER
THE ROBERT GREIG Co LIMITED
WHITE SWAN MILLS
TORONTO
W.F.

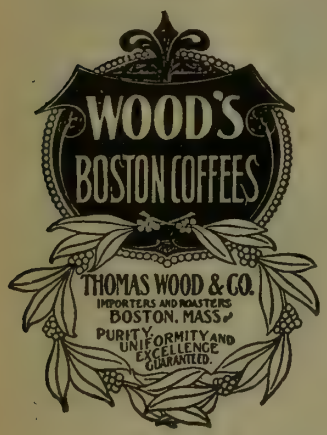
25-Cent Japan Tea

Are you looking for the finest value in Japan Tea that can be bought in Canada to-day to retail at 25 cents?
We have it—at 18½ cents—that could not be sold (if bought on to-day's market) at less than 20 cents.
If this interests you write
Also a nice sweet drawing Gunpowder in Caddies, at 11 cents.
And exceptional values in low-priced Ceylon and India Teas.
We are headquarters for tea values.

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

RIGHT IS RIGHT



The right soil,
The right climate,
The right slope of land,
The right distance above the sea.
Under these conditions alone is the best Coffee grown.
Add to these:
The right selection,
The right roasting,
The right blending,
The right classification,
And you have

WOOD'S COFFEES

Whose wonderful success marks an Era in the Coffee Trade of this country.

CANADIAN FACTORY AND SALESROOM

No. 428 ST. PAUL ST., - - MONTREAL.

Handle Only the Best!

GILLETT'S PERFUMED LYE

is the **Standard** article

There are many imitations of it being offered, **Refuse Them** and handle only the original and **Best**, the kind that pleases your customers and gives you no trouble to sell.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. **Toronto, Ont.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

TEAS TEAS

Our Blends in Bulk **Coronation** and **King's Royal** have won for us the Confidence of the Trade.

Warren Bros. & Co.

TORONTO

Our Blends in Packages **"Ceyloya"** Ceylon Tea are Trade-makers because the best value in Packets.

TEAS TEAS

Pork Packers and Their Difficulties

The condition of the packing industries continues to develop. The latest features of the situation, whilst being no more than has been fully expected, are none the less alarming. Several factories have closed down in part.

The George Matthews Company, the big pork packing establishment of Hull, announce that they are compelled to curtail the output of their factory owing to restrictions imposed by the Dominion Government regarding the importation of hogs from the United States. About forty men are thus thrown out of employment.

The F. W. Fearman Company and the Fowlers' Canadian Company say that they have been unable to get enough hogs, and have been forced to lay off many of their men owing to the recent order made by the Department of Agriculture.

The Ingersoll Packing Co. have also had to seriously curtail, whilst from all sides reports are of increasing difficulty in obtaining hogs.

* * *

The meeting suggested by Mr. Wm. Davies to go into the allegations of a buying combine has at last been held, and whilst not actually accomplishing anything of a definite nature, has been useful as marking another mile-stone of the situation.

The meeting was held in the board room of the company. Mr. Flavelle sat at the head of the table, Mr. William Davies sitting at his right, but taking no part in the meeting. To his right was Hon. Nelson Monteith, Minister of Agriculture, and Hon. John Dryden; other Government officials present being F. W. Hodgson, Dominion Live Stock Commissioner; Geo. A. Putnam, Superintendent of Farmers' Institutes; A. P. Westervelt, Secretary of Live Stock Associations; and Prof. Day, of the Agricultural College, Guelph. Mr. Duncan Anderson, Rugby, and Mr. Thos. McMillan, Seaforth, represented the farmers in person, while the newspaper commentators present were Messrs. W. L. Smith, Weekly Sun; J. W. Wheaton, Farming World; Arthur Hawke, Toronto Daily World; and W. D. Albright, Farmers' Advocate. Mr. R. H. Davies was also present.

At the opening Mr. Flavelle said the meeting had been held at the company's offices to suit their convenience for referring to their books. He desired first to meet the charge that there was a combine among the pork packers, and read extracts from some of the papers represented at the board. In reply to these statements, Mr. Flavelle made a sweeping denial of any combine or understanding in any shape or form.

Mr. McMillan and Mr. Wheaton raised the question of paying for hogs according to quality, and Mr. Flavelle said they did it sometimes, but there were difficulties in the way, and it could not become general under the fierce competition.

"Is not a combination likely to come?" asked Mr. Smith.

"Not unless we get into much worse stress than we are now," Mr. Flavelle replied. Referring to the bonding privilege, he read from instructions to his Montreal agent, who met Mr. Fisher, that while he believed the slaughtering of United States hogs here would do no harm, yet if the Minister of Agriculture decided otherwise that company had no fault to find in the matter whatever. With some heat Mr. Flavelle asked for fair treatment from the press, and in passing said that whatever might have been said against the Ross Government, its Department of Agriculture under Mr. Dryden was always right.

Mr. Dryden and Mr. Monteith moved a resolution which, while giving no opinion, expressed their appreciation of the candor of Mr. Flavelle in laying his case before the conference, and the proceedings then terminated with every evidence of good will.

* * *

Mr. Wm. Davies, in a letter to the Toronto Globe recently gave expression to some very instructive remarks. He said:

A misleading statement can be repeated so many times that it grows to have all the force and effect of a true recital. This seems to be the case covering the character of criticisms passed upon pork packers during the past two years by papers having large circulation among farmers. It has been insistently charged that packers have secured improper and greedy gain through combination; that the farmer has suffered and been bled through this selfish greediness, and that in self-defence he ought to terminate an intolerable situation by reducing the supply of hogs.

Though the statements are untruthful in every particular, they have apparently been repeated sufficiently often to convince the farmer that they are true. Thus a great industry is jeopardized, the value of large packing houses and equipment threatened, work people distressed through short time, and interests which should work in harmony are estranged while farmers are told that the packer is their enemy, seeking only to reduce them to being mere hewers of wood and drawers of water for his benefit.

Whether the cultivation of hogs and their marketing in Ontario has been profitable or unprofitable is a matter which can be fairly discussed on its own merits. The statement that it has been rendered unprofitable, and that farmers have suffered through greedy and selfish combination, is untrue in every particular. The writer is under the impression that probably of no business in Canada could it be so properly said that for a long period of years there have been no artificial conditions making for profit or loss. Competition for hogs has been unrestricted, the one governing factor being belief in the market or otherwise on the part of the individual packer.

* * *

Unlike the purchase of grain, which can be manufactured into flour or meal, or which can be sold in the condition in which it has been bought, and in either case stored for weeks or months, at the option of the buyer, hogs must be killed on arrival at the packing house, and if the trade which is being done is an export one on absolutely true dates the meat must be taken out of salt and forthwith forwarded to Great Britain. On its arrival there it must be sold, no matter what may be the condition of the market. Hence the buying price of hogs must ebb and flow according to the conditions of the market upon which the product is sold. In naming his buying price weekly the packer seeks to interpret the market conditions, and to decide what will be the probable value of the bacon from the hogs he is then buying some six weeks hence, when the cured product is placed on the market. These considerations take the form of seeking to measure how large are the killings in Ireland and Denmark, and what is the buying price in those countries, what have been the arrivals of American bacon in Liverpool, what quantity of cured product has been carried over the week end unsold, what is the forecast of available supplies of hogs in Ireland and Denmark, and the probable buying price for the following week.

* * *

All these items of information reach this house by cable weekly, and, we presume, to a greater or lesser extent, the office of every export bacon curer in Canada.

These items, arising out of the experience of many years, read wisely or unwisely constitute the data making for the judgment weekly as to what buying price will be named for hogs. During fourteen years this method has been followed, and during all that period without conference or counsel, by telephone or telegraph, by letter or personal contact—without any association with other packers or combination with them, actual or implied, we have fixed the price at which we hope to buy hogs the following week.

* * *

It has been charged that if such independence of conduct takes place, how does it come that the buying price is so nearly common at all points. A little reflection will show why this occurs. After fixing what is considered a reasonable or necessitous buying price for hogs an added factor is, what course are other packers following? The ramifications of this company for the purchase of its hogs extend over the entire province, from Napanee west. If the buying price we name is lower than the price at which others are buying, as ascertained through actual competition, we hear of it by telegraph or telephone from our buyers from all points, and we must authorize an advance in price or accept the penalty of greatly reduced quantities. We, as well as other packers, must therefore elect to pay the same price or do with a lessened number of hogs.

Sometimes we adopt one course, sometimes the other.

* * *

It has been frequently urged upon us that no more improvident and stupid way of buying in the interests of the packer could be conceived than the one we have described, that it placed the business under the unreasonable situation of compelling the packer to advance prices, not on his judgment, but by the competition set up by irresponsible drovers, who pit packer against packer, that if there were only some reasonable understanding between the packers these mistakes could be corrected without doing injustice to any one. While admitting the soundness of this general statement, this company has persistently refused to adopt anv other course than the one outlined above. We have believed that even under such unfavorable conditions, industry and intelligence were better weapons than combination between packers.

It is therefore apparent if the statement we make is a truthful one, that the campaign of the last two years, so persistent and so violent against packers, and in which apparently all the charges were based upon the statement that there was a combination between the packers, which included this company, was wrong in every particular.

* * *

It has frequently been charged that because the buying price sometimes goes to a very low point it proves that such a drop in price can only be the result of an understanding between packers. No statement which has been made is more misleading than this, or farther from the truth. The plain fact is that Wiltshire bacon, which is the export article produced by Canadian curers, is subject to great fluctuations in value, and as the bacon is marketed, as above stated, every week on its arrival, the product has to be sold subject to the price obtainable at the time of its delivery in Great Britain. This prompt sale is fundamental to the business, so much so that this company, which during its history has handled from three-quarters of the whole quantity of export bacon, down to the present, when its shipments represent one-quarter, has at no time during its history put a box of bacon into store in Great Britain. We have taken the market price at the time of the arrival of the product on the market, no matter how bitter the punishment. The bacon is cured for immediate consumption. If it is carried it deteriorates in quality, and if marketed in a deteriorated condition it injures the reputation of the brand. Hence the rise and fall in the price of hogs is primarily determined by the price at which bacon is cleared weekly in Great Britain, and by the judgment with which the packer reads a market six weeks hence as to what he thinks will be the then selling price in Great Britain.

We have believed, we believe now, that both the packer and the farmer must judge the value of the hog and bacon industry by the average results secured during the year, or over a period of years, and that the bitter must be taken with the sweet. If losses have to be borne over considerable periods of time, the more reason for farmers and packers remaining in the business to reap the advantage of the inevitable return to a period of high prices.

Service of real value could be rendered to farmers by journals having circulation among them if they carried on an agitation to increase the quantity of hogs at the time there is the greatest demand for bacon in Great Britain, and to decrease the quantity at the time there is the least demand in Great Britain. It will not do to raise hogs only at stated periods. English merchants and consumers who are handling a brand of Canadian bacon want it twelve months in the year. The farmer and curer must therefore have fresh landed bacon on the market every week in the year, but if the farmer will increase his quantity of hogs at the time when the market wants quantity, and decrease at the time when the market does not want quantity, he will contribute to the prosperity of both himself and the curer. The opposite, however, has generally been the case in Canada. Frequently there have been heavy deliveries of hogs when the demand was poorest in Great Britain, and light deliveries when the demand was the best.

* * *

This company has not killed a hog in bond in Toronto during the above period of fourteen years. We have believed that the shipment of Wiltshire sides made out of American hogs in Canadian curing houses, without the sides having a brand burned into the skin indicating that the product was from American hogs, endangered the reputation of Canadian bacon on the English market.

* * *

Immediately after the first shipment of these American sides was made to Great Britain last year, we urged upon the Minister of Agriculture at Ottawa to make it imperative that all such sides should be skin-branded "American sides." If this course had been adopted we think no injury would have been done to Canadian bacon, no injury would have been done to Canadian farmers, and that the continuance of the bonding privilege would have been wise for all concerned. It would, when Canadian hogs were in short supply, make possible the employment of men in the packing houses on full time—would enable fixed charges to be reduced, and to keep general expenses, so heavy in the packing business, under control. If skin branding were not made obligatory upon all packers, our judgment was, and we so represented it to the Minister of Agriculture, that it would be wiser to cancel the bonding privilege altogether than permit the possibility of American bacon being sold as Canadian, not by the packers' agents in Great Britain, but by the retailer, a substitution which has undoubtedly been practiced during the past six months. That the cancelling of this privilege, however, constitutes any important factor, is shown by the above figures to be quite in error, and the many newspaper statements and comments may fairly remind your readers of "Much cry and little wool, as the man said who clipped the sow."

CHINA TEA TRADE.

Mr. Walter J. Ballard, of Schenectady, N.Y., has sent to the Department of Commerce and Labor an opinion as to why China's tea trade has declined to such an extent in the last few years. He declares that there was a day when the only good tea was supposed to be that which came from China, but it is not so now. For instance, Great Britain used only 5,600,000 pounds in 1905, against 9,900,000 pounds in 1904 and 12,700,000 pounds in 1903. In like manner American imports of Chinese tea decreased from 55,000,000 pounds in 1903 and 53,000,000 pounds in 1904 to 43,000,000 pounds in 1905. At the same time American imports of Japanese tea increased from 37,000,000 pounds in 1903 to 42,000,000 each in 1904 and 1905. American imports of East Indian tea, chiefly from Ceylon, also increased from 6,700,000 pounds in 1903 to 7,600,000 pounds in 1904 and 7,800,000 pounds in 1905. The past ten months Great Britain took 123,500,000 pounds of Indian tea, 74,800,000 pounds of Ceylon tea, and 10,400,000 pounds of Java tea.

Japan exports 40,000,000 pounds of tea this season, against 47,000,000 pounds last season, nearly all of which is used in the United States and Canada. Japanese tea is not popular in Great Britain. The lessened use of Chinese tea is due to two causes: First, a deterioration in its quality; second, the difficulty of obtaining any considerable quantity of good Chinese black tea. A correspondent of the London Times says: "One important result of the lower cost of production has been that, whereas in the beginning India and Ceylon teas displaced China tea by virtue of superiority alone, now they have almost driven it out of the market here by being able to sell it at a price with which the Chinamen can not compete."

VISITOR FROM FORMOSA.

Mr. Matthew Woodley, Formosa Oolong buyer for Jardine, Matheson & Co., made a visit to Montreal this week and called upon the trade with Mr. W. H. Halford, of S. H. Ewing & Sons, who are Canadian agents for Jardine, Matheson & Co. Mr. Woodley has been buyer in the Far East for 22 years and as Jardine, Matheson & Co. are one of the largest operators in Formosa Oolong, he is naturally a very busy man. Mr. Woodley was much pleased to meet Montreal buyers, but expressed the regret that, contrary to the United States trade, more of these delicious Formosa teas are not used in Canada. Mr. Woodley leaves for England, via New York, to visit the London house, and after a three months stay there he will return home via the United States.

TO ENCOURAGE PURE FOODS.

At the annual meeting of the Retail Grocers' Section of the Retail Merchants' Association of Canada, held in Toronto, it was decided to prepare a card to be sent to every retail grocer in the city detailing the main provisions of the Pure Food Act, so that both the consumer and the retailer might become better acquainted with the law regarding adulteration. The following officers were elected: Chairman, M. Moyer; first vice-chairman, J. H. Walker; second vice-chairman, A. Snuggs; treasurer, John Bond; secretary, F. C. Higgins; auditors, George Good and A. F. Albright. The chairman, the secretary and the general secretary of the association, Mr. E. M. Trowern, were appointed delegates to the convention of the National Retail Grocers' Association of the United States, to be held at Niagara Falls, on the 23rd, 24th and 25th of the present month.

THE WESTERN ONTARIO DAIRYMEN'S CONVENTION.

The thirty-ninth annual meeting of the Western Dairymen's Association opened in the town hall, Ingersoll, where, in 1867, the first Dairymen's Association in Canada was formed. The unusual interest which was evinced in the convention of western dairymen was demonstrated by the large attendance at the various sessions. The meetings were crowded to the doors and every available bit of space was utilized, the back of the platform being occupied largely by the general public. The day sessions were devoted to practical talks, but the evening meetings partook largely of the nature of entertainments, the speakers delighting the audience with plenty of humor.

* * *

An important point was raised by Professor McKay in regard to the possibility of increasing the percentage of moisture in butter, but the prevailing opinion seemed to be that it would be unwise to attempt this until further investigation into the matter has been made.

The judges at the Winter Fair spoke very highly of the quality of the exhibits. The principal prize-winners in cheese were: Jas. Paton, Newry; Geo. Cameron, Hagersville; John Cuthbertson, Sebringville; Alex. McCallum, Kintore. In butter—Fenton E. Brown, Strathroy; Thos. Malcolm, Kinlough; W. Waddell, Kerwood, and Wm. McKay, Underwood.

James Paton won the cheese buyers' trophy, and special prizes were taken by John Cuthbertson, J. S. Izard, Paisley, and H. Weston Parry, Preston

* * *

Hon. Nelson Monteith, Minister of Agriculture, delivered a long and interesting address treating of many problems. The Minister expressed his interest and sympathy in dairying. The dangers from paternalism were also pointed out. Allusion was made to the importance of the bacon industry, and he regretted that there was a disposition on the part of farmers to rejoice that American hogs had been shut out. He thought that this was not the spirit in which this matter should be regarded, but that there should be co-operation between farmers and packers in advancing the hog and bacon industry.

He hoped that the two parties might get together and arrive at a satisfactory understanding.

* * *

Mr. Charles F. Whiteley gave an address on the improvement of the dairy stock. This had to be done through the male. He spoke of the value of keeping records, and touched upon the subject of milking by machinery. "I hope the time will come," he said, "when you farmers will be able to wake up, press a button, turn over and have another snooze, and when you wake up again the cows will be milked"

* * *

Mr. J. H. Monrad, a native of Denmark, advised the farmers not to go in for the purchase of pedigrees which they were not sure would give performance. In regard to breeding, if one farmer could not afford to keep an expensive sire for his herd, he could at least join with others to do so. He argued strongly in favor of co-operation and instanced the good results thus produced in Denmark.

* * *

The report on cheese factories was brought up by Chief Instructor George H. Barr. The report recorded a satisfactory amount of work done, but called attention with regret to the objection of some makers to instructors visiting the patrons. There was still a great quantity of tainted and over-ripe milk sent to the factories. "I regret to say" Mr. Barr remarked, "that the number of patrons who have added water or taken off cream is greater than any previous year. I am sorry to have to say that. I think it is a reflection on the farmers of Western Ontario that we should have to make this statement from a public platform." Mr. Barr, however, was of the opinion that the farmers would do better, now that attention had been called to the matter.

* * *

Prof. H. H. Dean opened a discussion on Canadian cheese on the British market. Dealing with the cheese required for English markets, Professor Dean said of all kinds they do not require there a hard, dry, bony cheese. Opinions differed, however, as to the size a cheese should be, and on other points. The body of Quebec cheese was softer and suited English markets better, so Ontario must turn attention to that point.

* * *

In his report on instruction at creameries during the past year, Chief Instructor Geo. H. Barr recorded a rapid increase in the creamery industry in Western Ontario, there being now 71 creameries in operation, as against 59 last year. There was also improvement in the quality of butter, speaking generally. There was a considerable quantity of mottled butter during the early portion of the season. This, he considered due to lack of working. Some creameries turned out butter equal to Danish, and why should not all do the same? It was plain from last year's work that the finest butter was made in creameries where the pasteurizer was used properly. He advocated four points—first, every effort to get patrons to send sweet cream; second, cream must be properly pasteurized and cooled; third, a pure culture must be used in cream; fourth, butter must be kept at 40 degrees or under.

* * *

J. A. Ruddick and J. A. McFeeters spoke on the subject of Canadian butter on the British market, and attention having been called to a case where mouldy butter had arrived in the Old Country, Prof. Harrison, Guelph, said moulds required air to grow, so the tighter the butter was packed the less chance there was of mould. He advised the use of paper on which was strong formaline to prevent this mould.

The necessity for every care to preserve purity and delicacy of flavor in cheese and butter made cold storage and curing rooms a very important factor in dairying. He had, he said, plans for cold storage plants which could be obtained by any dairymen desiring them, these plans giving best results of some experiments conducted by the Dominion department.

Election of Officers.

The following officers and directors were appointed for the ensuing year: Thomas Ballantyne, Stratford, president; John McQuaker, Owen Sound, first vice-president; A. F. MacLaren, Stratford, second vice-president; John Brodie, Mapleton, third vice-president. Directors—G. E. Gardbrand, Milverton, Listowel group; James Connelly, Holmsville, Kincardine group; Robert Sutherland, Dorchester, London group; John McLaren, Hickson, Woodstock group; J. N. Paget, Camboro, Brantford group; J. J. Parsons, Jarvis, Simcoe group; secretary-treasurer, G. A. Barr, London; auditors, J. A. Nelles, London; J. C. Hegler, Ingersoll; representatives to Western Fair, London, J. W. Steinhoff, Stratford; J. A. Boyr, Dorchester; representatives to Canada National, A. F. MacLaren, Stratford; J. B. Miner, Ingersoll.

* * *

The convention was brought to a close by speeches from the retiring president, Mr. Robert Johnston, and Mr. J. McQuaker, the new vice-president, in the absence of Mr. Ballantyne, Jr.

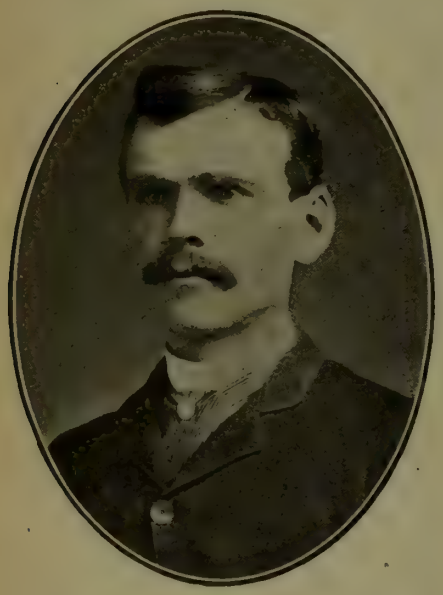
HONORED BY THEIR FELLOW CITIZENS.

At the elections in Westmount, Montreal, held last Monday, 15th, two gentlemen closely identified with Montreal's wholesale grocery interests were elected as aldermen in Montreal's classic suburb. Mr. Wm. Galbraith, of Carter, Galbraith & Co., wholesale grocers, and Mr. A. H. Scott, of Watt, Scott & Goodacre one of Montreal's best known grocery commission merchants and brokers, were elected by handsome majorities. Mr. Galbraith is known as an experienced and vigorous campaigner and had experience in election fights and came out strongly as the champion of needed improvements, and fought his issues most successfully. This was Mr. Scott's first appearance on the hustings and as a worker and vigorous exponent of his views on municipal matters made a strong running mate for Mr. Galbraith. Though entering the contest much later than his opponent, he won by the splendid majority of 127 votes. The election of these two gentlemen by the citizens of Westmount is an honor alike to them as well as Messrs. Galbraith and Scott.

BANQUET AND PRESENTATION

To Mr. T. Gaudin, by the Acme Can Works, Montreal.

Krausmann's Cafe, Montreal, was the scene last Thursday, 18th inst., of an entertainment that in more ways than one deserves more than a passing notice. It was a popular appreciation by one of



Mr. Wm. Pratt,
Acme Can Works, Montreal

Canada's prominent manufacturing firms of the services of one of its faithful employes, and in this demonstrated that loyalty, integrity and faithful performance of duty goes not unrewarded.

The occasion was a banquet tendered by the Acme Can Works to Mr. T. Gaudin, who was severing his connection with his employers to take up the responsible position of assistant accountant at the Dominion lighthouse depot at Prescott, Ont.

Invitations to the number of thirty-five had been sent out and included men prominent in commercial, political and military life, and not a vacant chair was seen, proving that all invitees were

MENU

SOUP.

Chicken. Okra.

Pickles. Olives. Radishes. Salted Almonds.

FISH.

Filet of Sole au Vin Blanc.

Pommes de Terre. Parsalad.

ENTREES.

Lamb Chops. Green Peas. Pommes Julien.

ROAST.

Vermont Turkey, Giblet Sauce.

DESSERT.

Rice Pudding, Vanilla Sauce.

FRUITS.

CHEESE.

Roquefort. Fromage de Brie.

Tea. Coffee. Liqueurs. Cigars.

pleased to do honor to the guest of the evening and the Acme Can Works.

Promptly at 8.30 Mr. Jas. Campbell and Mr. Wm. Pratt, proprietors of the Acme Can Works, took their places at the banqueting table, Mr. Campbell as chairman and Mr. Pratt in the vice-chair.

After the excellent menu had been satisfactorily discussed, Mr. Campbell proposed the toast of "The King," which was enthusiastically honored. This was followed by "Rule Britannia," led by Mr. C. Mann. The following is the toast list, which was carried out under the propositions of Mr. Campbell and Mr. Wm. Pratt, and needless to say they were all duly honored :

In proposing the health of the guest of the evening, Mr. Gaudin, Mr. Campbell remarked that though Mr. Gaudin had only been in the employ of the Acme Can Works some four years he had during that time proved himself a most faithful, industrious and capable employe, one who had never forgotten that the interests of his employers were as his own and had in consequence earned

Mr. J. B. Campbell,
Acme Can Works, Montreal.

for himself not only the full confidence of his principals but also, through fair, strict and honorable business treatment, the esteem of his fellow employes. Though he left the firm now to better himself, he felt sure that he would fulfill his duties to the Government as conscientiously as he had done with the Acme Can Works. He left with the best wishes of his employers and fellow employes.

Mr. Barclay, an employe of the Acme Can Works, then followed with a humorous selection, "All doing the same," and it may be remarked here that as a thorough comedian in every way this young man would make an enviable reputation on the public stage, as he certainly is an artist.

Mr. Edward Pratt, general foreman of the works, expressed for himself and his fellow employes appreciation of all for the many kindnesses and courtesies shown them by Mr. Gaudin and wished him for all hands God-speed in his new field of labor.

Mr. Jas. B. Campbell followed, presenting Mr. Gaudin with a handsome gold ring set with a diamond and emerald, and said :

"Mr. Gaudin, in the name of the Acme Can Works and your fellow employes I have pleasure in presenting you with this ring, and assure you that it carries with it the best wishes of the Acme Cam Works and its employes, and we trust you will long be spared to wear it. We feel that in leaving us we are losing the services of a faithful and loyal servant but our regrets are mitigated by the knowledge that you go to better yourself. God-speed to you."

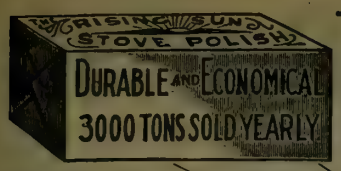
Mr. Wm. Pratt, co-partner and vice-chairman, in seconding Mr. Campbell's wishes, claimed to be more used to making cans than speeches, but took pleasure in giving Mr. Gaudin the reputation of being an upright, straightforward man and worker, besides being a jolly good fellow, and felt sure that success would come to Mr. Gaudin if he persevered in the manner in which he had conducted himself and his affairs while with the Acme Can Works.

A song in French, "Oh, Canadienne," by Mr. Chas. Tison, and a few complimentary words by Mr. W. H. Walsh, an old friend, preceded the rising of Mr. Gaudin.

The guest of the evening was visibly affected by the honors that were being shown him and expressed himself as un-

Mr. T. Gaudin,
Lately with Acme Can Works, Montreal.

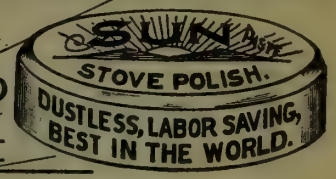
able to adequately reply. He thanked Mr. Campbell and Mr. Pratt and his fellow employes for their great kindness in thus honoring his services during the years he had been connected with their



THE WELL KNOWN AND RELIABLE CAKE. & SUN PASTE STOVE POLISH TINS

RISING SUN STOVE POLISH

GUARANTEED TO THE TRADE



DON'T TAKE ANY CHANCES. Neither **RISING SUN** Stove Polish in cakes nor **SUN PASTE** Stove Polish in tins contain anything inflammable or explosive. They are absolutely safe in the hands of the user. The sale and use of inferior stove polishes often results in fires, explosions, burns and disfigurement, sometimes horrible suffering and death. You run a considerable risk in selling these dangerous stove polishes put up by inexperienced or unscrupulous manufacturers, as the injured have repeatedly brought suits at law against the dealers who sold the dangerous stuff. Don't take any chances.

MORSE BROS., PROPS., CANTON, MASS., U.S A.

company, and he felt that in leaving them now he was leaving his best friends and what to him was practically home. He had always tried to do his duty to his employers and be just to the employes. He could hardly express to them how their appreciation touched him on severing his connection, but would always think of them with the kindliest feelings. He desired to say more, but his feelings overcame him, and the words wouldn't come.

Lieut.-Col. Whitley, of the 6th Hussars, followed in a tribute of Mr. Gaudin's manly character, and as a soldier was proud to honor such a crack rifle shot as Mr. Gaudin, who by the way was a fellow Jersey man, and the son of a sire equally famed as a crack rifle shot in the Old Land, as was evidenced to him by a visit to the home of Mr. Gaudin, Sr., in Jersey last Summer, where a room full of trophies gained upon Britain's ranges testified to skill and steady nerve.

A recitation by Mr. Walsh then followed, after which Lieut.-Col. Finlayson, of the Prince of Wales Fusiliers, paid an equally flattering tribute to Mr. Gaudin as a man and crack rifle shot and soldier.

The toast of "The Press" was honored by replies by Mr. Jos. Robb, of the Standard, and Mr. W. H. Seyler, on behalf of the MacLean Publishing Co., Limited. "The Ladies" by Mr. Walsh and Mr. Loisel.

Mr. Edward Pratt, cashier, in an able speech presented the compliments of the office staff to Mr. Gaudin, after which a song by Mr. Jas. Martin was ably rendered.

Mr. Chappell proposed the health of the proprietors of the Acme Can Works, Messrs. Jas. B. Campbell and Wm. Pratt. Mr. Campbell thanked their guests for having honored them with their presence to pay tribute to one of their employes. He hoped that all had spent an enjoyable evening, and their guests' pleasure was as their own. The Acme Can Works only spreads its wings once in a while and he sincerely hoped to have the pleasure of meeting all again on such a pleasant evening. He could take them from the Atlantic to the Pacific and show them where the Acme Can Works was doing business and where their many friends were.

"We try to use our men right in every way," said Mr. Campbell, "and to use our customers equally fair and any success that is with the Acme Can Works is due to this fair treatment of men and customers. We appreciate what our help has done from the smallest boy in the factory to the best paid man. My partner, who comes into contact with the practical work more than I do, can tell you more of the principles adopted and carried out in the works."

Mr. Wm. Pratt in thanking the guests for the toast to his and Mr. Campbell's health briefly sketched the progress of the Acme Can Works since he and Mr. Campbell had taken over the plant. When some 10 years ago the business was bought from Mr. Wm. Walker, 36 hands were employed with an annual turnover of about $35,000. "To-day we are employing 250 hands, paying out $1,500 a week in wages besides the office staff's salary, and our turnover is about $350,000 annually." The business was established by Mr. Wm. Walker about 30 years ago and Mr. Campbell was with the former proprietor for 19 years, when he and Mr. Pratt purchased the plant in 1896. Mr. Pratt's statement shows that the Acme Can Works is one of Montreal's and Canada's most progressive institutions and with the development of the plant and the installation of the most modern machinery lately put in by the company the Acme Can Works is to-day one of the most complete plants on the American continent.

Before closing with the national anthem and "Auld Lang Syne," Mr. Campbell paid a glowing tribute to Boniface Krausmann for the elegant supper, the service and the thoroughly up-to-date manner in which Mr. Krausmann had treated the Acme Can Works' guests. "The finest prepared dinner in Montreal," was the opinion of all.

A brief sketch of Mr. Gaudin will not be out of place. A Jersey Island man, he came to Canada in 1897, and joined the Acme Can Works in 1902. As a militiaman he was connected with the Prince of Wales Fusiliers, Montreal, represented Province of Quebec in the London Merchants' Team at Ottawa four years ago, when he was on the winning team. In 1886 his father won the Prince of Wales' prize at Wimbledon, so his marksmanship is practically inherited, and the numerous medals and trophies in the Gaudin family testify to the best attributes of a soldier.

The list of guests: Jas. B. Campbell, chairman; Wm. Pratt, vice-chairman; Thos. Gaudin, guest; Lieut.-Col. Fred Whitley, of 6th Hussars; Lieut.-Col. J. A. Finlayson, of Prince of Wales Fusiliers; Mr. Jas. B. Martin, of G.N.W. Telegraph Co.; Mr. J. Thompson, of Canada Paint Co.; Mr. W. H. Walsh, of R. Hemsley & Co.; Mr. F. A. Wray, Mr. J. C. Cox, of Canada Paint Co.; Mr. Chas. Mann, Mr. H. J. Kerley, of McGill College; Mr. W. H. Seyler, of MacLean Publishing Co., Limited; Mr. R. J. Thompson, of Montreal Business College; Mr. Thos. Pratt, of Shawinigan Falls, P.Q.; Mr. E. A. Amy, Mr. J. Loisel, Mr. S. J. Milligan (of Dominion Textile Co.), Mr. J. Brown, Mr. A. Mosseau, Mr. E. F. Pratt, Mr. C. Marshall, Mr. C. Tison, Mr. E. Pratt, Mr. Jos. Deschambault, Mr. Jos. Robb, (of the Standard), Mr. E. McMahon, Mr. J. McCarty, Mr. J. Barclay, Mr. G. Joslin, Mr. O. Dudivoir, Mr. Geo. Remington, Mr. Chas. Chappell, Mr. C. Brown, with Hon. Robt. Bickerdike.

ANNUAL MEETING OF E. W. GILLETT CO., LIMITED.

The fifth annual meeting of E. W. Gillett Co., Limited, was held in the company's offices, corner King and Duncan streets, Toronto, on Thursday, 18th inst., at 11 a.m.

A good attendance of stockholders was present and all were thoroughly pleased with the very satisfactory financial statement presented by the managemenat.

In the absence of the president, Mr. Chas. W. Gillett, the chair was occupied by Mr. Wm. Dobie, and the utmost harmony prevailed. All present were thoroughly pleased with the excellent showing made for the year 1905. The sales showed an increase of nearly 25 per cent. and the company again maintained their very unique record of completing another year's business without any losses in the way of bad debts. On account of the really remarkable showing made, the stockholders voted the officers of the company and the superintendent of the factory, 10 per cent. of the amount of their salaries, as a bonus to each, in appreciation of the excellent work done during the year. The showing

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A GOOD SELLER. RETAILS AT 10c.

INCLUDE A BOX IN YOUR NEXT ORDER.

Thomas Kinnear & Co.

TORONTO AND PETERBORO

UPTON'S

SEASON 1906

SEVILLE

BITTER

ORANGES

have arrived and all orders for

Orange

Marmalade

are being filled with new goods.

THE

T. UPTON CO.

LIMITED.

made justified the board of directors to authorize an increase of 2 per cent. in rate of dividend. The prospects of the company are very bright. The following board of directors were elected, viz.: Messrs. Charles W. Gillett, Jno. Firstbrook, H. C. Barker, M. A. Thomas, and Wm. Dobie. Mr. David Hoskins, chartered accountant, was appointed auditor.

After adjournment of the meeting, stockholders were entertained at luncheon in the building, the catering being looked after by the Harry Webb Co., Limited, who supplied bread made with Royal Yeast Cakes, and biscuits made from Magic Baking Powder, two of the company's products. After luncheon a meeting of the board of directors was held, at which the following officers for 1906 were elected, viz: Mr. Chas. W. Gillett, president; Mr. Wm. Dobie, general manager and treasurer; Mr. Geo. H. Macfarlane, assistant general manager; Mr. Geo. Hepburn, secretary.

At the meeting reference was made to the fact that a fine gold medal was awarded the company's display at the Canadian National Exposition, held in Toronto last year.

REORGANIZATION OF BLACK BROS., LIMITED.

The Atlantic Fish Companies, Limited, has been organized with ample capital and increased facilities to take over the fish businesses of Black Bros. & Co., Limited, Halifax and La Have, N. S., manufacturers of "Halifax" and "Acadia" brands of prepared boneless codfish, Lewis Anderson & Co., exporters of dried and pickled fish, and Hirtle, Rafuse & Co., Limited, general outfitters, both of Lunenburg, N.S. It is the intention of this firm to carry on a general fish business for both home and export trade, and it was found necessary to consolidate these different firms and reduce freight charges, and owing to the small margin of profit at which these goods have been sold in the past it was absolutely necessary that the fishing business on the Atlantic coast be carried on in the most modern methods.

The head office of the Atlantic Fish Companies, Limited, is situated at Lunenburg N.S. (the Gloucester of Canada), with branch offices at Halifax and Montreal, and factories at La Have and Lunenburg, N.S., and this firm already have agents at Winnipeg and Vancouver.

Mr. A. H. Brittain, in charge of the Montreal office, stated that the high reputation which the "Halifax" and "Acadia" brands of prepared boneless codfish had attained on the western market would be maintained, and owing to the high price of codfish used in the preparation of these brands, it was necessary to consolidate this business to reduce expenses, as the goods have been sold in the past at practically cost price to manufacture.

With increased lines car-load shipments can be made from time to time, which will be a considerable saving in expense.

These brands of prepared boneless codfish are specially gotten up for the grocery trade to enable them to secure a share of this business, which in the past they have had verv little of, considering the enormous amount of codfish taken from the Atlantic Ocean yearly (which was over four million dollars at last returns). This line should enable the grocers to make a profit on goods which they have not sold in the past.

BUSINESS NOTES.

Henri Alie, saw and grist mill, La Baie, Que., burnt out.

L. B. Seward Lubricating Co., Hull, Que., has sustained loss by fire.

Wilton Bros., general merchants, Winkler, Man., have been burnt out.

Canadian Bank of Commerce are opening a branch at Strathcona, Alta.

Bank of British North America have opened a branch in Alexander, Man.

W. M. Crawford, general merchant, Indian Head, Assa., has been burnt out.

Albert Craig, general merchant, Emerald, P.E.I., has been burnt out, insured, $5,000.

L. B. Therien, grocer, etc., Montreal, Que., stock damaged by fire and water, insured.

Gagnon Freres & Co., biscuit manufacturers, Quebec, Que., factory destroyed by fire.

Theodule Corbeil, manufacturer of butter tubs, Laurentides, Que., burnt out, partially insured.

The Skeena River canneries are all preparing to run full-handed this season, and an additional plant able to produce 15,000 cases is to be operated.

BOARD OF TRADE MEETINGS

CHARLOTTETOWN.

The annual meeting of the Charlottetown Board of Trade was largely attended. The chair was occupied by the president, Donald Nicholson.

G. E. Full congratulated the president on the report he had given, but he differed with it on some points. He thought the fees should be raised. He thought in almost everything the board had taken up that it had failed as in the station site and the decrease of freight rates. There were great questions for the board of trade to settle, as the oyster question, the disposal of the I.C.R., the opening of the pork factory and the car ferry or the tunnel. The board of trade should have a room in the centre of the city with leading trade papers, etc., on the table every day.

A. E. Williams urged an increase in the fees in order to better conduct the affairs of the board. Regarding oyster fisheries, he urged consideration for them.

S. W. Crabbe supported the increase in fees, and thought it would be better to dispose of the I.C.R., in agreement with Mr. Full.

The election of officers resulted as follows :

President—W. F. Tidmarsh.

Vice-president—S. W. Crabbe.

Secretary-treasurer—L. B. Miller.

Council—G. E. Hughes, N. Rattenbury, G. E. Full, A. E. Williams, C. Lyons, F. H. Beer, D. Nicholson, F. J. Nash.

The old board of arbitrators was re-elected, as follows :

J. T. Crockett, C. Lyons, George E. Hughes, L. M. Poole, A. Down, R. B. Norton, John MacEachern, W. A. Weeks, Jr., George Wheatley, A. Horne, D. L. Hooper, W. F. H. Carvell, W. E. Bentley.

Votes of thanks were passed the retiring secretary, W. W. Clarke, and the retiring president, for their able and efficient services.

GUELPH.

The Guelph Board of Trade met on 17th inst, in the city hall, and although there was no business of importance for consideration, yet several ideas and suggestions were discussed which may prove advantageous to the city's interests.

President G. B. Ryan was in the chair. Mr. Simpson, chairman of the mercantile committee, read an invitation from the Montreal Board of Trade, asking the co-operation of the Guelph Board at the mercantile convention to be held in Montreal next Spring. Mr. Simpson and Mr. Duff both spoke of the benefits derived from attending these conventions, as new ideas and business methods were learned, and it was resolved to instruct the Montreal board of their endorsation of the convention.

Mr. D. Allan gave some ideas on advertising the advantages of Guelph for manufacturers, which brought forth the fact that the board has that important matter now under consideration.

Mr. F. Frank thought that every citizen, especially every business man, should unite in encouraging manufacturers to locate in their city.

HALIFAX.

A. M. Bell, hardware merchant, was elected president of the Halifax Board of Trade on the 16th inst. The membership of the board now numbers 486, which is 110 more than it was a year ago.

MONTREAL.

The Montreal Board of Trade held a special general meeting in the Exchange Hall last week and passed resolutions to be submitted to the sixth congress of the Chambers of Commerce of the Empire, to be held in London in June next. An amendment was made to by-law 12 of the board.

The meeting was also the regular annual meeting. President W. I. Gear occupied the chair, and explained that the meeting had been called earlier than had been intended, as it was necessary to have resolutions that were to be laid before the congress in the hands of the secretary by the first of February.

The resolutions respecting cable news and British emigration were dwelt upon at some length by the president and carried unanimously. These resolutions are :

"Whereas cable news reports for Canada are gathered and distributed mainly through foreign sources, thereby receiving a coloring which is detrimental to the existence of the spirit of Imperial and colonial unity ;

"Whereas the same conditions to a greater or lesser extent may now or at any time prevail in connection with the cable news service to other parts of the Empire ;

"Therefore, resolved, that the Imperial Government is hereby prayed to devise means whereby cable and telegraph news to and from all parts of the British Empire shall be furnished entirely through Imperial channels."

"That in the interests of the British Empire, and particularly in the interest of the Motherland, measures should be adopted which would direct British emigration to the colonies."

At the conclusion of the above business Mr. Alfred Moseley, C.M.G., was introduced by the president.

Mr. Moseley expressed his pleasure at being present and launched at once into the matter of preferential trade. The Empire, said he, looms large to one who has traveled over it. The great question is to-day, not that of obtaining more of Empire, but how shall we maintain our present Empire in its integrity. He believed men in Canada realized the importance of this question, and that unless we get together the Empire would in a few years fall apart from its own weight.

Mr. Chamberlain well knew what was possible in the way of Empire, and had sacrificed his high position and taken his political life in his hands for his ideal—that of consolidating the existing Empire. He quite agreed that Canada and the rest of the Empire were fully capable of supplying the food demands of the Empire, but unfortunately that day was not yet. Much was supplied by Argentine and other countries by no means favorable to us.

* * *

The Chambre de Commerce, the French Board of Trade of Montreal, at a meeting on the 17th inst., passed a strong resolution, calling upon the British Government to have a commission composed of doctors and veterinaries of the United Kingdom, Canada, and other self-governing colonies, appointed to thoroughly investigate the question of whether the British embargo on Canadian cattle is justified by existing conditions. It is pointed out that the claim made in England that disease exists among Canadian cattle has been frequently refuted by investigation, and it is urged that if the action of the British authorities is because of any change in fiscal policy, Canada and the other colonies might curtail the favors they are extending to the Mother Country.

PORT ARTHUR.

The annual meeting of the Port Arthur Board of Trade, which was held in the council chamber on the 16th inst., drew out a larger gathering of the business men than has attended the board meeting in years.

A number of new names were added to the roll.

President Clavet opened the meeting He stated he had no report to bring before the board, and he credited the majority of the members of the board for the responsibility of this, as they had elected him mayor of the town, and in that capacity he had but little time to attend to other than the town's business. He thought, however, that the annual meeting of the board should have been called in April, as it was in that month that he had been elected to the position. He had not been aware of the calling of the meeting for to-night until he read the notice in the Chronicle calling the annual meeting. As the meeting had not been called last year

We are offering some exceptionally good values in Ceylon and Indian Teas, Pekoes and Orange Pekoes. See our travellers.

THE DAVIDSON & HAY, LIMITED
WHOLESALE GROCERS, TORONTO

until April he thought that in justice to himself he should have been given sufficient time to prepare a report. He had come to to-night's meeting without a report, as he had been too busy the past few weeks working in the town's interests to prepare one.

Mr. Clavet hoped that the motto of the board of trade this year would be "peace and harmony," having the interests of Port Arthur always at heart. "Port Arthur has a great future in store, but the town has been dormant and not awake to its possibilities. It has a better financial standing than any town in Canada. It cannot be ignored. We have a firm at our backs which will make us one of the greatest cities in Canada—Messrs. Mackenzie & Mann. In a recent conversation Mr. Mann stated that it was the desire and interest of his firm to make Port Arthur the Chicago of the west."

Before the adoption of the minutes of the previous meetings President Clavet took exception to a motion that ex-presidents should be made ex-officio officers of the board of trade.

The matter was adjusted by a motion that no ex-president of the board of trade be a member of the council unless elected to it.

The election of officers then took place.

Geo. Mooring was elected to the position of president.

Before vacating the chair President Clavet stated that he hoped his deficiencies as president of the board would be made up by the new president. He hoped that there would be harmony and prosperity in the board, and he knew that relations between the council and the board would be harmonious.

Mr. Mooring, in taking the chair, thanked the members for the honor that they had bestowed upon him in electing him to this responsible position. He thought that the board ought to make itself felt. He was going to fight first and last in the interests of Port Arthur.

REGINA.

The Board of Trade of Regina held its annual meeting on the 11th inst. In the absence of President Mytton, the chair was taken by Vice-President Pettingell.

The following officers were elected for the ensuing year: President, W. G. Pettingell; vice-president, Allan Cooper; council, H. F. Mytton, A. S. Jarvis, B. Whitmore, J. M. Young, Mayor McAra, J. R. Peverett, W. McCausland, Geo. Mickleborough and J. F. Bole.

An important question was raised by Mayor McAra, who said he thought Regina was not getting the advertising it should get, and that in the interests of the city a publicity commissioner, with a salary of $2,000 a year, should be appointed, as had been done in Moose Jaw, Edmonton, and other western cities. The matter, which was very favorably received, was referred to the council, who will meet next week, and issue a report to the board at its next general meeting.

SACKVILLE.

The annual meeting of the Sackville Board of Trade was held on the 13th inst. Mr. C. C. Campbell, the president, occupied the chair.

Mr. Stewart, the secretary, read the report of the council, reporting that action had been taken as follows:

Urging our railway and shipping committee to take strong action on behalf of this board with reference to improved accommodation at the Intercolonial Railway Station for both passengers and freight. The latest report of this committee, of which A. B. Copp was appointed chairman in the place of H. C. Read, resigned, is to the effect that a new station will probably be built here next Summer, and that the officials of the road were in favor of placing it at or near the site of the present station.

Action was taken with reference to the matter of wharf improvements. Three members of the board were appointed to co-operate with a committee from the town council to procure an appropriation from the Dominion Government.

SUMMERSIDE.

The annual meeting of the Summerside Board of Trade, on the 17th inst., was largely attended. The president, Neil McQuarrie, K.C., occupied the

Tartan BRAND

OUR TEA SALE A BIG SUCCESS

If you have not bought see our travellers, or send for samples. Specials in **Prunes, Apricots, Peaches.** We are agents for **Wagstaff's Mince Meat,** guaranteed to keep in any climate. **Wagstaff's Marmalade,** packed in 12 oz., 1 lb. glass and 7 lb. pails. **Wagstaff's Jam** packed in 12 oz., 1 lb. glass and 7 lb. pails. These are absolutely the finest ever put on the market.

BALFOUR & CO., Wholesale Grocers, HAMILTON, Ont.

Extraordinary TEA Values

Nothing trashy, but sterling values in Teas — priced away below market values. Now is your opportunity to secure some real bargains.

Largest Variety and Best Values in the Dominion

24 Hf. chs.	Sifted Moyune Young Hysons	35 cts.
20 " "	Pinhead Gunpowders	35 "
50 " "	May Pickings Japans	18 "
30 " "	Early May Pickings Japans	28 "
35 Chests	British Assam	20 "
18 "	Golden Tipped Assam Buds	40 "
30 Caddies	Fancy Formosa Oolong	55 "
100 Chests	Orange Pekoe Ceylons	18 "

We can match any line of Teas. It will pay you to get our samples.

Name your price and we will be pleased to submit samples and quotations.

THE EBY, BLAIN CO., LIMITED Direct Tea Importers, TORONTO.

chair. Mr. Harris, manager of the Royal Bank, and Dr. John F. McNeil, John Dobson, and A. McArthur, were proposed for membership and unanimously accepted.

The annual address of the president was read and submitted. On motion of J. A. Brace, seconded by Wm. Stewart, supported by W. A. Brennan, the address was adopted. A requisition was made by motion to the president to pass his address over to the press.

The election of officers was then proceeded with, which resulted as follows: President, Neil McQuarrie, re-elected by acclamation; vice-president, D. K. Currie, by acclamation; council, J. A. Brace, W. A. Brennan, J. M. Clark, George Godkin, R. T. Holman, Neil McLeod, Joseph Read, Wm. Stewart, W. K. McGougan; auditors, J. S. Hinton and Neil Sinclair.

The old board of arbitrators were reappointed.

Capt. Joseph Read, J. A. Brace, J. M. Clark, were appointed a delegation to wait on the superintendent of the Island Railway respecting the second western train. It was also decided to hold meetings throughout the county.

D. K. Currie and A. Campbell were appointed a committee to correspond with the authorities in reference to a readjustment of freight rates on the N.B. & P.E.I. Railway.

SYDNEY.

The Sydney Board of Trade held its regular meeting on the 10th inst, a large attendance of members being present.

The secretary's report has not yet been fully compiled, but will be ready to present to the members of the board in two weeks' time.

The election of officers of the board for the ensuing year resulted as follows: President, J. A. Gillies; vice-president, C. P. Moore; secretary-treasurer, S. P. Challon, re-elected.

The standing committee will be selected by a committee consisting of the president, vice-president, secretary, and retiring president.

After the election of officers the question of the "adulteration of milk" was brought up and ably discussed by Dr. E. C. Thurston, D.V.S. Among other information which Dr. Thurston furnished to the members of the board was the result of an examination of twenty-seven samples of milk which he had secured from the various vendors in Sydney. All except three of these were found to be adulterated, the majority of the samples being of condensed milk which had been highly watered and otherwise adulterated.

CANADA'S TRADE WITH THE WEST INDIES.

U. S. Consul-General William R. Holloway reports largely increased trade between Canada and the West Indies.

It is announced, he says, that special arrangements have been made for a West India exhibit at the Dominion Exposition at Halifax next Fall. The carrying trade this season between Canada and the West Indies has shown a satisfactory increase. All steamers have had full outward cargoes. The shipments of flour, oats and feed have exceeded those of last year. Split peas have been forwarded by Halifax this season instead of going via New York, as in former years. There has been a falling off in Canadian exports of butter and cheese to the West Indies, the country not having so great a surplus, owing to the heavy drought and the shortage of feed last Winter. A good trade is being opened up in condensed milk, also in furniture, canned goods, boots and shoes. The sale of Canadian soaps is decidedly on the increase, as is also that of biscuits. For the latter there is a large field, and more business could be done if it was pushed.

Imports have been large, nearly all the West India crystal sugar having been taken by Canada. Canada has also increased her purchases of oranges and bananas, the direct facilities having helped this trade.

The Canadian consumption of cocoa is yearly increasing. The low price of sugar at present is not very encouraging, the immediate outlook being poor for all except the largest estates and those equipped with the best machinery. However, these estates got good prices up to midsummer, and had a good deal of money to spend.

The present outlook for passenger traffic during January, February, March and April is bright, quite a number of passages already being booked and the inquiries being numerous.

Smoked Hams
Smoked Backs
English Breakfast Bacon
Rolled Bacon

With the close of the poultry season, smoked meats now in good demand.

Our Mild Cured Meats give best of satisfaction and are trade holders.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

HAMS

Finest Sugar Cured goods on the market. They are cheap. Compare cost with any other line you are handling.

Fresh
Pickled
Smoked
Cooked

We can ship in either and in any quantity.

F. W. FEARMAN CO., LIMITED
HAMILTON

Brains Rule This World,
Packers with Brains
— at —
Grande Pointe
Manitoba
. . . Pack . . .

CORNED and ROAST BEEF
1 and 2-lb. Tins.

BONELESS CHICKEN
BONELESS TURKEY
1-lb. Tins.

WESTERN GROCERS support WESTERN INDUSTRIES

For sale by all Western Jobbers.

— PACKED BY —

THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA

NICHOLSON & BAIN, Winnipeg, Man.
NICHOLSON, BAIN & JOHNSTON, Calgary, Alta.
Sole Western Sales Agents

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market remains firm here, but undoubtedly the elections in Great Britain have materially curtailed any new business, although it may be taken for granted that the consumption of cheese is really larger during these times of public excitement. Stocks in Canada are very much reduced, and the stocks in the different British centres are all reported considerably less than last year and, with any ordinary consumptive demand, the present available supplies would seem insufficient until the new season's make can come on the market.

All this naturally means a strong wind-up of last year's make, and a very awkward beginning for next season's make, dangerously high prices at the opening of the new season, steadily declining markets and great uncertainty until bottom prices are reached. Unless the next season's make of cheese is considerably in excess of the last season's make, prices will again rule high. At present the prospects seem to be that the make of butter will be still further increased, and that the make of cheese will decrease in proportion; but, after all, if the farmers find that cheese pays them better than butter, they may return to making cheese.

We mentioned in our last week's issue that Mr. J. W. Mitchell, of the Kingston Dairy School, advocated the "gathered cream system" at the convention of the Eastern Ontario Dairymen's Association. Now, whatever Mr. Mitchell's motives may be, it is an established fact that Ontario butter, where the "gathered cream system" is used, is of inferior quality to Quebec butter. It is a good business for dairy supply merchants to sell as many cream separators as possible, it is also convenient for farmers to have these cream separators at home, to keep their skim milk for their stock, and deliver only their cream to the creameries. But carting cream over rough country roads in Summer-time is different to carting fresh milk from which the cream is to be extracted after it reaches the creamery. The finest quality of butter produced in Canada was made in the Eastern Townships of the Province of Quebec. Now, if the farmers in that section put in cream separators, they will very soon lose their reputation for producing "finest Canadian butter," and their product will be placed on the basis of "Ontario creamery," which is only about third on the list.

Let the farmers deliver good milk to the creameries, let the latter do their work right, and we can compete with any country in the world for fine quality of butter, but we distinctly disagree with Mr. Mitchell in his advocating the "gathered cream system."

Mr. W. A. Woodard, the official referee at Montreal, mentioned in his speech at Peterboro at the convention of the Eastern Ontario Dairymen's Association, that a noticeable defect was in the boxing of cheese. Boxes of inferior quality were used with the result that they were badly broken when they reached Montreal and were totally unfit for the long trip across the ocean.

This has been a vexed question for many years, different "freak" boxes being introduced, until Mr. D. M. McPherson, of Lancaster, brought out a box before the Montreal Produce Merchants' Association, which seems to "fill the bill." It is sewn with a waxed cord and lock stitch and it holds the wood together so that it may be landed in the U.K. in an unbroken condition. If this box is generally adopted by our cheese factories, it may fill a long felt want. Mr. McPherson states that he should get an advance of one cent per box, but for the present, at least, he is willing to supply his new boxes at the price of the ordinary boxes.

Another district, Brockville this time, has fallen into line of individual cow testing. This is, undoubtedly, a step in the right direction, and we trust to see this system generally adopted in all dairy sections of the Dominion.

THE PROVISION SITUATION.

It cannot be said that any material change has taken place in the trade conditions since our last review. There have been developments of a more or less expected character, which may or may not arouse the serious attention of the Government. The closing down in part of some important factories is what is referred to. Many hands are thus thrown out of employment, with no immediate prospect of the situation improving. Beside the "unemployed" feature, there is the fact that these men must find other kinds of employment, and therefore the factories have probably lost for good men which it has taken years to bring to efficiency, a feature of no mean importance to a manufacturing enterprise.

Neither in Montreal nor Toronto have supplies been sufficient to go round.

George Matthews & Co., pork packers, of Hull and Ottawa, announce that they will be obliged to curtail their operations, and temporarily throw many men out of work, because they find that it is impossible to secure sufficient bacon hogs to keep their establishment going, owing to the recent order of the Department of Agriculture.

The Hamilton packers, Fowlers' Canadian Company and the F. W. Fearman Company, are also suffering from a shortage of hogs, and have been compelled to lay off some of their workmen and cut down the time of others.

Reports from other centres are of similar nature. The recent conference between packers and farmers' interests it is to be hoped has paved the way for some action in the matter, which will effectually relieve the present unsatisfactory conditions. Prices have considerably stiffened, and there is every prospect of still further advances.

OUR LONDON LETTER.

By Our Own Correspondent.

Butter. Inquiry goes to show that the general position of this market, although it could not be termed positively weak, is by no means so strong as during the past two or three weeks. The effects of the very high prices lately ruling are now having their inevitable result and even in the face of all-around reductions the demand is inclined to flag. As a matter of fact, for reasons which it is not very easy to comprehend, importers are showing considerable willingness to meet possible purchasers in the matter of price. Arrivals from the colonies, however, have been on a small scale, nor does there seem any prospect of our receiving the supplies which importers would wish from that quarter. The Copenhagen quotation has been reduced three kroner and there has also been a reduction of a shilling in the price of choicest colonial. The price for medium is maintained.

Board of Trade returns for December show that the United Kingdom imported during 1905 butter to the extent of 207,393 tons. This is a falling off of nearly 5,000 tons, when compared to 1904. The decrease occurred entirely in foreign receipts; the colonies gave us 221 tons more.

Cheese. Taken in general, the position of the cheese market here is very similar to the butter market. The rush which has been characteristic of the past few weeks has diminished somewhat, and the volume of trade transacted is on a smaller scale. There is this difference, however—the attitude of importers towards cheese buyers is one of greater determination than in the case of butter. It would seem that they are hoping for a more active demand before long, and consequently prices have been maintained. Receipts of Canadian, both on the London market and the northwestern markets, have been small. Consumptive demand is weak and consequently supplies from Canada, small though they are, are slightly in excess of sales. The quality of Canadian cheese continues to be, as a whole, entirely satisfactory.

The demand for Dutch and English cheese is inclined to be weak.

Bacon. It is a pleasure to be able to

report that late this week a decided change for the better came over the bacon market. Some sellers, regardless of general shortage, have been voluntarily refraining from selling in the hope that they might realize better prices. Nor have they been disappointed. The retail trade, naturally enough, is not taking very kindly to the present state of affairs, but the market is too strong for them.

The trade for Canadian bacon has been distinctly good and an advance of two shillings has resulted. It cannot, however, be said that quality is all that it might be. Pigs showing signs of premature killing are still being received. Importers are realizing that such a state of affairs cannot unfortunately be avoided, and they are making the best of a bad job.

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

The provision market is decidedly strong. Live hogs are responsible in a large measure for this. Packers complain of scarcity more with every week, and higher prices must undoubtedly come. Prices are $7.50 to $7.75 per 100 lbs. off cars. Fresh killed abattoir dressed in good demand at $10 to $10.25 and country dressed $9.50 to $9.75 per 100 lbs. Hams and bacon unchanged, with firm undertone to market. Lard steady at quotations.

We quote :

Lard, pure tierces	0 10¾
" 56-lb. tubs	0 11
" 20-lb. pails, wood (10½)	0 11¼
" cases, 10-1b. tins, 60 lbs. in case	0 11¼
" " 5-lb. "	0 11¾
" " 3-lb. "	0 11¾
Lard, Boar's Head brand, tierces, per lb	0 07¾
" " ½-tierces, per lb	0 08
" " 60-lb. fancy tubs	0 08
Cases, 20 3-lb. tins, per lb	0 08¾
" 12 5-lb. tins "	0 08¾
" 6 10-lb. tins "	0 08¼
20-lb. wood pails, each	1 65
20-lb. tin pails, each	1 55
Wood net, tin gross weight—	
Canadian short cut mess pork	$20 00
American short cut clear	19 00 20 00
American fat back	19 60 21 00
Breakfast bacon, per lb	0 14
Hams	0 12½ 0 13½
Extra plate beef, per bbl	11 50 12 00

Butter.

The butter market has tended to weakness, due to the extreme and unprecedented mild weather at present prevailing, and prices in consequence are slightly lower than our last week's figures. Choicest creamery can be had at 22½c to 23c, while dairy is also off from 1c to 1½c per lb. Export trade is quiet and there is no disposition on part of exporters to pay more than 22c for choicest goods to the factories. Retailers also do not evince much disposition to pay the high prices that have lately been demanded and are holding off their purchasing.

We quote :

Choice creamery	0 23 0 23½
Finest creamery	0 22½ 0 23
Good to fine creamery	0 21½ 0 22
Western dairy	0 21½ 0 21
Manitoba dairy	0 19½ 0 20
Fancy Townships	0 23½
Fresh dairy tubs	0 20 0 20½
Fresh rolls	0 21 0 21½

Cheese.

The cheese market shows no change and as export business is practically closed, with light stocks on this side, the prices are unchanged from 13c to 13¼c for choice made cheese. Locally there is little doing and the demand from abroad is also light. Holders are, however, hanging on waiting for a recovery from the United Kingdom buyers.

We quote :

Selected	0 24 0 25
Strictly new laid	0 30 0 32
Pickled and limed	0 20 0 21½

Eggs.

The market, owing to the mild weather, has eased off considerably and supplies are coming in more freely of fresh laid eggs. Receipts by express are coming in freely, with the consequent result that prices are lower and fresh laid eggs may be had at 27c for small sized lots. Limed and cold storage eggs have receded to 17c and 19c, the latter being for best stock. Selects are held at 22c. Should the weather harden within the next few days prices will recover materially. The position is a peculiar one and dealers are busy guessing.

TORONTO.

Provisions.

Since our last report there is little change to note in the prevailing conditions. Arrivals are slow to hand, and quality not over fine, with prices soaring to high standard. Actual trade done seems to be of limited volume, although demand has an active tendency. There has been an advancing tendency on all readily selling lines, and quotations are revised accordingly. Hogs in street lots have advanced 50c on previous prices. In car lots, 25c.

We quote :

Long clear bacon, per lb	0 11
Smoked breakfast bacon, per lb	0 14
Roll bacon, per lb	0 11 0 12
Small hams, per lb	0 13½
Medium hams, per lb	0 13
Large hams per lb	0 12
Shoulder hams, per lb	0 10½
Backs, per lb	0 16
Heavy mess pork, per bbl	18 00
Short cut, per bbl	21 50
Shoulder mess pork, per bbl	14 50 15 00
Lard, tierces, per lb	0 10½
" tubs "	0 10¾
" pails "	0 11
" compounds, per lb	0 07½ 0 07¾
Plate beef, per 200-lb. bbl	12 00 12 50
Beef, hind quarters	6 50 8 00
" front quarters	4 50 5 50
" choice carcases	6 00 7 00
" common	3 50 5 00
Mutton	0 08 0 09
Spring lamb	0 10 0 10½
Veal	0 10
Hogs, street lots	9 00 9 50
" dressed, car lots	8 50 8 75

Cheese.

The cheese situation continues an exceedingly strong one. In country points makings are practically for local consumption, very little finding its way into the open market. With storage stocks held by large dealers, and foreign markets reporting holdings as below previous estimates, there appears every prospect of continued strength.

We quote :

	Per lb.
Cheese, large	0 13½
" twins	0 13¾

Butter.

There is no new feature to report. Arrivals continue to be satisfactory and many factories are well settled down to straight work. Prices show a decline of ½c off previous quotations.

We quote :

	Per lb.
Creamery prints	0 25
" solids, fresh	0 23½
Dairy prints	0 21 0 22
" in tubs	0 18 0 21
" large rolls	0 20 0 20½

Eggs.

Egg stocks are being drawn upon heavily. New laid have been coming in much more freely. The warm weather has materially stimulated production. Demand continues good for new laid, with a failing off in storage and pickled. Prices have fallen from 1c to ½c since last report.

We quote :

New laid eggs, per doz. (nominal)	0 23
Fresh " "	0 19
Pickled " "	0 18

WINNIPEG.

Butter.

There is a strong demand for the best quality of creamery butter and the price is firmly maintained with a tendency to advance. There is little demand for second grades.

We quote :

Finest fresh creamery, in 56-lb. boxes	0 25 0 26
" " in 28-lb. boxes	0 25 0 26
" " in 14-lb. boxes	0 25 0 26
" " in 1-lb. bricks	0 28 0 29

Supplies of dairy butter are increasing but the quality of the greater part of the butter offering by country stores is far from good and the market is glutted with second grade butter. There is a strong demand for the best dairy and the price is about 20c. per lb. delivered in Winnipeg.

Lard.

Tierce basis is now 10¾c per lb. We quote :

Tierce basis, per lb	0 10¾
Small packages take the following advance :	
50-lb. tin cans, per lb	0 00¼
20-lb. tin pails, in 80-lb. cases, per lb	0 00¼
10-lb. " in 60-lb. "	0 00¾
5-lb. " " "	0 00¾
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00¼

Cured Meats.

We quote :

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 15
Backs, " " "	0 14
Picnic, " " "	0 09½
Hams, sugar cured, assorted sizes	0 13
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 09½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 14
" " breakfast backs	0 14
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 11
" " " smoked	0 12
" " " boneless backs	0 12
Shoulders " "	0 08½

BARREL PORK.

Heavy mess pork, boneless, per bbl	17 00
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 50
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 04
" hocks, "				0 04

Eggs.

For new laid eggs the local produce houses are paying 25c to 26c per dozen delivered in Winnipeg.

ST. JOHN, N.B.

Provisions.

In barrel pork prices are held firm. There is little business. Beef is unchanged at the reasonable figures quoted. There is little sale. Smoked meats firm. In pure lard, price high and firm;

very little Canadian offered. American supplying the market. Refined lard compound is higher, but still low; there is a good, steady sale. In fresh meats beef continues dull; price low and supply large. Veal is scarce and rather higher. Mutton is also held firmer. Lard continues at quite a full price. Pork still high. We quote :

Mess pork, per bbl	$19 00	$20 00
Clear pork, "	18 00	20 00
Plate beef, "	13 00	15 00
Domestic beef, per lb	0 05	0 06½
Western beef, "	0 09	0 09
Mutton, "	0 06	0 07
Veal, "	0 08	0 09
Lamb, "	0 09	0 10
Pork, "	0 09	0 9
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 11½	0 12
" " pails, "	0 12½	0 12½
Refined lard, tubs	0 08½	0 09
" " pails	0 09	0 09½

TILLSON HOCKEY TROPHY.

Friday evening, January 19, at Varsity Rink, Toronto, two hockey games in the Wholesale Grocery League were played—Brokers vs. Jas. Lumbers, and T. Kinnear & Co. vs. H. P. Eckardt & Co.

The first game ended in a victory for Brokers by 6 goals to 1. It was, without doubt, the fastest game played this year, but somewhat rough. The teams were well balanced, with the exception of the Brokers having a better forward line. Both teams showed lack of training, and a few more practices would improve them.

For the Brokers, Banks, Webber, May and Millman made brilliant rushes, and tried to work in their old-time combination, but being their first meeting they could not get working. Their new defence—Wilson, Bidwell and Ferguson—is a tower of strength.

On the opposing team Wessie Lumbers played a phenomenal game in goal, and the playing of Fred. Lumbers, Stewart Oliver, and James Morton, must not be overlooked. They are good stick handlers.

The line-up was :

Brokers—H. Ferguson, goal; W. E. Bidwell, point; J. Wilson, cover point; T. Webber, rover; W. W. May, right; A. Millman, centre; S. Banks, (capt.), left.

James Lumbers—W. Lumbers, goal; F. Lumbers, point; S. Oliver, cover point; Ross Marshall, rover; H. N. Brethour, right; R. J. Morton, centre; Harold R. Carradus, left.

Referee—H. Rennie.

In the second game Eckardts went down before Kinnears by 7 to 0. It was a poor exhibition of hockey. Some spectacular plays were made by Tom Kinnear and Little Rennie. Bert. Brown made some brilliant plays and seemed to be the only one in condition. It seemed to be an off night for Eckardts.

The line-up was :

T. Kinnear & Co.—C. Holden, goal; H Rennie, point; G. Humphrey, cover; T. H. Kinnear, rover; A. B. McGregor, right; Graham, centre; C. Rennie, left.

H. P. Eckardt & Co.—Robinson, goal; Powers, point; B. Brown, cover; Chapman, rover; Hill, right; Thompson, centre; McCormick, left.

Referee—T. C. Webber.

Exercise and Good Eating

build up bone and muscle.

Clark's Pork and Beans with Chili Sauce

contain all the natural food elements in proper proportion for body building.

Reliability

is the watchword with . . .

Nicholson's Mince Meat

That means sure trade for the Grocers who sell it. Are you on the list?

TRADE WINNERS :

N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B PUDDINE
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK

9 Jarvis St., TORONTO, ONT.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

FREE TO BUTCHERS—Send a postal card with your name and address, and I will be pleased to enter your name on my list of customers, and send you ***free,*** postpaid, from time to time, as issued, my ***Hide Bulletins,*** which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Crocklings, etc.

C. S. PAGE, Hyde Park, Vt.

SAUSAGE

Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto,

White Spruce
BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now, for delivery later,

it will **Pay You**

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

WALTER WOODS & CO.

Hamilton and Winnipeg.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

The Package Oft Proclaims The Tea

'Tis true! and in ***no case*** more so than that of

Blue Ribbon *Ceylon* Tea

Doesn't that ***Blue Ribbon*** on the package ***tell you*** a ***whole story*** about ***merit within?***

Doesn't it tell you that ***Blue Ribbon Ceylon Tea*** is ***first*** because the ***Blue Ribbon stands*** for ***highest honor?***

The ***40c.*** line of ***Blue Ribbon Ceylon Tea—Red Label***—is the ***most profitable tea*** you can carry.

It is ***really*** a ***50c.*** line ***selling at 40c.***—not once, ***but always.***

Get in a ***supply*** of this ***ready seller*** right away.

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Empire Tobacco Co., Montreal.
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Tuckett, Geo. E., & Son Co., Hamilton.

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Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
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VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk and Canning Co Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Cupon Co., Indianapolis, Ind.

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Campbell's, R., Sons, Hamilton, Ont.
Gowans, Kent & Co., Toronto.

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Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
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McLean, J. A., Produce Co., Toronto.
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Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
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Marshall, James, Aberdeen, Scotland.
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Scott, David, & Co., Liverpool, Eng.
Sowerbutts A. E., & Co., London, Eng.
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Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Millman W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson O. E., Ingersoll.
Rose & Laflamme, Montreal.
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Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
American Pure Food Co., Montreal.
Egg-O-See, Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co. Goderich.
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McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Ogilvie Milling Co., Montreal.
Sutcliffe-Muir Milling Co., Moosomin.

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Balfour & Co., Hamilton.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

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Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Grocers Engineering Co., London, Eng.

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Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

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Walker Pivoted Bin & Store Fixture Co., Toronto.

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Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Crain, Rolla L. Co., Ottawa.

Malt Extract.
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Manufacturers' Agents, Brokers and Commission Merchants.
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Dingle & Stewart, Winnipeg.
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Kyle & Hooper, Toronto.
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Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thompson, G. B., Winnipeg, Man.
Thomson & Mathieson, Glasgow, Scot.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.

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Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharine.

Oils.
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Oil Tanks.
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Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
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Holbrook & Co., London, Eng.
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Ozo Mfg. Co., Montreal.
Paterson's—Rose & Laflamme, Montreal
Suaut Co.
Sutton, G. F., Sons & Co., London, Eng.

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Oakey, John, & Sons, London, Eng

Polishes—Stove.
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Morse Bros., Canton, Mass.

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Myers' Royal Spice Co., NiagaraFal s, Ont

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Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence StarchCo., Port Credit.

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Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
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Windsor Salt

must not be confounded with ordinary Salt. In quality, it is as high above the common Salt of trade as can be imagined. It won't cake—it is pure, white, dry. There is no impurity in it because of the care taken in manufacturing. It is sifted, not ground. Every particle of it is a separate Salt Crystal. It pays to sell Windsor Table Salt, because it is so good, clean, pure—

it is all Salt.

The Canadian Salt Co., Limited
Windsor, Ont.

PREMIUM COUPONS

and the Recent Legislation re Trading Stamps

Under the law recently enacted by the Dominion House of Commons, the issuing of **Trading Stamps** which are redeemable in goods at some central agency or elsewhere than on the premises of the merchant who issues them, **is illegal.**

It is, however, strictly legal and in thorough compliance with this recent legislation for any merchant in the Dominion to **issue Premium Coupons to cash-paying customers, such Coupons being redeemable in goods in the shop or premises where the purchase was made and where the Coupons were issued,** provided the goods given in redemption of the Coupons are the exclusive property of such merchant, and provided also that every Coupon bears its value printed or stamped on its face, as well as the name and place of business of the merchant who issues them.

The merchant is **in no way bound to redeem these Premium Coupons in cash. Our system of Premium Coupons** has been **successfully operated** by over **two thousand leading retail merchants** throughout the Dominion during the past **ten years,** and as **we place our system EXCLUSIVELY with one merchant in each town,** its advantages as a **cash trade winner** are decidedly beneficial. We will be much pleased to instruct our traveller to call upon any merchant interested in **Premium Coupons,** on application, for the purpose of explaining the benefits to be derived from introducing our system.

THE CROWN SILVER PLATE CO., 142 and 143 Confederation Life Buiding, **TORONTO**

THE CANADIAN GROCER

President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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IS THE LAW AGAINST BUSINESS MEN.

The prosecutions which have been instituted against some of the business organizations in Canada raise some important points. One in particular is in regard to the legality of any organizations which business men may see fit to create.

In this day and generation, organizations amongst business men are a necessity. Where they do not exist, there is a crying need for them, whether it be among retailers, wholesalers, or manufacturers. It is born of the conditions which exist to-day, where competition is the life of trade. But there is competition and competition. When competition is excessive or unjust, ruin is certain to follow.

Organizations, as a rule, are born of the desire, not to resort to unjust methods, but to remedy evils which exist. Even the organizations of the master plumbers and the supply men were at first created for this purpose. It was only when they became masters of the situation that they became arbitrary. Had they stuck to the early intentions of their organization no one would have had just cause to complain.

Now, however, that the courts have started upon the repression of unjust combines or associations, it is just possible that such a narrow interpretation of the law may be taken, that wherever there is an organization of business men prosecution for conspiracy or restraint of trade may follow.

Should it be found that this narrow interpretation of the law leads to the penalizing of organizations of business men who had no intention of either restricting trade or conspiring against non-members or anyone concerned, the law should be amended at the earliest possible moment.

Some 34 years ago, when the printers of Toronto struck for the nine-hour day, it was found that those engaged in the strike were guilty of infraction of the law, and several of the leaders were arrested, among them being the late E. F. Clarke, M.P. for Centre Toronto. Sir John Macdonald, however, came to the rescue and passed legislation which removed the disability under which trade unions then rested.

No one then, or since, has questioned the amendments that were made to the law; nor will anyone question the right of business men to organize for legitimate purposes, but, judging from the turn which affairs are taking before the courts, it will be necessary for the law to be amended in some way in order to protect such organizations from narrow and unjust prosecution.

The business men of this country, whether they are manufacturers, wholesalers, or retailers, need organization, and if the present law prevents them from enjoying this, the disabilities under which their labor must be removed.

If working men, lawyers, doctors and others can be allowed to create what are practically close corporations, surely business men cannot be denied the right to organize simply for the purpose of rectifying evils which exist in their several lines of trade.

SEASONABLE SUGGESTIONS.

Start to work while the year is young. It's the way to make your business year eclipse any of the past. Now's the time to plan for the trade of the prospective buyer.

Cutting prices leads to bitterness and animosities between competitors, it is a very dangerous plan and generally results in demoralizing local business as competition retaliates. If you decide to lower prices to meet catalogue house competition, talk it over with others in your town who handle the same goods, explain your position and what you are going to do. Work together. If a spirit of protection against foreign houses is maintained, all can surely work in harmony and all will be benefitted.

FIGHT FIRE WITH FIRE.

When you find mail order advertising circulating in your territory which actually misrepresents, go after it.

You cannot do this by talking in the store. While you are discussing such misrepresentation with a few people many more are taking the bait and sending their money away.

There is an old saying that you must fight fire with fire. You must fight retail mail order advertising with advertising just as positive and even more convincing.

An exchange tells of a North Dakota retailer who has found it necessary to begin a campaign of education against retail catalogue houses. He uses both prices and general argument. He analyzes the weakness of the offers made by retail mail order houses, compares their goods with his goods and their values with his values. One of his recent circulars, printed on a mimeograph, is an argument which no farmer can dodge. He must confess that the local merchant has proven his case.

Even with such work as this there are people who will persist in sending their money out of the district, but do not weep too long over them. Every community has them. Do the best you can. Hold as big a percentage of the trade at home as possible and bear in mind that the man does not live who can hold it all.

CHANGE IN MAKE-UP.

On February 1st THE GROCER will inaugurate a new system of make-up which has become necessary to the proper development, and which it is expected will improve the appearance, of the paper to the consequent advantage of reader, advertiser and publisher alike.

The change will be a development of the departmental idea that has proved so successful heretofore.

With the first issue of February all advertisements not connected with the special departments will be placed in the front and back of the paper, and thereafter no advertising will be placed between the advertising department in the front and the end of the markets. Nor, indeed, has any new advertising been contracted for in this position during the past two years, although the old advertisements have been continued as before.

This will give straight-away advertising followed by straight-away reading matter to about page 40.

This re-arrangement will necessitate a change in the position of some advertisers who have long had certain positions, but as the result will be to make THE GROCER a still better paper, we trust we shall have the co-operation and forbearance of our advertisers until the new arrangement be given a fair trial and its advantages fully recognized.

THE CANADIAN GROCER.

WINDOW COMPETITION CLOSED.

The notice of our window dressing competition, which closed on the 15th inst., has been taken up in a most encouraging manner, and we have received some meritorious illustrations. We are going carefully over these, and will announce the awards in our issue of February 2.

LOBSTER INSPECTION.

The following letter, which has been received by the editor, fully confirms the need expressed in a recent editorial for a strict Government inspection :

Editor Canadian Grocer :

Dear Sir.—Have noticed from time to time the requests which have appeared in your paper re canned lobsters. I am now, I suppose, considered one of the old stagers in the grocery business. Years ago we bought lobsters by the carload, where we buy 100 cases or less to-day. My recollection is that years ago we had very little trouble with our lobsters, but of late years it seems that you never get through the season without your lobster department showing a loss and creating a lot of trouble. I believe this is the experience of both wholesale and retail merchants all over, so I think that a Government inspection of the lobster industry would be a good thing, and some sort of stricture be put upon the sort of stuff that is being put up. Then, again, when you have disputes with the canners it generally results in a most unsatisfactory manner. Am sure what I say will be corroborated all over the country.

Yours truly,
KICKER.

FRAUDULENT PACKING.

It should not, but it mostly does, take a long while to bring home to people that "the path of duty is the path of safety." There is no other safe road, and travelers on any other are sure to meet with just recompense sooner or later.

The result of the recent prosecution for fraudulent fruit packing cannot fail to meet with the approval of all fair-minded men. If anything, the decision erred on the side of leniency.

If men will not be guided by moral suasion and the higher instincts of integrity, then the law, severe, righteous and unrelenting, must be called into being. What is the use of spending unlimited time, money and energy in establishing relations with all parts of the globe, if unscrupulous packers are going at one fell swoop to ruin the whole business ?

Just recently we published a report of remarkable success that an exhibit of Canadian fruit had met with in England. What use, indeed, is it all, if our growers are so blind to their interests and so lacking in common honesty that in place of good, sound, honest fruit, mere scrubs are packed, fruit not fit for any market. To impose a fine of whatever amount seems almost too lenient. Our inspectors are greatly to be commended, and the prompt action of Mr. J. Carey, as came out in the evidence, may well be followed by other inspectors.

No fruit should be allowed to be packed for export except the very highest quality, free from scab, scale or blemish. This is especially necessary where the journey is likely to be protracted and any packing violating the law should be met with imprisonment without the option of a fine. This is a question of public importance in its broadest sense. Canadian success hangs upon the measure of her confidence abroad, and any man or men who will wilfully, carelessly and indifferently jeopardize such confidence deserves the severest handling. We trust that Inspector Rutherford, of Ottawa, will not rest content with the laurels thus earned, but will push ahead with unrelenting energy.

WELSH COAL FOR CANADA.

Mr. W. A. MacKinnon, the Canadian commercial agent at Bristol, England, sends us a clipping from the Western Daily Press, of that city, reproducing from the columns of this paper a paragraph in regard to the possible strike of the coal miners in the United States and of the threatened shortage in the supply as a result thereof.

Ever since his appointment to the commercial agency in Bristol, Mr. MacKinnon has advocated in his official reports the advisability of Canadian importers establishing a connection with Welsh exporters of the best anthracite coal, which is claimed to be superior to the Pennsylvania product. Mr. MacKinnon believes that it would be well for Canadian importers to make these connections before the probable strike takes place and not after. This is the business-like way of looking at the matter and it is to be hoped that importers in Canada will act upon his advice.

We all remember the unfortunate position we were placed in some three or four years ago when the miners in the anthracite districts went out on strike and deprived this country for some months of its regular supply of coal.

The poultry products of the United States annually exceed in value that of the country's wheat and corn crops combined. The country's poultry produce in the past five years annually increased in value 20 per cent., with the supply not equal to the demand.

A QUESTIONABLE PROPOSAL.

At a recent special meeting of the Winnipeg Board of Trade a resolution was passed asking for certain stringent legislation from the present session of the Manitoba Legislature with the object of compelling insolvent merchants to protect their creditors. President A. L. Johnson, in the course of an able speech, characterized by his usual clearness of expression, said that cases were far too common of merchants selling out their stock at a discount and then coming to their wholesalers to effect a compromise. Legislation was required to stop the practice.

It was decided to ask the Legislature to pass a bill consisting of seven clauses providing that in the sale of any stock of goods it shall be the duty of the purchaser to demand, and of the vendor to furnish, a list of the creditors and the amounts owing, such written statements to be verified by a statutory declaration ; and unless such statement and declaration is forthcoming the purchase and sale shall be null and void as against creditors of the vendor. Provision is to be made for the vendor to produce to the purchaser a consent in writing stating the terms of sale, and signed by not less than 50 per cent. of the number of creditors and 75 per cent. of the value ; if such is not given by said creditors the purchaser shall pay the proceeds of the purchase into some trust company, said company to distribute said proceeds under provisions of the Assignment Act of Manitoba, providing for all creditors receiving a pro rata share of proceeds of sale ; also that it shall not affect any sale of an executor, administrator, receiver, trust or any public officer acting under judicial process.

A similar resolution was championed by Mr. Johnson in Regina last June at the convention of the Northwest Boards of Trade, and after a long and somewhat acrimonious discussion it was thrown out by a large vote. At that convention it was evident that the wholesale and retail interests were opposed on this question. The retailers argued that unnecessary and irksome restrictions were being placed upon the honest dealers in order to stop sharp practice by a very few. Mr. Johnson and his supporters argued with considerable force that it was not the object to hamper the honest man and that the honest man would not suffer. At that convention the retail interests won.

As the question will soon come up for consideration in the Manitoba Legislature The Grocer will welcome an expression of opinion by retailers and wholesalers. Address to the Winnipeg office.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

It has been decided to hold the annual meeting of the association in Winnipeg during the Bonspiel week, February 13, 14 and 15. The first meeting will be in Manitoba Hall (on Partage avenue, opposite Eaton's) on the afternoon of February 13, at 2.30 sharp. Merchants attending the canvention will have the benefit of the single fare rates sold by the railway companies from Feb. 9 to Feb. 12. These tickets are good for return until Feb. 20, and, therefore, are available for association members. As these rates apply only so far west on the C.P.R. as Moose Jaw, and on the C.N.R. as far as Waiman, merchants from Alberta and Western Saskatchewan are advised to buy regular return tickets to these points, and there buy the reduced fare tickets. The arrangement is advantageous, and it should ensure a bumper attendance at the convention.

* * *

During the last month Secretary Coulson has been busy completing the organization and enlisting the support of merchants in various Manitoba towns. The following encouraging list of new members has been secured since the last list was published in this paper: L. Landry Laurier, Man.; V. Trottier, Laurier, Man.; Boisvert & Co., Laurier, Man.; J. E. Trottier, Laurier, Man.; E. J. Oliver, Ochre River; Wolff & Scarp, Ochre River; T. J. Hare, Tenby; McRae & Williams, Plumas; John Burgoyne, McCreary; Peter Riddell, McCreary; Solomon Burgoyne, McCreary; Campbell & Co., Mackinac; John Drew & Son, Snow Flake; Eli Shilson, Snow Flake; Hoffmann & Jacobs, Manitou; the Crosby Co., Darlingford; J. W. Mitchell, Mowbray; G. Tremoth, Belmont; Wilkins & Hicks, High Bluff; J. C. Lowrie, Bagot; J. E. Farncomb, Bagot; Merrick Bros., McGregor; A. B. Murdoch, McGregor; W. Holmes, McGregor; Walter Clifford, Austin; Wheeler & Duncan, Austin; D. McLennan, Sidney; John McElrea, Sidney; F. M. Stanley, Sidney; A. E. McCowie, Douglas; Jas. Brydon, Hilton.

* * *

From Alberta comes most encouraging news of the progress of the movement in that province. The strong Edmonton section met recently and appointed a permanent secretary, W. G. Harrison, to devote his time to the association work. An executive council of twelve was elected, six of whom are from Edmonton, the remaining members being divided among Strathcona, Fort Saskatchewan, and St. Albert. The Edmonton representatives on the council are John T. Mills, John Somerville, Jr., A. A. Morrow, H. W. B. Douglas, H. Aldrich, and W. Goldsmith. J. H. Morris and John A. McDougall were the delegates appointed to attend the Winnipeg convention.

* *

The approaching Winnipeg convention promises to be an important gathering, at which several weighty matters will be discussed, and association members from all parts of the west should make it a point to be present. New officers will be elected for the coming year, and it is important that a wise selection should be made. When the association was organized in Winnipeg last February the membership was almost entirely confined to Manitoba, and, naturally, almost the entire executive was chosen from the merchants of that province. During the year the movement has spread to include the trade of the three prairie provinces, and hence the new executive must be composed of members from all three provinces. The growth of the association may make necessary some changes in the by-laws.

* * *

Then, again, preparations must be made for effectively dealing with bad accounts. As has been mentioned in these columns before, the secretary has a plan whereby the association can do most effective work in this matter. Every merchant has had experience with "dead beats," who run accounts in different stores, and move from one district to another preying on the good nature of dealers who are not acquainted with their financial standing. The association can render effective assistance in this matter not only in collecting accounts, but in warning members of these commercial derelicts.

CONVENTION DATES.

The annual meeting of the Western Retail Association will be held in Manitoba Hall, Winnipeg, on the afternoon and evening of February 13, 14 and 15. Single fare return tickets may be bought February 9 to 12, good to return until February 20.

Merchants are asked to send the secretary in duplicate copies of such accounts. As secretary of the Association of Retail Merchants he will write to delinquent debtors, and it has often been found that such letters have the desired effect. Moreover, the secretary is preparing a list of such delinquents for the use of association members, and it is for the coming convention to decide whether to have this list published in circular form every month, and what form it shall take.

* * *

There is also the important question of fire insurance. It is proposed that the association should undertake to insure its members against fire, thus saving part of the present fire insurance rates, which are believed to be exorbitant. The hardware association have some such proposal in view also, and as the plan has been worked successfully by several American associations, there is no apparent reason why it should not succeed here. Advantageous arrangements may be made by the association with some fire insurance company, or the association may itself undertake the work.

BUSINESS PERSONAL.

Harry Keys, of Keys, Man., is opening a grocery and confectionery business in Lariviere, Man.

Ed. Gaul & Co., of Manitou, have sold their business to Sharpe & Button of the same town, who, in turn, have disposed of the stock to Hoffmann & Jacobs.

Mr. Kidney, of Wing & Kidney, grocers, Calgary, was in Toronto last week. Mr. Kidney is an old Toronto boy, and when he first went west was engaged in ranching. He is now a prosperous merchant in Calgary.

Mr. James Innes, of the Sutherland-Innes Cooperage Concern, Chatham, Ont., is in Montreal this week. This company have offices in New Orleans, New York, Minneapolis, Liverpool, Bordeaux, and Hamburg, and do a very large trade in cooperage, box shooks, etc.

Mr. Arthur P. Tippet, of A. P. Tippet & Co., Montreal, left for his European tour last week and will visit England, France, Italy and Sicily while abroad. Mr. W. H. Tippet, of the Toronto branch of A. P. Tippet & Co., is in Montreal during Mr. A. P. Tippet's sojourn abroad.

Ed. Jordan, of Darlingford, Man., has sold his grocery and general store business to the Crosby Co. Mr. Jordan is now in Portage la Prairie, and is at present undecided as to his business future. J. Frank Crosby is the senior partner of the new Crosby Company, of Darlingford, Man. He has recently come west, having for years been in business in Ottawa at the corner of Bank and Somerset streets. He sold his Ottawa store to A. Carruthers.

The many friends of Mr. Louis C. Armstrong, so well known for many years past as one of the Red Rose tea staff, will be very much pleased to learn that his health is greatly improved, and he hopes to see many of his old friends and customers in the near future. His employer, Mr. T. H. Estabrooks, has, however, arranged that he will not cover near as much territory as in the past, so that he will have the fullest opportunity to regain his former health and strength. The territory that he will do for the present will be points that can be easily reached by rail.

Mr. R. S. Shannon, of Campbellford, was a caller on The Grocer this week, on his way to the States. Mr. Shannon is taking an extended vacation, and intends visiting a number of the leading cities across the border. As an experienced and successful grocer, Mr. Shannon cannot fail to find much to interest hin in the ways and means of his brother grocers in the States, and we hope to be able to give our readers a few notes of his observations after his return. Mr. Shannon gave to The Grocer a few ideas of the possibilities of Campbellford. He is quite enthusiastic on the possibilities of the power development of that neighborhood, and considers it an ideal place for the establishment of manufactories.

The Best Test We Know Of, Is the Sale Test.

14,000,000 PACKETS ANNUAL SALE

Fourteen years ago, with a thorough disregard of old-time ideas and precedents as to what should constitute a passably good Tea for the people, the promoters of "SALADA" launched upon the market an article of such remarkable "Top-Notch" quality and value as to have defied all competition, and established a sale without precedent in the annals of the Tea Trade. This fact is unquestionable.

Therefore, it matters not who the dealer is, where located, or under what conditions, whether operating a large concern or conducting a village grocery, "SALADA" Ceylon Tea used as a "leader" must of necessity prove immensely beneficial, as it sells readily, and never can be matched or counterfeited. Hundreds have tried to do so, and fallen by the wayside.

BLACK, MIXED or NATURAL GREEN.

Wholesale Terms from **"SALADA" Toronto or Montreal**

We Want

a representative in every city and town in the Dominion to take an active interest in a

good selling grocery line

The goods command a large sale throughout the world, with constantly increasing consumption. The goods are, and will be more, extensively advertised.

We have sole selling agency for Canada. Perhaps you can cover a certain territory to advantage. If so, **write us.**

The goods are also sold by druggists and confectioners.

P. O. BOX 77
MONTREAL

ARE YOU HANDLING

CELLULOID STARCH?

Live dealers realize that substitution doesn't pay. People enjoy being the judges of what is best for them and it is wise policy to give them what they want.

The extra profit made from trial sales of unknown brands is very insignificant compared with the continuous profit from repeated sales, sure to be the lot of any meritorious article aggressively advertised to the consumer.

Celluloid Starch does what is claimed for it and the present heavy demand is the result.

Its success is a "continuous performance."

Brantford Starch Works, Limited
Brantford, Canada

MARKETS AND MARKET NOTES

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

MONTREAL.

Fish—Dore, ½c. decline.
" Herring, 20c. advance.
" Kippered herring, 10c. decline.
" Oysters, 10c. decline.
" Labrador herring, 50c. decline.
" Tomcods, added at $2.
" Boneless fish, Winterport, added at 9c.
" " Golden, added at 8c.

TORONTO.

Fish—Herring, ½c. decline.
" Winter caught white fish, added at 9½c.
" Finnan haddies, ½c. decline.
Furs—List revised.

Quebec Markets.

GROCERIES.

Montreal, Jan. 26, 1906.

Canned Goods—The canned goods market is dull. Jobbers evince no disposition to force sales as the requirements of the retail trade are for only sorting up short lines of specialties. Salmon and lobsters are getting a fair amount of attention. We quote:

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also a 1 private brands.
Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.
Group No. 3 comprises—"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White.....2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie.....3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett.....2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie.....3	1 27½	1 25
Pie, notpeeled..3	3 81	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal	....	2 50
Pineapple—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 20
2½'s " " "	....	1 57½
3's " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " "	....	1 62½
3's " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " "	....	1 72½
3's " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " "	....	1 80
3's " " "	....	2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins	....	0 72½
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz	0 95	....
Gallon tins, per doz	....	0 92½

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	95
½-lb. " less than 5 cases, "	....	97½

Sugar—The market is quiet and unchanged. Refiners report little business with jobbers, and the latter say there is no buying of any account by retailers. Foreign beet market is weak and New York reports raws as tending easier. In that market it is expected, according to latest reports, that the arrivals of Cuban and Porto Rico sugars in February may affect the market still further. We quote:

Granulated, bbls.	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 70
" " half-barrels	4 80
" " boxes, 100 lbs	4 70
" " boxes, 50 lbs.	4 80
Extra ground, bbls.	4 55
" " 50-lb. boxes	4 75
" " 25-lb. boxes	4 85
Powdered, bbls	4 35
" 50-lb. boxes	4 55
Phoenix	4 15
Bright coffee	4 10
" yellow	4 05
No. 3 yellow	4 00
No. 2 "	3 90
No. 1 " bbls	3 80
No. 1 " bags	3 75

Syrups and Molasses—Since our last report there has been a slight weakening on part of holders and they are disposed to let go more freely. This is no doubt due to the near approach of the new crop and the fact that the trade is fairly well supplied with stock for requirements. No change, however, is noted in prices by jobbers. Corn syrups are selling well. We quote:

Barbadoes, in puncheons	....	0 35
" in barrels	....	0 37½
" in half-barrels	....	0 38½
New Orleans	0 22	0 35
Antigua	....	0 33
Porto Rico	....	0 45
Corn syrups, bbls	....	0 02½
" ½-bbls	....	0 02½
" ¼-bbls	....	0 03
" 38½-lb. pails	....	1 30
" 25-lb. pails	....	0 90
Cases, 2-lb. tins, 2 doz. per case	....	1 90
" 5-lb. " 1 doz. "	....	1 35
" 10-lb. " ½ doz. "	....	1 25
" 20-lb. " ¼ doz. "	....	1 10

Tea—The tea market shows no change since last report. Ceylon greens are very firm for desirable qualities, and good teas are commanding higher prices, with very few offering. Ceylon blacks are also improved, with a very fair run of orders. There is very little doing in China teas. Imperial, pea leaf and pinhead are commanding good prices and are firmer, if anything. Japans are about the same, with somewhat better inquiry during the week, particularly for faunings and siftings. Taking the market altogether, business may be considered to be tending towards an improvement. We quote:

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32
Congous—Moning, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 12½	0 15
Pakling,—boxes	0 15	0 20
fine	0 25	0 30

Coffee—There is no change to report in coffee. The market continues strong. From the latest statistical report at hand, large operators from New York look forward to a maintenance of a firm tone that has during the past six months been apparent in the coffee market. Locally, dealers complain of quiet trade, due to the mild weather and the rather unsettled condition of the road. Watt, Scott & Goodacre, in their report of January 22, say re Brazil coffees: Stocks in Rio and Santos are 513,000 bags less than even date last year. The total visible in Brazil is only equal to the world's consumption between now and March 1.

The stocks in Europe are 1,113,000 bags less than even date, 1905, and more than 2,400,000 bags less than in January, 1904.

The visible supply for the U. S., of Brazils, is 16,000 bags less than a year ago, and of coffees other than Brazils, 149,600 bags.

New York is about 5-8c. below even date of a year ago, and the option market 85 points below same date last year.

With no substantial evidence of speculative manipulation discoverable, it is not necessary to look farther for the cause of present advance.

On the present basis coffees are cheap, and a liberal line of afloats should make money. Confidence in the position of coffee is quite pronounced and prominent U. S. interests are good buyers.. We quote:

Jamaica	0 10½ 0 11
Java	0 18 0 22
Mocha	0 16 0 19
Rio, No. 7	0 09 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13½

Foreign Dried Fruits— There is very little new to report in dried fruits this week. The local demand has somewhat slackened off in Valencia raisins. There has been some business transacted in currants, which show a slight advance in the primary market. Comadre figs are fairly held at recent quotations. Dates have advanced in London, as the stock is reported to be very much smaller than this time last year. In shelled nuts, walnuts have held their firmness and in some qualities a slight advance in price is asked. Jordan almonds are very scarce. There is no change in California prunes. We learn of the probability of an advance by the syndicate on seeded raisins, as they now appear to have control of the remaining stocks. Generally speaking, stocks of all kinds of dried fruits are in very moderate compass, and while there is no very active demand on the moment, holders will make no concession in prices.

We quote

Valencia Raisins—	
Fine off-stalk, per lb	0 04 0 04½
Selected, per lb	0 04½ 0 05½
Layers, "	0 05 0 05½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½
Peaches, "	0 10½
Pears, "	0 13
Malaga Raisins—	
London layers	2 00
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
Royal Buckingham Clusters," ½-boxes	1 10
" " " boxes	3 50
" Excelsior Window Clusters."	4 50
" " " ½s	1 35
Californian Raisins—	
Loose muscatels, per lb	0 07½ 0 08
" " seeded, in 1-lb. packages	0 08 0 09
" " 2 crown	0 06
" " 3 crown	0 06½
" " 4 crown	0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " " 90-100s	0 04
" " " 100-120s	0 04

Currants—	
Filiatras, uncleaned	0 04½
Fine Filiatras, per lb., in cases	0 04½ 0 05
" " cleaned	0 05½ 0 06
" " in 1-lb. cartons	0 05½ 0 06
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

Rice and Tapioca—There is no change to report in the condition of the rice market. The firmness lately reported is maintained. As Japan is an importer of rice, the scarcity of this article in that country has had the effect of strengthening the market generally. As regards tapioca, the market still maintains its firmness. New York is strong in futures, which are ruling above spot prices. We quote:

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 95
C rice, in less than 10 bag lots	3 05
Tapioca, medium pearl	0 05½ 0 06

Spices—The general condition of the spice market shows an improvement all along the line. Gingers, particularly, are higher and supplies are reported as being scarce in the East Indies. Nutmegs, which have been very low, have lately shown a slight advance. Peppers are also stronger, and cassias firmer. As far as the local market is concerned, no appreciable effect is noted. We quote:

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger	0 12 0 20
Cloves, whole	0 17 0 32
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 25 0 50

Beans—There is no change. Bean market, despite the fact that local dealers are well supplied, maintains a firm tone. Producers in the west appear to be fairly well cleaned up, and say market should recover from the slight weakening noted during the past three or four weeks. We quote:

Choice prime beans	1 70 1 75
Lower grades	1 60 1 65

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Jan. 25th, 12.30 p.m.

BUTTER—Market unchanged. Easy tone. Export business light. Colder weather yesterday will improve conditions. Dairy, 20 to 20½c. for rolls; 19½ to 20½c. for tubs. Choice creamery, 22½ to 23c.

CHEESE—Quiet market and unchanged prices, 13¼ to 13½c.; firm; quotations according to make.

EGGS—Steady market at easier prices of past few days. Undertone weak. Strictly fresh, 26 to 27c.; selects, 23c.; limed, 17 to 19c.

PROVISIONS—Firm tone. Scarcity of live hogs cause of complaint on packers' part. Hams and bacon firm. Lard stiffer.

Evaporated Apples— Firm market. Several carloads were sold this week equal to 10 1-4c. delivered. Western evaporaters maintain that higher prices are bound to come, though the trade here think that, owing to present high prices, the demand is bound to be curtailed. We quote:

Winter varieties	0 09½ 0 10½

Maple Products—Trade is extremely quiet. Little inquiry; what there is, is for fancy stock maple sugar. Syrup demand is also light; dealers look for an improvement with the approaoch of Lent, when the demand is generally good. We quote:

Maple syrup, in wood, per lb	0 05½ 0 06
" in large tins	0 06½ 0 07
Pure Townships sugar, per lb	0 07 0 07½
Pure Beauce County, per lb	0 08½ 0 09

Honey—Somewhat better business is reported in honey this week. Dealers say demand is good locally and inquiries from country merchants are better. White clover is held firm at 8c. to 9c. We quote:

White clover, extracted tins	0 08 0 09
" kegs	0 07½ 0 08
" comb, new	0 13 0 14
Buckwheat	0 07 0 07½

Fish—Despite the warm weather that is at present being dealt out, the fish trade, on the whole, is in good position, and the demand for fresh fish of all kinds is good. Naturally, with the advent of settled cold weather, dealers hope for a strong improvement. There is a fair demand of fresh herring of the large Newfoundland kind, on the market at present, though stocks are not over-plentiful. The same may be said of tom cods, that is un-spawned fish, which are practically cleaned up, and there will not be any new arrivals for about a week or ten days. In salt fish Labrador herrings are selling freely and prices are a little lower since our last quotation. Stocks of these, however, are not large. This indicates that prices may be expected to be firmer. In green cod, stocks in this market are not large; the demand is fair, but towards the approach of Lent, will be much heavier, and dealers look forward to higher prices. In prepared and smoked fish, there is about the usual demand for this season of the year. Bulk oysters are selling well, and the quality arriving daily is in first-class condition. Malpeque shell oysters may be said to be practically out of the market. We quote:

Fresh fish—	
Fresh haddock, per lb	0 03½ 0 04
" market cod, per lb	0 03½ 0 04
" steak cod, per lb	0 04½ 0 05
Frozen fish—	
B.C. salmon, per lb	0 08½ 0 09
Qualla, hard	0 07½ 0 08
Halibut, per lb	0 08½ 0 09
Dore, per lb	0 06½ 0 07
Whitefish, per lb	0 08½ 0 09
Sea trout, per lb	0 08 0 08½
Lake t out "	0 08½ 0 09
Striped bass, per lb	0 15
Large herring, per 100 fish	2 00 2 20
Medium	1 50 1 60
Smelts, No. 1, per lb	0 09
Mackerel	0 12
Tomcods	2 00
Smoked fish—	
Haddies, 15 and 30-lb. boxes, per lb	0 06½
Kippered herring, per box	0 80
Bloaters, 100 in box, per box	1 25
Yarmouth bloaters, 60 in a box	1 25
New herring, in small boxes, per box	0 12
Oysters and Lobsters—	
Hand-picked Malpeque oysters, per bbl	11 00 12 00
Standards per imp gal	1 40
Selects, per imp. gal	1 60
Oyster pails, pints per 100	0 90
" " quarts, "	1 25
Prepared fish—	
Winterport, 1-lb. bricks	0 09
Golden, 2 " "	0 08
Boneless fish, 1 and 2-lb. bricks, per lb	0 05½
" cod, " " "	0 06
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, 100-lb. cases, per case	6 00
Salt and pickled fish—	
No. 1 Labrador herring, per bbl	5 50
" " " per half bbl	3 00
" " " per pail	0 80
" " salmon, tierce	18 00
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" " half bbl	7 00
" Labrador sea trout, bbls	10 00
" lake trout, per keg	4 50
" mackerel, per pail	2 00
" large green cod, per bbl., 200's	9 00
" medium, " " "	8 00
" small, " " "	6 50
Pollock, med., green	6 50
Haddock	7 00
Salt eels, bbls	0 07
Sardines, bbls,, 200 lb.	5 50

An evil life is not changed in a moment — it is the work of long, painful years, the process slow and the transformation gradual.

Ontario Markets.

GROCERIES.

Toronto, Jan. 26, 1906.

Trade has been uninteresting and without any special feature since our last report. On the street things have been particularly dull, no life being noticeable in any lines. Travelers' reports speak of outside places being seriously affected by the continued mild weather. In foreign dried fruits markets are reporting great strength at Mediterranean primal points. Nuts are also firm, with higher quotations for present business Fish has fallen in demand, with the exception of dried fish, for which there has been fair inquiry. Quotations for furs have been slightly rearranged to meet better classification.

Canned Goods — Wholesalers report fair trade since our last issue. No feature of interest has transpired, and no change in previous quotations.

We quote:

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	....	1 00
" preserved, 3's	....	1 25
" standard, gal	....	2 50
" preserved, gal	....	1 50
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L S (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25

VEGETABLES.

Asparagus—		
2's, tips	2 52½	2 50
Beets—		
2's sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
1's, Baked, plain	0 40	....
1 s, " tomato sauce	0 45	....
1's, " chili sauce	" 45	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	0 95	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 22½	1 20
Sweet wrinkle	0 82½	0 80
Early June	0 70	0 67½
2's, standard	0 62½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's	0 95	0 92½
Gal	3 02½	3 00
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 55	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
Sardines, French ¼'s	....	0 14
" ½s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haadies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50½
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 40	
" 2s, "	....	2 50	
" 6s, "	....	7 80	
" 14s. "	....	17 50	
	Aylmer	Simcoe Kent	Delhi Lalor
Chicken, 1's, boneless	3 10	3 10	
Turkey, 1s, "	3 20	3 10	
Duck, 1's, "	3 20	3 10	
Tongue, 1s, lunch	2 85	2 75	
Soup, 2's, gibelet	2 05	1 95	
" 2's, tomato	1 00	....	
" 3's, "	1 45	....	
Pig's feet, 1's, boneless	....	1 65	
" 1's "	2 40	....	

Sugar—The domestic trade has been slow and uninteresting during week under review. The sudden drop, reported in our last issue, has by no means stimulated movement; buyers are slow to lay in more than required for immediate consumption. The universal reports denote a weakening condition, Speaking of the refined situation, Willett & Gray's latest report says:

"Weakness developed early in the week, resulting in a cut by all refiners of 10c. per 100 lbs. in sugars for prompt shipment only, to basis of granulated at 4.50c. less 1 per cent. cash, while leaving the list prices unchanged basis of 4.60c. less 1 per cent., which is still asked for 30 days' privileges. The Federal further reduced their prices to basis of 4.40c. less 1 per cent. cash.

"New business has been very light, the trade, generally, having full supplies booked under contracts, but the distribution is quite satisfactory, the withdrawals showing deliveries since the beginning of the year larger than those of a year ago.

"The market is likely to continue unsettled for some time, while Cuban sugars are pressing heavily on the market. New Orleans also declined to basis of 4.50c. less 1 per cent. cash.

"Reports from European markets continue decidedly unfavorable for improvement in values. Mr. F. O. Licht has further increased his estimate of the European beet crop by 55,000 tons, to 6,930,000 tons, which is 180,000 tons in excess of the largest previous beet crop in history, while the visible world's supply of sugar has increased to 4,026,000 tons, which is, also, the largest visible supply ever known in history. Beet sugars are quiet at 8s. 3d for prompt and 8s. 8 1-4d for August delivery."

We quote:

Paris lumps, in 50-lb. boxes	4 93
" in 100-lb. "	4 83
St. Lawrence granulated, barrels	4 23
Redpath's granulated	4 23
Acadia granulated	4 13
Berlin granulated	4 18
Phoenix	4 28
Bright coffee	4 08
Bright yellow	4 13
No. 3 yellow	4 08
No. 2 "	3 93
No. 1 "	3 88

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses— Trade in these has been of small volume and uninteresting. Previous quotations remain unchanged. The New York market continues to report a very strong tone to

the molasses market, dealers showing inclination towards higher prices. Trade, however, was only of moderate volume. We quote:

Syrups—	
Dark	0 33 0 34
Medium	0 35 0 37
Bright	0 02½
Corn syrup, bbl., per lb.	0 02¾
" ½-bbls "	0 03
" kegs "	1 30
" 3 gal. pails, each	0 90
" 2 gal. "	1 90
" 2-lb. tins (in 2 doz. case) per case	2 35
" 5-lb. " (in 1 ") "	2 25
" 10-lb. " (in ½ ") "	2 10
" 20-lb. " (in ¼ ") "	
Molasses—	
New Orleans, medium	0 30 0 35
" " ½ bbls	0 30 0 35
" open kettle	
Barbadoes, extra fancy	0 45 0 50
Porto Rico	0 42 0 48
West Indian	0 32 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

Coffee—Trade has shown little interest during week under review; a moderate demand has been in evidence, but nothing above ordinary requirements. This is somewhat disappointing in coffee, as the prospects at the close of the year were of a most promising nature. It is to be hoped the decline is but a temporary one. Advices referring to crop conditions are interesting at the present moment. Willett & Gray's latest report says: With six months of the current Brazil season behind us, comparisons of the new crop movement are justified. The Rio crop varies, but the Santos crop is usually marketed with great regularity, and comparing with the two previous seasons it is probable the result will be about the same. The receipts of the past two weeks were very light, but not taken seriously, generally supposed to be due to the weather. But if these small receipts were believed to indicate the balance of the crop in the interior, the market would have quickly advanced 2c. to 3c. per lb. However, not excluding the probability or importance of a continued light movement, the outturn may be taken to be about the same as last season, say about 10,000,000 bags, which competent people consider 2,000,000 bags less than the requirements of consumption of Brazil coffees to-day. In making this crop comparison with a year ago, comparisons of supplies and prices then and now reveal a strong and healthy situation.

The reports we have given of late about the mild crops are fully confirmed. Direct advices again state Guatemala will export at least 25 per cent. less coffee than last year, as the now current crop is not more than 450,000 bags compared with 600,000 bags last year. Some districts in Guatemala will hardly give one-third of the previous crop. Similar conditions to those in Guatemala are said to prevail in other Central American Republics, including Mexico. A 20 to 25 per cent. smaler crop is expected elsewhere. The combined Central American and Mexican crops last year were about 1,900,000 bags. If the quantity is to be cut down to less than 1,500,000 bags this year, it is worthy of note, as mild stocks are very light and the shortage must be drawn from other kinds, probably Santos.

Foreign Dried Fruits—Trade on the domestic market has been slow and uninteresting since our last review. Reports from primal markets denote considerable development of strength. Shelled walnuts are showing strong advance on prices quoted at opening of season, a feature which is usually reversed. Dates have sold freely and are now scarce. Markets abroad are high. Currants at primal points are strong. Raisins are also firm, quotations for spot deliveries are irregular, the irregularity being accounted for by irregular quality. Califonia seeded raisins are somewhat unsettled. Prices have considerably strengthened during the past few days and reports from primal market with regard to the combine purchase are causing a degree of uneasiness. We quote:

	Per lb.			Per lb.	
Prunes, Santa Clara—					
90-100s, 50-lb boxes	0 06½	0 06½	60-70s, 50-lb boxes	0 07½	0 07½
80-90s "	0 06½	0 07	50-60s "	0 08	0 08½
70-80s "	0 07	0 07½	40-50s "	0 08½	0 09
			30-40s "	0 10	0 10½
Candied and Drained Peels—					
Lemon	0 09½	0 10½	Citron	0 16	0 18
Orange	0 10½	0 11½			
Figs—					
Elemes, per lb				0 10	0 14
Tapnets, "					0 04
Apricots—					
Californian evaporated, in 50-lb boxes				0 14	0 15
Peaches—					
Californian evaporated, " "				0 14	0 15
Pears—					
Californian evaporated, per lb					0 13
Currants—					
Fine Filiatras	0 05½ up		Vostizzas	0 07½	0 08½
Patras	0 06	0 06½			
Raisins—					
Sultana				0 05½	0 07
" Fancy				0 10	0 14
" Extra fancy				0 15	0 16
Valencias, selected				0 05½	0 06
Seeded, 1-lb packets				0 11	0 12½
California, loose muscatels—					
3-crown					0 07½
4-crown					0 09
Dates—					
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04	0 04½	" new choice		0 09½
Domestic evaporated apples					0 10

Foreign Nuts—We quote:

Almonds, Tarragona, per lb	0 12 0 12½
" shelled Valencias	0 25 0 28
Walnuts, Grenoble, "	0 15½ 0 16
" Bordeaux, "	0 11½ 0 12
" shelled	0 20 0 25
Filberts, per lb	0 10
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 14½ 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 10

Rice and Tapioca— Trade continues good in these lines, with prices firm, but no quotable change is manifest at present moment. Tapioca is in good demand and exceedingly firm. We quote:

Rice and Tapioca—	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Sago	0 03¾	0 04
Carolina rice	0 08	0 08½
Louisiana rice	0 05	0 07
Tapioca, staple		0 05
" double goat		0 06

Spices—Trade in spices is uninteresting, and no new feature of interest is manifest. We quote:

Spices—	Per lb	
Peppers, blk	0 18	0 19
" white	0 27	0 28
Ginger	0 18	0 20
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar		0 25
Allspice		0 15
Mace	0 80	0 90

Honey—The market is still reported active, with no new feature of importance to remark. Prices remain unchanged, with firm indications. Quality is continuing to maintain a good report. We quote:

Honey, extracted clover, in 60-lb. cans, per lb	0 08
" " in 5 lb & 10 lb. cans, lb.	0 08½
" sections, No 1, per doz	2 00
" " No. 2, "	1 50
" Buckwheat, per lb	0 04½ 0 05
" " sections per doz	1 00 1 25

Beans—The market shows no change, but is continuing firm. The season's crop has proved of excellent quality. There has been little difficulty in placing goods. Prices are distinctly of an upward tendency, and quotations in consequence are likely to be advanced. We quote:

Beans, handpicked, per bush	1 85
" prime, No. 1	1 75
" Lima, per lb	0 07 0 07½

Fish—There has been a particularly dull market since our last report. Demand has shown considerable shrinkage, the soft weather being a feature to which is attributed much of the decline. There is a scarcity of ciscoes on the market. Winter caught white fish are now on sale at 9 1-2c. per lb. The demand for salt fish has been particularly good for time of year.

We quote:

Frozen halibut, per lb	0 10
Fresh haddock "	0 05
Frozen trout "	0 09
Fresh cod steak, per lb	0 06½
" lobsters, boiled, per lb	0 25
Frozen B.C. salmon, per lb	0 10
Shrimps per gal	1 25
Whitefish, per lb	0 09
" winter caught, per lb	0 09½
Herring, per lb	0 03½ 0 04
Pickerel "	0 07 0 07½
Oysters, standard, small pail	4 00 4 20
" selects, pail	4 80
Finnan haddies	0 06½ 0 07
Ciscoes	1 25
Kippers, 80 to box	1 25
Bloaters, 80 to box	1 15
Mackerel, per lb	0 10
Labrador herring salt, No. 1, half bbl	3 25
Frozen sea herring, per 100	2 25

Hides—The market has a still further downward tendency, but no quotable change is apparent. The conditions are still those of uncertainty, and little confidence is expressed by dealers. Arrivals are still in fair quantity, but no more than demand requires. Chicago shows no material strength, and the Canadian market is unaffected by it. We quote:

Hides, inspected, steers, No. 1	0 11
" " " No. 2	0 10
" " cows, No. 1	0 10½
" " No. 2	0 09½
Country hides, flat, per lb	0 09 0 09½
Calf skins, No. 1, selected	0 13
" " No. 2	0 11
Sheep skins	1 20 1 30
Horse hides, No. 1	3 00 3 25
Rendered tallow, per lb	0 04 0 04½
Pulled wools, super, per lb	0 22 0 24
" " extra "	0 24 0 26

Fur Skins.

	No. 1,	Prime
Badger	$0 60	$ 1 00
Bear, black	8 00	16 00
" yearlings	3 00	7 00
Fisher	2 00	6 00
Fox, red	1 50	2 75
" cross	3 00	10 00
Lynx	3 00	6 00
Marten, dark	4 00	20 00
Mink, dark	3 00	5 00
" pale	1 25	3 25
Muskrat	0 11	0 12
Raccoon	0 90	1 40
Skunk	0 80	1 60
Weasel, white	0 20	0 50
Wolf, timber	1 00	2 00
" prairie	0 50	1 00
Wolverine	3 00	5 50

N. S. Markets.

Halifax, January, 1906.

The most notable change in the Maritime grocery markets during the week was the drop in the price of sugar, the Acadia Sugar Refinery Company having reduced the price on all grades of refined sugar ten cents per one hundred pounds. This is the first change in the prices here for eight weeks, and it was certainly not expected by the trade, who had advised their customers that the market would probably remain steady for some time, and that any change expected would probably be in the opposite direction. The prices here at present rule about as follows: XXX granulated, $4.30; Austrian granulated, $4.20; bright yellow, $4.10; No. 1 yellow, $3.80.

Produce.

The mild weather has assisted the egg market, and the receipts of fresh stock are improving. The market is well supplied with case eggs, the best of which are selling at 24 cents per dozen. The demand is rather light at present. Fresh eggs guaranteed are coming in more freely, and the price ranges from 28 to 30 cents. Consumers prefer to pay the advanced price for the good stock.

The butter markets are quiet and there is no notable change in either the price or the receipts. The local supply of butter has not improved any, and it is not expected to show any increase in the immediate future. Prices rule about as follows: Creamery prints 26 to 27, creamery solids 25 to 26, dairy tubs 23 to 24, and rolls about the same.

Cheese.

The market is quiet but firm and is jobbing here now at 13 to 13½ cents. The demand is not very great, and shipments from these parts are light.

Pork and Smoked Meats.

The shortage of pork in the Maritime markets is estimated at 50 per cent. Dealers are now commencing to wonder where their supplies are to come from. The demand for pork is good, and it finds ready sale at 8½ to 9½ cents. Very few hogs are coming to the city from Prince Edward Island, and it is stated that some of the local packers are drawing supplies from Ontario points. This is without doubt a remarkable state of affairs, when it is considered that the island is the great pork raising centre of the Maritime Provinces. There is also a notable scarcity of hams and bacon, the local dealers not being able to procure sufficient hogs to cure their own stock.

Review of Year's Business.

At the recent meeting of the Board of Trade, James Billman, chairman of the wholesale grocery committee, in reviewing the trade of the past year said:

"The wholesale grocery firms of Halifax report a satisfactory business for the past year. Owing to the snow blockade in January and February, sales were small during these months, but most firms report that their total sales were larger than the previous year. Owing to the uncertain state of the sugar market the profits on this article were not as good as some other years. The same might be said of molasses, but on the whole profits have been good, and no serious declines in values have taken place. Owing to the scarcity of Canadian hogs, which caused high prices on all kinds of Canadian provisions, large quantities of American lard have been imported into Halifax in spite of a customs duty of two cents a pound.

"Collections are reported to be as good as previous years, and no large failures among the retail trade have occurred. The number of firms engaged in the wholesale grocery trade has been reduced by one firm."

Review of Fisheries.

The following interesting review of the fisheries of Nova Scotia was submitted by Mr. C. H. Mitchell at the annual meeting of the Board of Trade. Mr. Mitchell is a member of the firm of G. P. Mitchell's, Limited, which annually handles large quantities of fish, and therefore his opinion on the subject naturally carries some weight:

"The season's operations have been disappointing, and this, following the poor fishery of 1904, is very discouraging to those interested. The same causes that contributed to the short catch of 1904 were in evidence this year. These were the scarcity of bait and the prevalence in increasing numbers of the scourge of the fishermen—the dogfish.

"Our shore fishery especially was much below the average. Prices have ruled high right through the season, and this has in some measure offset the shortage in the catch. The shore catch of cod has been much less than last year and the bank catch somewhat less. Prices opened in the early Summer at $6 per quintal for bank fish and later declined to $5.25 and again advanced in the Autumn, when they reached $6.25 per quintal, which is a record price for this grade of fish. Owing to the short supply of our own catch dealers were obliged to import a large quantity from Newfoundland and elsewhere. If our cod fishery continues to decline it becomes a serious question with the trade as to supply of suitable fish to carry on our export trade.

"The valuable fishery of mackerel has rapidly declined and the catch this season is the smallest on record. For some reason these fish do not frequent our shores as formerly. In some sections where there have been more or less caught in previous years there have been none taken for several years. It is very discouraging to see a valuable fish disappear from our waters, and we would like to see a commission appointed by the Government to inquire into the cause.

"The herring fishery, too, was much below the average, and as with the mackerel, they do not frequent our waters to the same extent as formerly.

B. C. News.

Vancouver, Jan. 18, 1906.

Though left to fight the battle without the aid of the wholesale trade of Victoria, the merchants of Vancouver are putting up a bold front. This week all arrangements are being made to send a delegation, backed by eminent counsel, to Ottawa, to argue the case before the Railway Commission. Undoubtedly the C.P.R. is making equally careful preparations, so that a very wide interest will be aroused when the matter comes up for settlement.

A leading wholesale grocer is authority for the assertion that the committee has informed the C.P.R. officials that while there is nothing of personal animus in the contest, they are determined to fight it to a finish, and to that end will keep up the boycott, refusing to allow any freight to come in or go out over C.P.R. lines that can be routed any other way. The same authority said, in discussing the situation, "We want nothing unfair, and we have so stated the case to the general freight agent, Mr. Greer. All we ask is that Vancouver receive equitable treatment in this matter of rates to points fairly to be considered as in her territory.

* * *

Northern business is now very quiet for this season, though outgoing steamers are carrying considerable freight, such as lumber and other construction material used by the White Pass and other big companies in the north. A less amount of "over-the-ice" trade is being done this year than last because of the fact that stocks all got down the river to Dawson in better shape this season, all important lines being sent forward early. A very small quantity of perishable goods can be sent forward over the Winter trail, but until very late in the season not much is sent out. The people of the northern camp are not able to get much fresh stock for many months between closing of navigation in Fall to the opening late the following Spring.

* * *

R. A. Alley, representing the new company which will put a line of steamers on the Vancouver-New Zealand run, direct, is in the city this week to make some final arrangements. A very good location has been secured on which wharves will be built, and the first sailing date will be announced before long. At first a steamer will leave every two months, but later the service will be much increased, if, as it is hoped, a good trade is worked up with the southern commonwealth. Messrs. A. H. B. MacGowan & Son are local representatives of R. A. Alley & Company.

The Market.

Local wholesale dealers report trade quiet. Stocks are not changing much, as but little is coming forward and not much more going out. In dried fruits there is a continued firmness of prices. The canned goods situation is devoid of feature, no price-cutting being indulged in, and not much demand existing at the present moment. Canned tomatoes in 2-lb. tins, the first time of offering on this market, as previously noted, have found favor and are selling well at 85c.

* * *

In flour circles a change has come over the situation. Those dealers who have in the past month or two indulged in close-shaved flour prices, have decided that they cannot make money that way, and wholesale trade and retail trade alike is settled down on the fair market values. 6Leading brands are quoted at $5.70, with some other varieties about 20c. per barrel less.

* * *

In produce the continued mild weather has brought in local fresh eggs very freely, and brought the price down to

not more than 35c. per dozen in a jobbing way. Lower than that they are not very likely to go, because the price of pickled eggs is up too high to permit of it. Selected pickled stock will bring 26c., as the market now is.

Butter is not heavily stocked. Eastern butter comes forward slowly, and no one is getting large quantities. It is selling at rather close margin, considering present eastern market conditions. Here choice eastern creamery in 1-lb. bricks is quoted at 28½c., while boxes bring a cent a pound less. Some quotations on a slightly lower basis are heard of, but not general. There is apparently no Northwest Government creamery held here, and none comes forward, so that this stock is cleared off the market.

The local creameries, such of them at least as are operating, find no difficulty to sell all their present output at 35c. wholesale. The demand is considerably over the weekly amount available. These creameries, too, nave no held stock this season.

By the next Australian steamer, nearly a month from now, the first New Zealand butter will arrive. It is to be on the market at 32½c. Oregon and California butter is too high yet to get into this market. By the time it is down, local stocks will almost surely be up again.

* * *

In fruit, the first car of bananas this year arrived to-day from Central America, via New Orleans and the Southern Pacific. Though it took 15 days to make the trip, the fruit arrived in very good shape. Coldstream apples are getting short. The last car of Northern Spys will be in this week. Prices have stiffened up, none selling now at less than $1.75 per box. Local lower mainland apples are very short too. California oranges are still in sufficient supply, though the recent frosts have injured the crop in the Golden State. This week, too, the report is received that rains steady and continuous have caused all the packers to close down till the weather becomes finer. On account of the large crop the prices are not likely to be affected. The range is all the way lrom $2.25 to $3.50 per case, the latter for "Rose Brand," the choicest sold from California.

The SS. Moana, in to-day, brought a shipment of pineapples from Honolulu. They are extra large, averaging 7 lbs. They sell at $4.50 per box.

* * *

In vegetables, new California cabbage brings 3½c.; cauliflower, $1.75 per doz.; celery, 90c. per doz.; radishes, 40c. per doz., and Brussels sprouts, 11c. per lb. New ripe tomatoes from California are quoted at $2.50 per case. Victoria hothouse lettuce is standard at $1.50.

HINTS TO BUYERS.

Tea buyers will find something of interest in this week's advertisement of the Eby, Blain Co., Limited.

Seeded raisins are being offered by the Eby, Blain Co., Limited, at very low prices.

The Eby, Blain Co. Limited, have a snap in finnan haddie in 15-lb. boxes. The quality is absolutely the finest ever offered the trade.

COCOA AND CHOCOLATE DEMONSTRATIONS.

Frank L. Benedict & Co., Montreal, who are Canadian agents for Suchard's chocolates and cocoas, are demonstrating their products in Montreal grocery stores. At present exhibitions are being held at C. E. Box's, Westmount, A. A. Perry & Co. and the English Provision Co., St. Catherine street. The demonstrations are satisfactory alike to retailer, consumer and Messrs. Benedict & Co.

Mr. D. A. Gordon, M.P., president of the Wallaceburg Sugar Refinery, Wallaceburg, was a visitor to Montreal during the early part of the week.

SALE OF

Stock by Tender

TENDERS will be received by the undersigned, assignee of the estate of William F. Morenz, of the Town of Mitchell, in the County of Perth, grocer, insolvent, for stock-in-trade of the said William F. Morenz, consisting of:

Groceries	$1159.18
Crockery	749.61
Confectionery	107.61
Fixtures	213.35
	$2229.75

up to noon on Thursday, the 1st day of February, 1906. Tenders must be addressed to the Assignee at Sebringville, Ont., and envelopes should be marked "Tenders on Stock." A marked cheque for 10 per cent. of th amount of the offer must accompany each tender. The highest or any tender not necessarily accepted. If any tender accepted, purchaser to pay balance within 30 days from notification of acceptance. Further information and particulars may be had from the Assignee or his Solicitor.

E. A. DUNBAR, Solicitor for Assignee.
B. F. KASTNER, Sebringville, Ont., Assignee.

Mitchell, Jan. 17th, 1906.

ESTABLISHED IN 1842

Palermo Paper Shell Almonds
Palermo Soft Shell Almonds
Tarragona Soft Shell Almonds

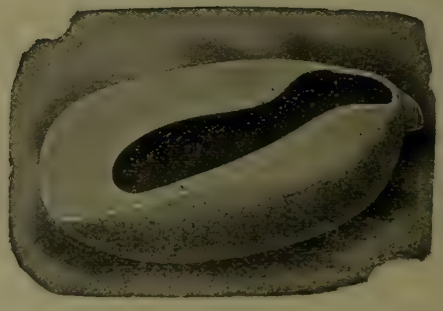
A full Assortment of other kinds

THE FINEST IMPORTED IN CANADA

ASK FOR SAMPLES AND PRICES

L. CHAPUT, FILS & CIE.
MONTREAL, QUE.
. . WHOLESALE IMPORTERS . .

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons
Hamilton Pottery HAMILTON, ONT.

Diamond E. Blend

Makes Delicious Coffee

If you want a rich, heavy-bodied, flavory coffee—Try "DIAMOND E." There is a peculiar aromatic quality about it that appeals to lovers of good coffee. So sure of the success of DIAMOND E. BLEND that we will ship on a 30-day trial basis—if it doesn't suit, send it back at our expense. Drop us a line and let us send you a sample. A trial is the most convincing argument we can suggest—remember there's a reputation of over half a century behind it.

S H. & A. S. EWING

Established 1845

Montreal Coffee and Spice Steam Mills, - 55 Cote Street, Montreal

FISH AND GAME PROTECTION.

A well attended and representative meeting was held in the town hall, Bobcaygeon, to hear addresses by A. Kell Evans and Mr. Adams, representing the Ontario Fish and Game Protective Association. W. C. Moore, president of the Board of Trade, occupied the chair. At the conclusion of the addresses the meeting resolved itself into a branch of the Ontario Fish and Game Protective Association, and elected the following officers: President, W. T. C. Boyd; vice-president, W. Hickson; secretary-treasurer, A. E. Bottum; executive committee, Dr. Thomas Fairbairn, Wm. Smith, Alex. Robertson, J. C. O'Leary, Ed. Earl, N. Crowe.

Manitoba Markets

(Market quotations corrected by telegraph up to 25 a.m. Thursday, Jan. 25th, 1906.)

A quiet, steady market is reported to The Grocer by the Winnipeg wholesale houses. Business has been very quiet since the turn of the year, and there are no features of special interest. There are no price changes of importance.

Canned Goods— There are no price changes to report and on new features of interest. Prices are still quoted as follows:

	Group No. 1.	Groups No 1 & 2.
FRUITS.		
Apples—		
gallons, per doz.	2 60	2 55
3-lb. "	2 13	2 08
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Lawtonberries—		
" "	3 83	3 78
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 25
2's, whole, " "		3 75
2½'s, whole, " "		4 50
2's, grated, " "		4 50
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries—		
new "	3 33	3 28
VEGETABLES.		
Beans—		
golden wax "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 53	1 48
(No. 3) 2's "	1 68	1 63
Succotash—		
2's "	2 63	2 58
Tomatoes—		
3's "	1 98	1 93
Salmon, Fraser River sockeye, per case		6 25
" Skeena River, " "		6 00
" River's Inlet, " "		5 90
" Red Spring, " "		5 75
" humpback, "		3 75
" cohoes, "		4 85
" Clover Leaf, Fall delivery, 1 to 4 cases		6 30
" " " 5 to 9 cases		6 20
Pork and beans (V.C.P. Co.), 1's, per doz		1 25
" " " 2's, "		1 90
" " " 3's, "		2 60
Soups (Van Camp's), per doz		1 25
Boneless chicken, lb. tins, per doz		2 75
" turkey " "		3 25
" ducks " "		3 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey " "		3 25
" chicken (Aylmer), per doz		3 30
" " (Delhi), "		3 20
" turkey (Aylmer)		3 30
" " (Delhi)		3 20
" duck (Aylmer)		3 30
" " (Delhi)		3 20
Corned beef " 2's "		2 75
" " 1's "		1 55
Roast beef (Man. Can. Co.), 2's, per doz		2 65
" (Clark's), 1's, per doz		1 50
" " 2's, "		2 65
Potted meats, ½'s, per doz		0 55
Veal loaf (Libbey's), ½ lb., per doz		1 25
" " 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 05

TALKING OF SAUCE

Did you ever **TASTE** the SAUCE you sell?

NO! Then you should. Get a free sample of

HOLBROOK'S SAUCE

and **COMPARE**

Free sample and prices from **HOLBROOKS, LIMITED**

28 Front St. East, TORONTO

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

AGENTS WANTED.

BY an Alberta wholesale grocery house, a specialty man for teas, coffees, and spices; ground, Alberta and part of B. C.; a large salary to a gilt-edged man. Apply with copy of testimonials (no other letters answered) to Drawer Z. Calgary. [5]

A MANUFACTURER of first class British condiments, sauces, etc., requires agent for Quebec. Only those need apply having a thorough knowledge of the trade, and an established connection. Preference will be given to a firm able to buy goods right out for own account. Please apply under "London," care of CANADIAN GROCER, Montreal. [4]

AGENCIES WANTED.

VANCOUVER firm of manufacturers' agents is open for a few good lines; highest references. Box 119, Vancouver. [15]

EXPERIENCED traveling salesman is open for position; desires territory west of Winnipeg on account of business connections in Alberta; experience mostly in grocery line; best of references. Address, P.O. Box R. R., Edmonton, Alberta. [5]

ARTICLES WANTED.

SMALL quantity of Indian grass wanted. State price. Box 107, CANADIAN GROCER. [5]

AFTER SIXTY YEARS

A New Form of

COX'S GELATINE is

COX'S INSTANT POWDERED GELATINE

dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

EASTERN MANUFACTURERS AND SHIPPERS

Keep in touch with the

WINNIPEG TRADE

We sell all lines handled by the

Wholesale Grocers

Write or wire us your offerings

NICHOLSON & BAIN, WINNIPEG,

Wholesale Brokers and Commission Merchants.
Established 1882
First-class storage for all kinds of goods.

ARE YOU
GETTING YOUR SHARE
of the
LARGE BUSINESS OFFERING in ALBERTA?

IF NOT Write us. Secure our services.

Excellent Storage Accommodation. Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
NICHOLSON & BAIN, WINNIPEG, MAN.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

GOOD TRADE FOLLOWS GOOD COFFEE

There is no other line in your store which requires more of your attention than your coffees. A particular customer will soon discover you if your coffee is the best.

We can help you build up your coffee trade. We buy only the finest qualities of green coffees, roast them right and ship you **exactly** what you order and ship it to you **fresh roasted.**

Gold Standard Java and Mocha, "The Chaffless Coffee," in one and two pound tins, is one of our blends. Write for prices now.

CODVILLE & CO.
WINNIPEG AND BRANDON
MANITOBA

Send us a trial order for

Mother's Favorite "MELAGAMA" Ceylon Tea

Which has weaned its way to the front on account of its exquisite quality. Sold in 30, 60 and 100-lb. boxes at 18c. and 19c. for 25c., 20c. for 30c., 28c. for 40c., 35c. for 50c. and 40c. for 60c. Scientifically packed in lead. Terms: 3% off 30 days or three months. Don't forget we are the house noted for perfect blends in bulk **TEAS.** Write or phone for samples, which will be cheerfully mailed promptly with closest prices.

MINTO BROS., Toronto F. J. WHITE, MANAGER.

Lunch tongue (Clark's), 1's,	3 00
" (Aylmer), 1's,	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz.	1 50
" " 2-lb. " "	2 65
Lobsters (new), ½-lb. flats, per 8-doz. case	16 00
" " ¼ lb. talls, per 4-doz. case	10 25
" " 1-lb. talls, " "	14 50

Sugar—Values are steady and there are no new features of interest. We quote:

Montreal granulated, in bbls.	4 95
" " in sacks	4 90
" yellow, in bbls.	4 55
" " in sacks	4 50
Wallaceburg, in bbls.	4 85
" in sacks	4 80
Berlin, granulated in bbls	4 85
" " " sacks	4 80
Icing sugar in bbls.	5 55
" " in boxes	5 75
" " in small quantities	6 15
Powdered sugar, in bbls.	5 35
" " in boxes	5 55
" " in small quantities	5 80
Lump, hard, in bbls.	5 65
" " in ½-bbls.	5 80
" " in 100-lb cases	5 65
Raw sugar	4 25 4 50

Syrups and Molasses—Syrups are in average demand at steady prices. Prices are still quoted as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 15
" " 5-lb tins, per 1 "	2 60
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ½ "	2 40
" " ¼ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. " " "	2 65
" " 10-lb. " " "	2 40
" " 20-lb. " " "	2 45
Barbadoes molasses in ½-bbls, per lb.	0 04
New Orleans molasses in ½-bbls, per lb.	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " " "	0 33
" 5 gal. bsts., each	2 25
Whole green Rio, per lb.	0 10½
" " roasted, per lb.	0 15
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " " 1-lb. "	0 24
Epps' ½ lb package, per lb.	0 33
Fry's ½ lb " Homoeopathic, per lb.	0 30
" ½ lb " tins concentrated, per doz.	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb.	0 19
Cowan' in 10-lb tins, per lb.	0 15
Mott's Homoeopathic, ½'s	0 25
Van Houten's, ½'s, per doz.	2 85
Baker's, in ½-lb tins, ½-lb tins, per lb.	0 42
Baker's unsweetened, per	0 36
Menier, ½'s, per lb	0 35
" ¼'s, "	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " ½ " "	0 22½

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb.	0 05
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz.	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb.	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 50
" (in Calgary), "	0 52
" (in Lethbridge), "	0 57
" (in Edmonton). "	0 60

Tea—Quoted as follows:

Congous, M. 12, half chests, per lb.	0 12
" " cads, per lb.	0 13
" S.C.P. and M. 14, half chests, per lb.	0 15
" " " cads, per lb.	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb.	0 18
" Pekoe P.H.T., in ½ chests, per lb.	0 18
" broken Pekoe, No. 62 in chests, per lb.	0 13
" " No. 414 and 413, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, "	0 25
Gunpowder, in quarter chests per lb.	0 26
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 28

Foreign Dried Fruits—Trade is quiet and prices are unchanged. We quote:

Sultana raisins, bulk, per lb	0 6¾
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters, per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s.	1 35 1 50
" " selected	1 60 1 75
" " layers	1 70 1 85
California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 "	0 09½
" " " 4 "	0 10
" " choice seeded in ¼-lb. packages per package	0 09½
" " fancy seeded in ¼-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 12
Prunes, 90-100 per lb.	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 07
" 40-50 "	0 07½
" choice silver, per lb.	0 10½
" silver, per lb.	0 08½
Currants, uncleaned, loose pack, per lb.	0 05½
" dry cleaned, Filiatras, per lb.	0 06
" wet cleaned, per lb.	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb.	0 05
Figs, cooking in taps and sacks	0 04½
" " " boxes	0 04½
Apricots, choice, in 25-lb. boxes, per lb.	0 12
Apricots, standard in 25-lb. boxes, per lb.	0 11½
Peaches, choice, per lb.	0 13
" standard "	0 12½
Pears, choice (halves), per lb	0 16
" standard "	0 15
Plums, choice (dark pitted) per lb.	0 11
Nectarines, choice	0 12

Candied Peels—Market dead with demand practically nil. We quote:

Lemon, per lb.	0 11
Orange "	0 11½
Citron "	0 18
Mixed, in 1-lb drums per doz.	2 30

Nuts—Little demand since Christmas. Prices are still as follows:

Almonds, per lb.	0 12½
" (shelled), per lb.	0 30
Filberts	0 10
Peanuts,	0 11½
Jumbos	0 14
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 15

Spices—Prices have been steady since the recent revision. We quote:

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb.	0 18
" white, " 5 " "	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " " "	0 12
Allspice, " " " 5 11½	0 15
Ginger, in 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb.	0 13
White pepper, per lb.	0 25
Cinnamon (ordinary), per lb.	0 18
Cinnamon (extra choice), per lb.	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb.	0 10
Allspice, per lb.	0 08½ 0 10
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz.	0 75

Rice, Tapioca and Sago—Tapioca is still firmly maintained at the high price quoted below. Rice and sago are steady. We quote:

Rangoon rice, per lb.	0 03¾ 0 03¾
Patna " "	0 04½
Tapioca, per cwt.	5 50
Sago, per lb.	0 04

Pot and Pearl Barley—No change in prices, which are as follows:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Evaporated and Dried Fruits—Evaporated apples have advanced to 11 1-2c. per pound for 50-lb. boxes and for 25-lb. boxes the price holds unchanged to 12c. per lb. New dried apples, 50-lb. boxes, are quoted at 8 1-4c. per lb.

Beans—New white beans are still quoted at $2.05 per bushel.

Woodenware—Prices as follows:

Butter tubs, wooden hoops, 2 in nest, per nest.	0 42 0 45
" " 3 hoops, 2 in nest, per nest.	0 70 0 73
Butter wire hoops, 2 hoops in nest, per nest.	0 63
" " 3 hoops in nest, per nest.	1 00 1 25
Pails, 2 hoops, per do	1 95
Pails, fibre, per doz.	3 25
Wash tubs, common and wire hoop, per nest of 3	2 00
" " No. 0, per doz	41 00
" " No. 1, per doz.	8 75
" " No. 2, per doz.	7 50
" " No. 3	5 40
" " Nests of Nos. 1, 2 and 3	1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lb	0 56
" " 2, to hold 14 and 28 lb.	0 26
Butter tubs, fibre and cover, per doz	4 00
Butter moulds, for 1-lb. bricks, per doz.	1 85

Honey—Prices are quoted as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin.	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case.	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.	6 75
" 10-lb. tins, 6 in case, per case.	6 40
" 60-lb. tins, per lb.	0 10

Glass Fruit Jars—Prices for the season of 1905-06 are quoted as follows:

Glass fruit jars, pints, per gross.	7 75
" " quarts, per gross.	8 75
" " half gallons	11 75

Salad Dressing—There is some demand still at following prices:

Durkee's, per 2-doz. case.	7 00
Royal small, per doz.	2 85
" large.	4 75
Vinegar (C. & B.), bottles, pints, per doz.	1 20
" " quarts, "	2 10

Sauces—Quoted as follows:

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

Buckwheat—Quoted as before at $1.70 per half sack.

Breakfast Cereals—Prices are steady since the recent advance. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 15
40-lb. " "	2 20
20-lb. " "	2 25
8-lb. " "	2 55
Cornmeal, in sacks	1 85
" in ½ sacks	1 80

Fish and Oysters—We quote:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 12½
Red Snapper	0 15
B C. Salmon	0 09
Halibut	0 08½
White fish (L. Winnipeg), per lb	0 07
Pickerel	0 05½
Jackfish	0 03½
Finnan haddie	0 08
"Halifax" brand salt cod, fish cakes 24-1's.	0 07½
"Acadia" " " 20-1's	0 08
"Bluenose" " " 20-1's	0 07
"Acadia" " 2-lb. boxes	0 09
" " 4-lb. boxes	0 09
" " shredded, 24 cartoons, per bx	2 00
" " bulk, in 15-lb. bxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb	4 00
" " per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11
Kippered gold eyes, per doz.	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb.	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gal.	2 25
Standards, per gallon	2 00

Green Fruits—We quote:

ORANGES AND LEMONS.

Fancy California navels, 126's, per case.	$3 50
" " 150's to 250's, per case.	4 00
California lemons, 300's and 360's, per case	6 00

ONTARIO WINTER APPLES.

Northern spies, XX, per bbl.	$4 50
" " XXX "	6 00
Russets, per bbl.	4 50
Almeria grapes, per keg	6 50
Winter pears, (B.C.), per case	3 50
Cranberries, (Jersery), per bbl	12 00

VEGETABLES.

Valencia onions, (large cases)	$4 50
Spanish onions, per case	1 25
Native onions, per lb.	03

SIX FACTS

ABOUT

ORANGE MEAT

What is Orange Meat?

It is a breakfast food, made from the highest grade of Canadian Wheat, by a special process and in the cleanest of cereal plants.

Is Orange Meat Wholesome?

It has been analyzed and found to contain all the necessary elements for the sustenance of the human system.

How is Orange Meat Put Up?

In Mercerized Bags (inside the packages), which keep the food clean and preserve its freshness when the packages have been opened.

What Are the Prices of Orange Meat?

The regular package (containing the coupons) sells at 15c. The Jumbo package (containing 2½ times as much as the 15c. package of other foods) sells at 25c.

Is Orange Meat Popular?

The sales have more than doubled, and we have doubled our plant. Looks like **Orange Meat** popularity, doesn't it?

Should Grocers Keep Orange Meat?

Let each grocer, after a consideration of the other five facts, answer the question for himself.

Agents in Montreal: R. B. Hall & Sons.
Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.
Limited
KINGSTON, ONT.

FLOUR AND CEREAL FOODS

There has been a more general activity manifest since our last report, although the volume of business done has not given satisfaction. The slow condition into which things had fallen since the holiday has developed a measure of unhealthy competition, which has resulted in a material falling in values, particularly amongst the larger companies. The effect has not been felt at some local centres, but it is really pretty general. Export inquiries are reported as being plentiful, but closing of sales is being often delayed through disparity in prices. There is no doubt that the English buyers are somewhat justified in holding out for a slight giving way on dealers' part, as the present prices are just on the margin which would seriously affect the price of bread in the densely populated districts of England. There is a price for flour beyond which it is not safe to go, as in that case the price of bread must be raised to the consumer, which means the consumption of bread will seriously decline, and incidentally the sales of the dealer for flour will decline also. It would appear that present prices are very much at that margin.

Advices from the mills report a slightly better demand for flour from the lower provinces, one of the mills reporting a sale last week of 1,000 barrels choice 80 per cent. blend at $4.35 per barrel, in wood, f.o.b. cars, shipping point. This was an exceptionally good sale and high price, as the mills generally report competition very keen, with flour offering in many cases apparently below the cost of production. As the price of the highest grades and best known brands of Manitoba flours is reported to be only $4.95 f.o.b. Halifax and St. John freights, it will be seen that the sale reported is nearly equal to these figures, although eastern dealers usually want to buy Winter wheat flours at 30c to 40c per barrel below the prices of Manitoba.

THE WORLD'S RICE CROPS.

The prominence attained by Louisiana as a rice producer since its western prairies reaching from Lafayette to the Sabine River have been put under rice culture is attracting the attention of the statistical world. The United States has now become the fourth largest rice producing country of the world, and if the educational campaign be continued, and the American people be taught the real merits of rice as a food, far away above and beyond the scores of advertised breakfast foods, we should take a still higher position as rice producers, as, from a geographical point of view, we are only just starting in the culture.

As we do now successfully compete with Europe in producing wheat in competition with the great grain producing plains of Central Europe, so we may in time compete with India in the production of rice. If we are ever able to do this it will be because of our successful adaptation of machinery to the planting, cultivating and harvesting of the crop.

A recent Government report estimates the various rice crops of the world as follows:

	Short tons.
India	2,766,500
Siam	946,500
French Indo-China	757,000
United States	102,427
Japan	51,500
Dutch East Indies	42,500
Italy	41,000
Corea	21,000
Spain	15,000

The list of great rice importing nations presents some novelties, for Japan, a notable rice producer, leads all the rest. Japan imports for 1904 were made large because of the war, but the figures are as follows:

	Short tons.
Japan	982,000
Straits Settlements, for re-exportation	511,000
Great Britain	323,000
Germany	301,000
Philippines	293,000
Holland	261,500
France	233,000

The rice exports of the world in round figures amount to 5,000,000 short tons, valued at $100,000,000, or one cent per pound, about the same as wheat. One-half of this comes from India and one-fourth from Siam and French Indo-China.—Louisiana Planter.

THE LATEST CEREAL.

Egg-o-see is the name of the latest cereal food to be placed on the Canadian market. Egg-o-see is manufactured in Quincy, Ill., and Buffalo, N.Y. It has been pushed very largely in the United States where it has attained a large sale at home and abroad.

The placing of Egg-o-see on the Canadian market has been entrusted to Mr. B. H. Blakeslee, with whom the trade are acquainted through his connection with the placing of another cereal food on this market a couple of years ago.

Mr. Blakeslee has taken offices at 43 Scott street, Toronto, which will be the Canadian headquarters of the Egg-o-see Company, and is getting in shape to make a strong bid for Canadian business.

The new package is an attractive-looking one, the body being of a dark green with a spray of wheat blades in gold across the name Egg-o-see in strong black letters, with the words "Crisp and delicious" standing out in white on a panel of bright red.

Egg-o-see is a wheat product of a beautiful golden, flaky nature, and possessing a flavor of fine quality, and should find a ready market.

To the trade the Egg-o-see Company make the appeal that they give no premiums, no coupons, and have no schemes. They go to the trade with Egg-o-see as Egg-o-see, and claim to give the dealer a very attractive margin.

The Egg-o-see literature is of a high order. A representative of The Grocer

SYMINGTON'S

High Pressure Steam Prepared

PEA FLOUR

EASILY DIGESTED.

For Thickening Soups, Gravies, &c.

Sold in 1 lb. Tins.

SYMINGTON'S

PEA SOUP

Prepared from Symington's Pea Flour, Extract of Meat, Herbs and other Seasonings.

Only wants the addition of Water.

Sold in 1 lb., ½ lb., and small Tins.

Manfrs: W. SYMINGTON & CO., LD., Market Harboro', Eng.

Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. McIndoe, 120 Church St., Toronto.
Mr. E. A. Smith, St. John, N.B.

Slow Work

It takes a lot of advertising to get a first order from some grocers for

"Gold Crown" Flour

but when a grocer gives us a trial order we don't have to worry about the second order. It comes easily.

Sutcliffe-Muir Milling Co., Limited
Moosomin, Sask.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

THE DOW CEREAL AND MILLING Co

BUFFALO BRAND

PILOT MOUND, MAN.

Eastern and Western Buyers of Car Lots ROLLED OATS

Wire or write us for prices on

The reliable and well-known

BUFFALO BRAND

Clean and Sweet

MANUFACTURED BY

THE DOW CEREAL & MILLING CO.

Pilot Mound, Manitoba

NICHOLSON & BAIN, Winnipeg, Man.

Sole Sales Agents

was shown a series of hangers which were real works of art. In addition to this a booklet, "Back to Nature," is being distributed. The edition de luxe of this booklet being sent to all the jobbers and salesmen throughout Canada is a gem and about the finest thing typographically that has come to our notice in the way of advertising matter.

A BRIEF ESSAY.

Flour is an absorbent of damp and gases when exposed, consequently flour warehouses either at the mills or elsewhere should be dry and well ventilated. Not only should the buildings be in themselves well ventilated, but the flour should be so stored that air—fresh air—can reach every sack all the time it is in store. Measures of that kind are necessary to insure pure flour. Flour may be made as pure as is possible, and yet afterwards become vitiated by exposure to poisonous gases and impure air.

GRAIN SECTION OFFICERS.

The annual meeting of the grain section of the Board of Trade, Toronto, took place on the 17th inst., when the following officers were elected: Chairman, David Plewes; vice-chairman, C. W. Band; secretary-treasurer, F. G. Morley; executive committee, W. D. Matthews, C. B. Watts, Geo. H. Baird, A. Cavanagh, A. E. Mathews, F. W. Hay, John Carrick.

HEADS THE PROCESSION

We would never have undertaken to manufacture a food for the Canadian people unless it had proved its right to walk in the front.

RALSTON HEALTH FOOD

is in the front rank. *No other Wheat Food like it.*

Made by
THE TILLSON COMPANY
Limited
TILLSONBURG, - ONTARIO
for the Canadian Trade.

The McLEOD MILLING CO., Limited
Stratford, - Ontario.
Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

CEREAL NOTES.

Mr. Capel Tilt, formerly of Toronto, has been elected president of the Winnipeg Grain Exchange.

* * *

The fresh water freighter now in course of construction on the Clyde for the Mathews Steamboat Company, Limited, Toronto, will be one of the finest and largest on the Upper Lakes. Mr. James T. Mathews, managing director, has gone over to see the keel laid, and the big grain carrier will be here when navigation opens.

The particulars are as follows: Length, 256 feet; beam, 42 feet 6 in.; depth, 23 feet.

Capacity, through to Montreal, 70,000 bushels; on Upper Lakes, 110,000.

Lighted by electricity, and steam heated; double bottom, and a model in equipment, with between decks for convenient handling of package freight and flour.

Speed, light, 12 miles an hour; laden, 10 miles.

MONTREAL MARKETS.

Flour.

Trade is fairly good, though if roads throughout the province were better conditions would no doubt be improved. It is difficult to predict accurately, but the opinion of experts seems to be that flour has now reached its bottom price. The fact that no further declines have been registered during the past week would appear to confirm this idea. Small mills are said to be attempting to force sales. We quote:

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	2 00	2 10
Royal Household		4 80
Glenora		4 40
Manitoba spring wheat patents		4 70
" strong bakers		4 20
Buckwheat flour		2 10

Rolled Oats.

Demand is fair, and quite up to expectations. In the Province of Quebec this branch of the trade is generally somewhat dull at this season of the year, so that present trade conditions are satisfactory. There is still a good deal of cutting going on, in which the smaller mills are the aggressors. We are quoting this week a general decline. We quote:

Fine oatmeal, bags	2 20	2 30
Standard oatmeal, bags	2 30	2 40
Granulated " "	2 20	2 25
Rolled oats, "	2 25	2 30
"		5 10
" 90-lb. bags		2 60
" 80-lb. bags		2 45

Feed.

A great scarcity of bran and shorts is still the feature of the markets. This, taken in conjunction with an active demand, tends to keep prices very firm. The trade is fairly well stocked with middlings and pressure has been relieved. Prices have not changed during the week. We quote:

Ontario bran	17 00	17 50
Ontario shorts	20 00	21 00
Manitoba shorts	19 50	20 00
" bran	18 00	18 50
Mouille, milled	21 00	24 00
" straight grained	25 00	28 00

Hay.

Market easier owing to liberal supplies. Local consumption is good and export business is also in good shape, but not large enough to clear off the offerings. Prices, despite heavy stocks, show no change. We quote:

No. 1	8 50	9 00
" 2	7 25	7 50
Clover mixed	6 00	6 50
Clover, pure	5 50	6 00

TORONTO MARKETS.

Flour.

There is little improvement to report in trade conditions; demand is slow and uninteresting. Some competition has been going on in selling prices, apparently with the idea of stimulating trade, but the only apparent effect has been to give lower quotations. Export inquiries have been good, and fair amount of sales effected, but at unremunerative prices. We quote:

Manitoba wheat patents, per bbl. in bags	4 20	4 40
Strong bakers " "	4 10	4 20
Ontario wheat patents " "	3 75	4 00
Straight roller " "	3 50	3 60

Grain.

Trade has not been over active since our last report; arrivals have been coming in pretty freely. At outside points reports denote fair deliveries at the mills, and tend to show that farmers are disposed to market their grain, although at the same time the opinion is that a good deal is being held back for expected developments. In most lines prices have firmed up a little, as will be seen from quotations. We quote:

All on track Toronto.		
Manitoba wheat, Northern No. 1	0 90	0 90½
" " " No. 2	0 87½	0 88
Red, " per bushel.	0 83	0 83½
White, " "	0 84	0 84½
Barley "	0 48	0 53½
Oats, new, "	0 38½	0 39
Peas "		0 85
Buckwheat "	0 55	0 56
Rye, per bushel, "		0 76

Breakfast Cereals.

The delivery of grain for breakfast cereals is reported as fairly good at most points throughout the province. Trade, however, is disappointing even at this season, which is always considered a falling one. Prices are unchanged at the decline reported in our last. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl.	5 30
Rolled wheat in boxes, 100 lbs.	2 40
" " 50 lbs.	1 30
Rolled oats, standard, carlots, per bbl., in bags	4 75
" " " " " in wood	5 00
" " " " for broken lots	5 15

B. C. HERRING SENT TO THE ANTIPODES.

After a continued small run, the herring at last arrived in the harbor in large numbers, and all the local companies are busy smoking and packing in order to fill the large number of orders, which had accumulated from outside points, and which it was impossible to fill until the present time, owing to the lateness of the arrival of the fish in large enough quantities to fill the demand for the Nanaimo article.

One of the large shipments was made by James Watson, the Nicol street grocer, local representative of Jas. Brown, of Exit Channel, on the outskirts of Newcastle townsite.

The shipments consisted of 150 cases of kippers and bloaters for Winnipeg, and 200 cases for Australia. The latter will be taken over on the Joan to Vancouver, where they will be reshipped on one of the liners to their destination.

NO PREMIUMS NO COUPONS

NO SCHEMES

THE HIGHEST GRADE CEREAL FOOD IN THE WORLD

EGG-O-SEE is in a class by itself. Saving the cost of premiums to the consumer, it pays the retailer a much larger profit than any other cereal food on the market.

RETURNED
MAR. 3 1906
To Quinn
Cut Book 41
page 14
W. L. G.

Retails at 15 cents, 2 for 25 cents

Retails at 15 cents, 2 for 25 cents

SOLD STRICTLY ON ITS MERITS

Made Right, Sold Right
Right All Through

EGG-O-SEE CO.

23 Stock Exchange Bldg., TORONTO, CAN.

B. H. BLAKESLEE, CANADIAN MANAGER

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

A SPECIAL SALE CIRCULAR

E. A. Pritchard, Billerica, Que., had an advertisement run in one of the papers and then he made a circular out of the matter, This advantageous use of "standing" type would mean a considerable saving in composition, and would permit of other circulars being issued.

* * *

I do not know why it is that grocers choose such large circulars when they launch into this phase of publicity. Is it the belief of the larger the advertisement the larger the returns, or is it a result of hasty choice? I am afraid the latter is more often the case than the former.

* * *

Mr. Pritchard's circular is 8 x 13, yet the body type looks to be bourgeois old style, comparatively a small face. So you will see at a glance that while circulars of this style are cast on a large plan they are not set in large type. In that respect they are poor specimens.

* * *

With the same amount of paper and details as Mr. Pritchard has used, I think I could have gotten out a more impressive and artistic announcement. I would have folded the present sheet twice, designed some panel work, and have had the matter set page for page. Then the type, at present incongruous, would have been in unison with the layout.

* * *

The grotesque looking circular will not do to-day with modern methods and splendid exemplars in reach of all. Merchants must not give the preparation of their advertising matter the small end of attention or small returns will be the result.

* * *

So far I have spoken of E. A. Pritchard's circular in a general way. The faults I have found with it are characteristic of most circulars prepared by grocers. Therefore, I think too much emphasis cannot be laid on these faults.

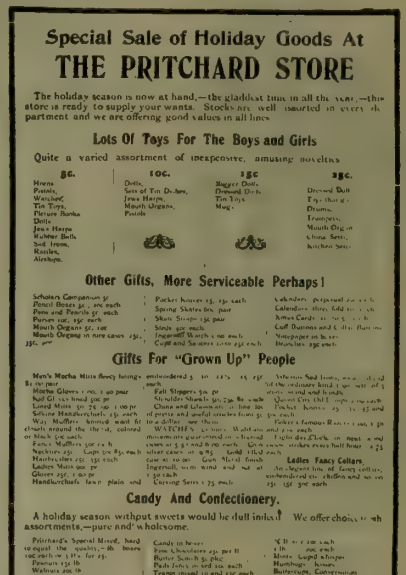
* * *

Of the manner in which Mr. Pritchard has put together his items, I have little to say other than in praise. He appreciates the necessity of tangible divisions of text, yet he does not employ the ugly turned rule to denote these divisions. He also knows the value of headings and what might be called "salutation" lines.

* * *

The circular is businesslike at the beginning and no time is wasted in redundancy. The list of goods is pretty complete and the seasonableness of the goods well established.

It is to be regretted that the compositor saw fit to make an attack on the tacit pauses—as will be noticed, the circular is quite "legal" in the omission of commas, full stops, etc. "A comma has been known to alter a man's whole fortune," writes a noted lexicographer. Be that as it may, there is a possibility of wrong conclusions being reached on some of the Pritchard items through the comma's absence. Also, I would like to see more dollar signs in evidence, and at least 5-em spaces between the contraction "c" and the price it is related to.



Special Sale of Holiday Goods At

THE PRITCHARD STORE

The holiday season is now at hand,—the gladdest time in all the year,—this store is ready to supply your wants. Stocks are well assorted in every department and we are offering good values in all lines

Lots Of Toys For The Boys and Girls

Quite a varied assortment of inexpensive, amusing novelties

5c. 10c. 15c. 25c.

Other Gifts, More Serviceable Perhaps!

Gifts For "Grown Up" People

Candy And Confectionery.

A holiday season without sweets would be dull indeed. We offer choice assortments,—pure and wholesome.

At The Grocery Counter.

Quality you will find is our first care,—all our groceries are carefully selected

Canned Goods

Pritchard

BILLERICA QUE.

The authenticity of facts is perhaps open to question in one or two of the items. For instance, "a genuine Waltham movement for $5.50." And in others one searches in vain for the "special" price. There is nothing particularly attractive about the prices of "canned goods" in Mr. Pritchard's circular. A number of grocers are quoting approximately the same figures, and they are not quoting "specials" either.

* * *

Take the details under the heading "Other Gifts, More Serviceable Perhaps." How many of the prices strike you as bargains?

If the "Ceylon Tea" is "very fine" it is cheap at 25 cents per pound; and one can be sure there is an "extra" pound of granulated sugar in the "21 lbs. for a $."

* * *

Mr. Pritchard ostensibly has divided the bargains and in that respect he is an ingenious advertiser. But his plan is practically the fulfilment of what I stated in this department two weeks ago: "You cannot sell two or three lines of first-class groceries, or other commodities, cheaper than another grocer unless you are re-imbursed from some other source."

* * *

The difference between the plan I suggested for a special sale and the plan Mr. Pritchard has put into concrete form, is just this: My plan, in brief, as you will remember, was to enumerate one or two lines as an attraction and to state no prices. Mr. Pritchard enumerates practically everything he has for sale and gives prices whether they are specials or not.

* * *

In connection with his circular Mr. Pritchard issued a memo card—"Jot Down Your Wants." I do not know whether these cards were sent around or whether they were brought into service in the store. Mr. Pritchard didn't mention the point. But they ought to prove a valuable auxiliary to a circular, folder, etc.

* * *

A grocer once explained his reason for employing the "white space" advertisement in these words: "Women think quickly and forget quickly. I want them to write their needs on the margin of my ad." Pretty logical when you look into it! and why not have the memo scheme when advertising other than in the newspaper?

A.A.B.

We haven't heard of a Canadian storekeeper yet adopting the plan used by a Western States merchant to bring customers to his store, but it's a good one, and as sleighing will soon make the country roads in splendid shape for traveling merchants in various sections should try the plan. The westerner advertised that he would give $10 to the person who, on a certain day, brought into the place, and deposited in front of the firm's store, the largest number of people on one vehicle. All sorts of conveyances appeared, and it seemed certain that the farmer who brought in eighty-six persons on a wagon fifty feet long would gain the prize. But at the last moment there appeared a singular vehicle, eighty-five feet long and twenty feet wide. It moved on eight wheels, and was drawn by eight horses. From it descended 110 people.

To-Day!

If your stock of Soap is low please place an order for 5 boxes of SURPRISE SOAP. $3.90 per box, freight paid.

We believe SURPRISE will give the best satisfaction to your customers. The profits on the sales are satisfying.

SURPRISE is pure hard soap made of the finest grade material by the best available skill with the latest and most approved type of machinery.

While SURPRISE is the highest grade of laundry soap, it is sold at the same price as ordinary soap.

MADE BY

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

We find oranges are now going out freely after the usual quiet that always occurs after the holiday season. Have arriving, this week:

3 Cars Fancy Navels

which will show extra good color and should be sweet. Send in your order.

Car **California Celery** arriving end week.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO, CANADA.

Also full supply **Lemons, Grapes, Dates, Figs, Nuts, Pine Apples,** in fact anything in our line. Send in your orders. Are sure we can please you.

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.
Packers and Expoters
5-7 Market St., HAMILTON

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

The extremely unseasonable weather which has been ruling since our last report has had the effect of considerably reducing trade, there is consequently little to report with regard to trade itself. This appears to be the feature at all points.

There are indications that the action taken by the Californian packers has had the effect of materially strengthening the situation and restoring a measure of confidence. Jamaica oranges are in good demand, with supplies showing short, and consequently a strong tendency, and in Montreal a decided advance.

The prompt action taken by the Government in regard to illegal packing of fruit has been largely commented on by dealers and commission men, and is universally approved; it is expected to have a decidedly beneficial effect. The unreliable grading from certain districts has been very disconcerting to the dealers.

In vegetables, no feature has transpired. Californian celery has been coming in freely, and prices have somewhat weakened. Altogether there has been little activity in the fruit and vegetable markets generally, and dealers are consequently somewhat depressed with the immediate prospects.

IMPORTANT POINTS IN FRUIT TRANSPORT.

The transportation Committee of the Ontario Fruit-Growers' Association held a meeting recently and decided to ask the Railway Commission to compel the railways to furnish cars to fruit-growers within a week of placing the order; to maintain a minimum speed of 12 miles per hour during transit, and to furnish "tracers," by which shippers can learn where cars are at various stages in the journey. It was shown by Mr. W. H. Bunting, of St. Catharines, that experiments in shipping tender fruits from St. Catharines to Winnipeg demonstrated that the journey was made in five and a half days when the car was accompanied and in seven or eight days when it was not accompanied.

The Railway Commission will be asked to bring about a reduction in the rate on apples; that apples in barrels be accepted at a fixed weight of 150 pounds, and that equipment equal to the best now in use be supplied for the carriage of fruit. The Government will be asked to enact legislation placing express rates under the control of the Railway Commission.

Mr. Bunting reviewed the concessions obtained from the railways, one of them being a reduction in the freight rate on grapes, and another a reduction of 18 per cent. on mixed tender fruits.

SUGGESTED CONFERENCE ON THE FISHERY QUESTIONS.

The proposition which has been submitted by the British Columbia Government to the Dominion authorities for the purpose of taking over whatever interest the province has in the fisheries, will not likely be decided until a conference has been had with all the provinces in regard to this and other outstanding unsettled matters. There, however, seems to be a disposition on the part of the Dominion authorities to view the British Columbia matter favorably, but in addition the Victoria Government want to get their share of the Halifax fishery award. Down by the Atlantic there is also a strongly expressed desire to have a rearrangement of the system of distribution of the award.

The Marine Biological Board held its annual meeting at Halifax. Professor Prince presided. Work will be commenced at once on the marine scientific station founded by the Government near Nanaimo. A series of technical reports dealing with river pollution, sawdust, etc., the food of the fishes, etc., are ready to be issued. Professor Knight said that there was less damage to fish by sawdust than many imagined. Dams in the river were more serious. Investigations on the Labrador coast will be taken up by the society.

CALIFORNIA ORANGE SHIPMENTS.

The California orange market is decidedly stronger and during the past day or two prices have advanced on the average 20c to 30c a box. Shipments from the coast are unusually small for the season; instead of the 100 or 150 cars a day which is usual at this time of the year, the quantity being sent out is averaging less than 50 cars.

NIAGARA FRUIT AND THE TARIFF.

The Niagara Peninsula United Fruit-Growers' Association held their adjourned meeting on the 18th inst. to discuss the tariff question. Various propositions were made and the question was given a spirited discussion.

Finally it was decided to ask the Government to arrange the tariff on fruit on the following flat rate basis: Strawberries, 3c. per pound instead of 2c., as now; raspberries, gooseberries, cherries, blackberries, currants, remain at 2c. per pound, as now; plums, 1c. per pound instead of 25 per cent. ad valorem; peaches, 2c. per pound instead of 1c.; pears, 1c. per pound instead of 20 per cent., ad valorem.

Mr. E. D. Smith, M.P., Winona, declared that it was absolutely necessary in the interests of the fruit-growers of Canada that a prohibitive duty be placed on Californian peaches for a while. If California peaches are kept out of

Manitoba and the Northwest, Canadian fruit-growers can send thousands of bushels up there and develop a profitable market.

The association passed a strong memorial to the Ontario Minister of Agriculture stating that in the opinion of the fruit-growers it is most desirable that an experimental fruit farm be established in Southern Ontario, which might be planned on a broader scale than the existing experimental stations of the province.

ILLEGAL PACKING.

Discussing recent reports of the shipment of illegally marked and useless Canadian apples to foreign countries, Mr. F. C. T. O'Hara, superintendent of commercial agencies, said it was the policy of the Trade and Commerce Department to ascertain in every such case the names of Canadian shippers of the fruit, in order that a practice so fraught with danger to Canada's reputation abroad, might be put a stop to. To this end commercial agents are empowered, under confidential instructions, to forward particulars in every case coming under their knowledge in which Canadian products are fraudulently packed or are not up to sample. The commercial agent at Cape Town, where a large quantity of Canadian apples was recently destroyed, owing to the fruit being affected with disease, and the agent in Mexico City, where a consignment of apples from this country proved to be practically worthless, have been written to by the department and instructed to forward full particulars as to the shipments. When these details have been obtained publicity will be given to the facts concerning the fraud, so that a repetition of it may be prevented.

The department not long ago obtained information from Mr. Ross, the agent in Australia, which has led to action being taken in the court by a Vancouver merchant who shipped the worthless fruit in question against the dealer from whom he purchased it. Another case pending is that of a Quebec exporter of leather, which the Australian importer found to be far below standard sample in quality.

MONTREAL MARKETS.

Green Fruits.

Weather conditions are making for a slow market in all green goods. Commission merchants report that the demand for nearly all fruits is falling off greatly. A cold spell is looked for, however, when the sale of these goods will pick up. Jamaica oranges have advanced, owing to light receipts and a very good demand. They are the best sellers on the market, at present. It is expected that California oranges will shortly be raised in price from 25 to 40 cents per box. Shipments have been very light, and it is not thought that the market will go as low again this year as they are at present. Another increase

FISH! FISH!

We are carrying a most complete stock.

FROZEN FISH

Smelts. **Sea Herrings** (large fish). **Flounders.** **Tom Cods.**
Sea Salmon. **Halibut.** **Trout.**

Fresh Car Winter-Caught Manitoba Whitefish

SMOKED FISH

Home-Cured Bloaters. **Finnan Haddies.** **Ciscoes.**
Kippered Herrings.

PICKLED FISH

Labrador Herrings (bbls. and ½ bbls.) **Flitched Cod** (100-lb. boxes).

A Full Line Acadia and Halifax Codfish.

Other Lines of Seasonable Fish too Numerous to Mention.

WHITE & CO., LIMITED
TORONTO HAMILTON

W. B. STRINGER **Specially Selected** ***J. J. McCABE***

For Canadian Trade

is St. Nicholas brand of Lemons—25 years on the market and always the Best. Ask for them.

W. B. STRINGER & CO., Toronto and Montreal. Sole Agents.

SHARP ADVANCE IN NAVEL PRICE

Wet weather in California has caused heavy raise in prices on Navels for future shipment. Order now at old prices from us, as we have ***two cars "Camellia" brand*** (extra fancy). Best on earth.

Lemons, Celery, Bananas, Nuts, Figs, Dates, etc., all at lowest prices.

The **F. T. JAMES COMPANY, TORONTO**
33 Church St., 76 Colborne St.

CALIFORNIA CELERY—Another carload just arrived.
CALIFORNIA CAULIFLOWER—Due next Monday.
CALIFORNIA NAVEL ORANGES—We handle the finest.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

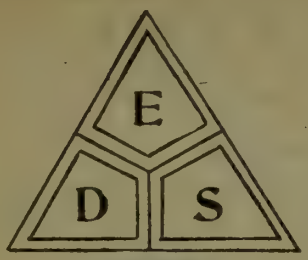
THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

NAVEL ORANGES (owing to continued wet weather in California) have advanced in price. Present quality more than makes up for the advance. For a few days only, we quote 150s, 176s, 200s and 216s at $3.00. Send along your orders.

FANCY ALMERIA GRAPES.—At $5.50. Only a few left.



Pure Truth

Mr. Grocer, if you want to be fined $25.00 and lose the confidence of your customers, order adulterated Jams.

If you want to be sure of what you are getting and to steer clear of the police court, order the

E. D. S. BRAND

which the Government Analyst has pronounced to be **absolutely pure**. When you see "E.D.S." on the label the goods are **guaranteed.**

What does it profit a Grocer to get adulterated Jams and lose all his customers?

Answer for Yourself—Now

The Eby, Blain Co., Limited, are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

FRESH ARRIVALS THIS WEEK

Car Fancy Bananas
Car Extra Fancy Lemons
Car Extra Fancy Navel Oranges
Car Fancy Sweet Sonoro Oranges

Never mind what the other fellow's prices are, you can depend upon **WALKER'S** to be right, and the quality too.

HUGH WALKER & SON, WHOLESALE FRUIT **Guelph, Ont.**

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO. TORONTO, CAN.

IT'S A MISTAKE

to think that such articles as

SYRUP OF MALT
(A Cough Cure)

EXTRACT OF MALT
(A Tonic)

cannot be sold by you. Other grocers are selling them and getting a good profit, too.

Send for Samples.

GEO. SLEEMAN, Guelph, Ont.

VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.
King's Cross
LONDON, ENGLAND

in cranberries has made them almost unsalable. The turnover is small. We quote:

Oranges, Florida, case		4 50
Tangerines		3 00
Navels	3 00	3 25
Dates, per lb		0 04
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples		5 50
Jamaica grape fruit, per box	3 75	4 25
Apples	2 25	5 00
Lemons, per box		2 50
Jamaica oranges, per bbl		4 50
Grapes, Almeria, extra fancy Longkeepers		7 00
" Fancy		6 50
" Choice		6 00
Cranberries, N. S., nominal		20 00
" Cape Cod, "		25 00
Spanish onions, cases		2 75

Vegetables.

The market, generally, is dull and featureless. The mild weather is against good trade, and particularly is this the case so far as domestic vegetables are concerned. Potatoes are going very slowly, so far as the jobbers are concerned, this, no doubt, being the result of the farmers coming in and delivering to the grocers direct. Onions are also very slow again this week.

Potatoes, per bag	0 65	0 75
Parsley, per doz. bunches	0 25	0 35
Sage, per doz		1 00
Savory, per doz		1 00
Green peppers, per basket		1 00
Home-grown cabbage, per bbl		0 75
Tomatoes, Florida	4 50	5 00
Spanish Onions, cases	2 50	2 75
" crates		0 90
Red onions, brl		3 00
Turnips, bag		0 50
Water cress, per doz		0 75
Grand Rapids lettuce, per box		1 60
" " per doz		4 00
Boston lettuce, per doz		1 00
Sweet potatoes, per basket		2 00
" per bbl		5 00
Celery, per crate		4 75
Spinach, per bbl		3 00
Cucumbers, per doz		2 50
New potatoes, per bbl		7 00
Mushrooms, per lb		0 75
Brussels sprouts, per quart		0 15
Carrots, per bag		0 50
Horse radish, per lb		0 15

ONTARIO MARKETS.

Green Fruits.

The market has been particularly slow since our last report. No feature of interest has developed, and no change of importance has transpired. Lemons have recovered from the slightly downward tendency reported last week. Pineapples have also eased somewhat. We quote:

Oranges, California, 96's to 200's, per box	3 25	3 50
" " 250's to 288's "	3 25	3 50
" Mexican, 96's to 250's, per box	2 00	2 35
" Florida, 96's to 216's "		3 25
" Valencia, 420's, 714's, per case	4 50	5 50
" Marmalade, 200's, per box		2 50
Lemons, Messina, 300's 360's, per box	2 25	2 65
Grapes, Almeria, per barrel	6 00	6 50
Cranberries, fancy Jersey's, per barrel, nominal		13 00
" " " per case, "		4 50
Apples, fancy spies, per box		1 50
" " greenings, per box		1 40
" Winter varieties, per barrel		3 50
" cooking, per barrel		2 75
Bananas, per bunch, firsts	1 75	2 00
" Jumbos	2 25	2 50
Pineapples, per case	4 50	5 00
Grape fruit, Florida, 46's, 96's, per box	4 50	5 00
Tangerines, Florida, fancy ½ strap		2 75

Vegetables.

Particularly slow and uninteresting has been the condition ruling on the wholesale market. We quote:

Potatoes, kiln dried sweet, bushel hamper	1 75	2 00
Potatoes, per bag	0 90	1 00
Onions, per bag	1 25	1 30
Onions, Spanish, per small crate		1 00
" large cases		3 00
Cabbage, per doz		0 40
Cauliflowers, domestic, per doz	0 75	1 25
Beets, per bushel		0 50
Carrots, per bushel		0 50
Lettuce, per doz. bunches		0 30
" imported, per doz	0 35	0 40
Radish, per doz		0 60
Cucumbers, hothouse, per doz	2 00	2 25
Mushrooms, 1 lb. boxes, per lb		0 80
Celery, Californian, per case		4 50
" " pony case		2 75
Beans, white, prime, bush		1 75
" " hand-picked, bush		1 90
" Lima, per lb		0 06½
Tomatoes, Floridas, 6 basket crates		5 00
" extra choice, 6 basket crates		4 25

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

To Wholesale Grocers of Canada

GET BUSY

is our Motto for 1906 and we want your orders for Canned Sea Foods:

¼ Oil Sardines	(Sanitary can)	100 tins	to case
¼ Oil Sardines	(Hand made)	100 "	"
¼ Mustard "	"	100 "	"
¼ Tomato "	"	100 "	"
¾ Mustard "	"	50 "	"

Also Herring in Tomato Sauce, Kippered Herring, Kipperines in Cartons and Tins, Clams, etc. Every tin guaranteed. Price lists and information furnished promptly on request. Write or wire your order to

CONNORS BROS., Limited
BLACK'S HARBOR, N.B.

Season 1906

HORSE SHOE SALMON

Now in Store

ALSO

***SPRING SALMON*—*"Columbia"* Brand.**
***COHOES*—*"Tiger"* Brand.**
***PINKS*—*"Sunflower"* Brand.**
***"Jacques Cartier"* Brand.**

PACKED BY

J. H. Todd & Sons
Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces.

"England is a country of ONE SAUCE" wrote a great French Critic

Lea & Perrins'

is the **Sauce of the world**

In every clime, under every flag the only genuine inimitable Table Sauce is LEA & PERRINS'

J. M. DOUGLAS & CO., - Montreal
Canadian Agents

Lowney's Cocoa is an American triumph n food products. It is the best cocoa made **anywhere** or at **any price.**

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street, BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

IMPORTANT

We are offering the trade some new lines packed in Drums and Pails, at surprisingly low prices. These lines have the Style and **QUALITY** so well known in

STEWART'S

DELICIOUS

CONFECTIONERY

Write for Samples and Prices

DO IT NOW

THE

STEWART COMPANY, LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Merit is the true standard for gauging the value of an article—

MOTT'S

CHOCOLATES

"DIAMOND" and "ELITE"
brands
have stood the highest tests
and are to-day

Canada's Standards

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, Montreal
R. S. McINDOE, Toronto
JOS. E. HUXLEY, Winnipeg

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

BISCUITS AND CONFECTIONERY

A STUDY OF BISCUITS.

Biscuits are probably of very ancient date. Some are inclined to think they find an allusion to them in the first book of Kings, where Jeroboam sends his wife to consult the Prophet Ahijah about his son who had fallen sick, bidding her take with her "ten loaves and cracknels, and a cruse of honey."

All the countries of Europe have been biscuit-making from time immemorial, and most of them have a name for the things indicating that they originally underwent a double process of cooking. Bis-cuit means "twice cooked."

Even the old Romans had their panis biscoctus, "twice baked bread," and there is at least one kind of biscuit still made by a double cooking. The cracknel is first plunged into boiling water and then baked, though whether the "cracknel" of the modern factory at all resembles the "cracknels" of King Jeroboam's time one cannot say.

Most, if not all, other kinds are nowadays biscuits only in name.

The original form of the thing was simplicitv itself. It was just a mixture of flour and water spread out thin, and baked till all the moisture was driven out of it. It was their extreme dryness that permitted of their being stored for eighteen months, or two years if necessary, without spoiling; and it was in order to get them as dry as possible that they were made thin and cooked twice, and thrice, and sometimes four times over. Not only was the moisture of the dough thus driven out of them, but the water originally embodied in the flour was evaporated also; so that ten pounds of flour would make only about nine pounds of biscuit. They were, no doubt, in the first instance, merely a form of unfermented bread especially adapted for storage, and particularly on board ship during long voyages. Hence the Roman panis biscoctus nauticus ("sea biscuit").

BREAD FROM BARK.

In Norway bread is sometimes made of the inner rind, next the wood, of pine trees, and it is not an uncommon thing to see these trees standing with all their branches dead, stripped of the bark to make this curious food, and blanched by the weather, resembling white marble—mere ghosts of trees.

By the process the rind is taken off in flakes like a sheet of foolscap paper, and is steeped or washed in warm water, to clear off its astringent principle. It is then hung across a rope to dry in the sun, and looks exactly like sheets of parchment.

When dry it is pounded into small pieces, mixed with corn, and ground into meal on the handmill or quern. It is much more greatly used than visitors suppose. There are districts in Norway in which the forests suffered very considerable damage in past years, when bad crops and other causes reduced many to bark bread. It is not very unpalatable, nor is there any good reason for supposing it unwholesome, if well prepared, but it is very costly. The value of the tree, which is left to perish on its root, would buy a sack of flour in the English market.

SOME USEFUL RECEIPTS.

Common Sense Cough Drops.

What we call a common sense cough drop may be made as follows: Boil in the usual manner to the hard crack, 7 lbs. sugar, 2 lbs. glucose, 1 quart New Orleans molasses, 1 quart water. When nearly cooked add 1½ lb. good butter, boil it in, then turn the batch on the marble; when cold enough turn it up, add a medium strong flavor of oil ginger and two ounces tartaric acid; work all together and pass through medium-size drop rolls or any other you choose. When cold break up and sift them, then dust them fairly well with dried XXXX or extra fine sugar, and bottle them or pack in packages, as you choose. If preferred they may be made with moist brown sugar, in which case leave out the molasses.

Common Taffy.

Eight pounds sugar, 1 quart water, 2 lbs. glucose, 1 quart New Orleans molasses, ½ oz. ground ginger. Boil in the usual manner to the hard crack degree. When cooked add 1 lb. butter, let it boil in, then pour it on your marble; when nearly cold add a good flavoring of lemon and vanilla, work it in, then cut up with large, flat drop rolls; when cold break up, sift out and wrap in wax paper.

Chocolate Rocks.

Boil in the usual manner to the hard crack: 4 lbs. sugar, 3 lbs. glucose, 3 pints water. When cooked remove it from the fire and add half a pound of butter, return it to the fire and let it just boil up again; then add two pounds well-roasted blanched almonds, coarsely chopped, stir them lightly in and pour the boiling on the marble; when cold break it up and pound it medium coarse in a mortar, return it to your kettle (which must be dry) and add sufficient melted cocoa or chocolate to make a stiff paste, then with a spoon and fork drop it in as rock-like pieces as you can onto wax paper, and set aside to set. These may be flavored with vanilla.

A Novel Idea.

A novel scheme has been evolved by W. D. Sweet, a master baker at Wilkesbarre, Pa., to draw custom. Once a month he announces in the local papers that the person who holds the cash register coupon for purchases made on a certain day, usually two to three weeks back, will get his money back if the coupon is presented at the bakery. As it is the custom of almost everybody to throw away such coupons immediately, this scheme did not cost Mr. Sweet much in the beginning, but it is said that people are getting wise and are saving their coupons, so it will only be a question of time when the "beautiful" idea will have to be abandoned.

BEST BISCUITS

The name "Mooney" is a guarantee of goodness in Soda Biscuit making.

PERFECTION CREAM SODAS

are favorites to-day for that reason. "Perfections" are packed piping hot at the oven's mouth in air-tight, moisture-proof tins. That extra palatableness is the result.

It is easy to say certain goods are the best. It is just as easy to prove that

are the best. We are prepared to state that **Perfection Cream Sodas** will keep longer and retain more of the "oven" flavor than any other biscuits obtainable. Our process is sure, so the result is certain.

Will you put it to a test?

SEND FOR A CASE

THE Mooney Biscuit & Candy Company, LIMITED,
Stratford, - Canada.

DIAMOND Brand

MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

Need Something to Revive Trade?

Just send us an order for a few boxes or barrels of "Vanilla Bar," the best cake made in Canada for the money. Many try to imitate it, but you know the result.

Just send us a trial order and see if "Vanilla Bar" is not the kind of cake you were looking for and didn't know where to find.

Imperial Biscuit Co., Limited
Guelph

Amongst our

CHOCOLATE GOODS

There's one that's everybody's favorite.

It's called

"Chocolate Gem"

and this is no misnomer.

A light crisp chocolate coated biscuit, about the size of an ordinary chocolate drop —that's the "Gem."

People who disapprove of rich sweets for children are good customers for this line, as well as tasty folk who appreciate dainty yet wholesome confections for the tea table. A splendid line to "mix in" with others.

W. & R. JACOB & CO., Limited

DUBLIN, IRELAND

Canadian Agents:
Kenneth H. Munro,
324 Coristine Bld. Montreal
C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

6 1-gal. tins to case, wine measure,			$4.50 per case	24 pints to case, wine measure,		$2.50 per case	
12 ½-gal.	"	"	" 4.80 "	12 qrt. bottles,		2.40	"
24 ¼-gal.	"	"	" 4.80 "	5-gal. tin, Imperial measure,	1 to case,	3.90	"

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

THE MONTREAL MAPLE CO.

88 GREY NUN ST., MONTREAL, QUE.

PROSPERITY HERE TO STAY.

Leaders in the business and financial fields in the States are very enthusiastic about the outlook for 1906.

Andrew Carnegie.—I do not recall a single year that has been so generally important to the world as the one now closing. The world never had, nor has it now, anything that can be compared with this country as a wealth producer.

Frank A. Vanderlip.—The last year has witnessed a truly wonderful awakening of the American conscience. Never has there been so high an ethical standing among our business men. We have come through the fire regenerated, awakened, full of fine purpose and optimistic ambitions. The signs of the future are all of hope. Americans may well turn toward the coming years with cheerful hearts.

Charles M. Schwab.—Everybody is busy. The steel and iron mills of the United States have more orders than they can fill, and still the orders continue to come it. There can be no better indication for good times than this. In this country we have solved the great problem of economic output, and our next great industrial problem is to beat all other countries in the quality of our products. My own experience in the American steel industry convinces me that no standard can be too high in manufactures. There is a ready market awaiting those who have courage enough to turn out the best material and workmanship.

Paul Morton.—Prices in Wall street are not necessarily an indication of the general state of things, particularly in regard to the prosperity of the people. In fact, the country at large is really more prosperous now than at other times when Wall street prices seemed to indicate that the country was well off. The country is much more prosperous than ever before.

J. J. Mitchell.—General business conditions were never better. The outlook for the next twelve months could hardly be brighter.

James R. Keene.—The country never was so prosperous as it is now, and never was the promise for the future so bright. There is no room in the United States for a man who can't see the bright side of the future.

E. H. Harriman.—Nothing can stop the progress of this country, and when at the end of the coming year we look back upon what has been done we will have ample cause for amazement and congratulation.

John W. Gates.—Not at any time in my life have I seen business conditions so prosperous. What particularly struck me was the fact that there is plenty of money in the west, and it is easily obtainable at low interest. That is the best indication of prosperity. The banks have money and so have the farmers and the merchants.

E. H. Garv.—There is every reason to say that the country is in a prosperous way, and there is no particular reason for saying that this prosperity will not continue. However, no man can look into the future and say with any certainty what may happen.

It's a two-to-one shot that a man's first smoke never makes him as sick as his first milliner's bill

Fortify yourself against inclement season.

Van Houten's Cocoa

Best and Goes Farthest **The Ideal Winter Beverage**

Grocers make friends by recommending it.
There is money and satisfaction in handling Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

TRADE MARK
This design a guarantee of quality.

THIN CASE LINING PAPER
ALL SIZES FOR SHOE CASES CHEAP AND EFFICIENT
SAMPLES AND PRICES FOR THE ASKING.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

"My men have their hearts in their work because they have been brought up on the Payne Principle."—*J. Bruce Payne.*

The Payne Principle is "Please at any Price." Every cigar that goes out of my factory bears the impress of that principle, because, by educating my men to see my ideals, I have won their confidence, incited their zeal, and ripened their skill.

No person can pick up a

Pebble and Pharaoh

Cigar without at once seeing the fruits of what I have labored for—**viz., to produce perfect cigars at perfectly satisfactory prices—to all.**

The Payne Principle is one that should receive serious consideration at the hands of every grocer. I want to feel that I have **your** confidence just as I have the confidence of my men.

Will **you, Mr. Grocer,** show that you are interested by ordering **1,000** of my cigars, assorted, specifying the **Pebble** (5c) and the **Pharaoh** (10c)? I shall make the terms so easy that you will be delighted with the transaction.

BUT DON'T WAIT UNTIL TO-MORROW TO SEND THE ORDER

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

The Powers Behind the Tobacco Throne

2. The Quality of the Tobacco

Nothing more important than Quality! Nothing harder to find than Quality the Real. Price, appearance, etc.—these are not overlooked by us, but

T. & B.

is made on the "nothing-more-important-than-quality" belief.

T. & B. has been long enough on the market to prove its case, and the way it has been received is the best proof of the way in which Quality is received.

If you, Mr. Grocer, are selling "other kinds," change the order please, and have **T. & B.** displayed in your store.

BE WISE TO-DAY
TO-MORROW CAN YET BE DEALT WITH

The Geo. E. Tuckett & Son Co., Limited
Hamilton, Ontario

TOBACCOS, CIGARS AND ACCESSORIES

COLORING A MEERSCHAUM PIPE.

Once upon a time there was a smoker who spent eight of the best years of his life coloring a meerschaum pipe, only to find at the end of that period that he had been nursing a piece of "massa-kopfe" instead of the genuine "ecume de mer." The "massa-kopfe" is a composition made of the parings of genuine meerschaum and a mineral clay. The parings are triturated to a fine powder, boiled in water, and molded into blocks, with or without the addition of clay; each block is then cut into a bowl, but as it contracts considerably, it must be left some time to dry. These bowls are distinguished from the genuine meerschaum by their greater specific gravity, but there is no absolutely certain test by which the real meerschaum can be told from the composition.

In forming a pipe from "ecume de mer" the silicate of magnesia is prepared for the operation by soaking in a composition of wax, oil and fats. The wax and oil absorbed by the meerschaum are the cause of the color produced by smoking; the heat of the burning tobacco causes the wax and fatty substances to pass through the stages of a dry distillation, and becoming associated with the products of the distillation of the tobacco they are diffused through the substances of the bowl, producing those graduations of tint which are so much prized.

In some cases the bowls are artificially colored by dipping them, before being soaked in wax, in a solution of sulphate of iron either alone or mixed with dragon's blood.

Good meerschaum is soft enough to be indented by the thumb-nail. It yields readily to the knife, especially after having been wetted. There are various densities; some kinds sink in water, others float on its surface. Those of medium density are preferred by the pipe-maker, for the light varieties are porous, and even cavernous, and the heavier kinds are often made up artificially. Many judges assume that the heavier kinds are spurious, but there is no absolute proof that such is the case. A negative test may be mentioned; the composition bowls never exhibit those little blemishes which result from the presence of foreign bodies in the natural meerschaum. Therefore, if blemish occurs in a meerschaum bowl—which is very frequently the case—the genuineness of the bowl is rendered most probable; but as blemishes do not show until after the bowl has been used for some time the test is not of much value.

TRICKS FOR SELLING GOODS.

A brisk looking young man, with his hat well tilted back on his head and a small satchel in his hand, stepped inside a lawyer's office and said:

"I hope I am not intruding, sir, you are a man of business and so am I, and I can tell you in one minute what I am here for. My observation is that five out of every six professional men in the large cities are addicted to the tobacco habit in some form or another. A habit, once formed, becomes second nature.

"There are thousands of men who spend their substance and drain their vitality by incessant smoking, who would be glad to be released from the slavery whose chains they have fastened upon themselves, and to such men I bring the means of deliverance. I guarantee that this preparation"—here he took a small package from his valise—"which is called 'Smoke bane,' will cure the craving for tobacco in every form, absolutely in one month or money refunded—"

"Young man," said the lawyer, "you are wasting your time on me. I am not a slave to the tobacco habit. I have no craving whatever for tobacco, though once in a while I smoke a cigar if it is a good one—"

"Yes, sir," interrupted the other in turn, quickly replacing the package in his valise and producing another one. "Let me sell you a box of the celebrated 'John Quincy Adams Perfectos,' two dollars and a half, twenty-five in a box, couldn't sell them any cheaper if you were to take a thousand. Warranted to be the best 10c smoke on the market."

Before the lawyer had fully recovered from his surprise he had bought the box and the brisk young man was on the next floor hunting another slave to the tobacco habit.

* * *

One firm turned to good advertising account the notices in the local papers offering a sizable reward for information leading to the arrest of the offenders in a daring jewelry robbery. Several of these notices were pasted inside the glass in their show windows, with the big scare lines above in red ink, and underneath also in red, the following notice: "When you get the above reward, you can afford a box of our—blank—cigars. Come in and look at them now, anyway."

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

The best in the world are made by—

McDOUGALL

Insist upon this make.

D. McDOUGALL & CO., Glasgow, Scotland

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BUSINESS CHANGES.

A. Laurendeau, grocer, Montreal, Que., dissolved.

Aubin & Laparte, teas, etc., Montreal, dissolved.

Brandt & Rolston, grocers, Winnipeg, Man., stock sold.

Joseph Morand, grocer, Valleyfield, Que., has assigned.

Laliberte & Decroisette, fruits, Montreal, Que., registered.

Knight & Graham, general merchants, Providence Bay, Ont.

Poirier & Co., grocers, etc., Lachine, Que., assets to be sold.

W. G. Graham, baker, etc., Westboro, Ont., assets to be sold.

Denis Lacombe, baker, St. Paul L'Hermite, Que., compromised.

Hugh Allan, cheese, etc., Montreal, Que., J. W. Ross, curator.

Faucher & Frere, bakers, Victoriaville, Que., have registered.

Frank A. Stephen, grocer, Montreal (St. Louis), has assigned.

P. Lavalle, general merchant, Ste. Victoire, Que., has assigned.

S. Betsworth, flour and feed, Winnipeg, Man., sold to Falconer Bros.

A. Baker & Co., general merchants, Fox Warren, Man., dissolved.

Emery Lalonde, general merchant, The Brook, Ont., has compromised.

Alf. Bouchard (estate of), general merchant, Quebec, Que., assets sold.

Jos. Poisson & Co., general merchants, Gentilly, Que., assets sold.

Goyette, Thuot & Goyette, fish dealers, etc., Iberville, Que., dissolved.

P. Lavallee, general merchant, St. Victoire, Que., demand of assignment.

Joseph Patrick, grocer, Hamilton, Ont., has sold out to Margaret Echlin.

Poirier & Cie., grocers, paints, etc., Lachine, Que., F. X. Bilodeau, curator.

C. Aconite, confectioner, Rossland, B. C., has been succeeded by H. Cherrington.

Wm. F. Morenz, grocer, Mitchell, Ont., stock, etc., advertised for sale by tender.

John McDevitt, grocer, Toronto, Ont., has been succeeded by Leech & Rothwell.

Toronto Cream & Butter Co., Toronto, Ont., assets advertised for sale by tender.

J. B. Lafontaine, general merchant, Moose Creek, Ont., is offering 75c on the dollar.

R. O. Y. Ainslie, general merchant, Comber, Ont., has sold out to C. G. Elliott.

A. G. Campbell, general merchant, McIntyre, Ont., has advertised business for sale.

Chas. Choquette, general merchant, Village Richelieu, Que., F. X. Bilodeau, curator.

P. Maher, general merchant, St. Guillaume Station, Que., A. Lamarche, curator.

L. P. Pepin, grocer, Montreal, Que., assets were to have been sold on the 24th inst.

E. W. Lewis, baker and grocer, Wroxeter, Ont., has assigned to Wm. A. Rutherford.

T. O. Lamontagne & Co., confectioners, Quebec, Que., assets to be sold by private sale.

Eugene Picher, dairy supplies, Quebec, Que., assets were to have been sold on the 25th inst.

F. Jean, general merchant, St. Moise, Que., assets were to have been sold on the 24th inst.

D. Ducharme, grocer, Magog, Que., meeting of creditors was to have been on the 22nd inst.

Mrs. Louis Allaire has registered under the style of L. Allaire & Co., grocers, Montreal, Que.

Barr Bros., bakers and confectioners, Kenton, Man., have assigned to C. H. Newton. Stock sold.

Nash, Carson, Naylor, Limited, department store, Winnipeg, Man., assigned to C. H. Newton.

R. G. Buchanan & Co., crockery, etc., have been succeeded by Buchanan & Edwards, Vancouver, B.C.

R. Laurie, butcher and grain merchant, Carberry, Man., sold butcher business to Dingle & Mason.

Nicholas A. Jones, fruit and confectionery, Parry Sound, Ont., has assigned to Thomas W. Quinn.

Wm. J. Dodds, general merchant, Caledon, Ont., meeting of creditors was to have been on the 19th inst.

Charles Young, tobacconist, Brockville, Ont., meeting of creditors was to have been on the 18th inst.

G. C. Sayles (estate of) general merchant, Elva, Man., stock was to have been sold on the 22nd inst.

Perry Bros. (estate of), tobacconists, Selkirk West, Man., stock was to have been sold on the 23rd inst.

W. H. Jones (estate of), general merchant, Arcola, Assa., stock was to have been sold on the 22nd inst.

F. Bois, general merchant, St. Louis de Ha Ha Station, Que., assets were to have been sold on the 24th inst.

Campbell Kemp has registered under the style of Montreal Supply Co., produce and commission, Montreal, Que.

Joseph M. Murray, tobacconist and fruiterer, Port Colborne, Ont., meeting of creditors was to have been on the 20th inst.

W. J. Zoeger, general merchant, Newton, Ont., has assigned to Charles S. Scott, meeting of creditors was to have been on the 24th inst.

COMPANIES INCORPORATED.

Dominion charter has been granted to Philip, Morris & Co., Limited, to cure leaf tobacco, to carry on throughout the Dominion of Canada the trade and business of manufacturing, selling, acquiring and dealing in tobacco in all its forms, smokers' articles and such other substances and commodities as are usually manufactured, sold or dealt in by tobacco, cigar or cigarette manufacturers or dealers. The capital stock of the company to be twenty thousand dollars divided into two hundred shares of one hundred dollars, and the chief place of business of the company to be at the city of Montreal in the Province of Quebec.

Provincial charter has been granted to the Fletcher Manufacturing Company, Limited, to manufacture, buy, sell and deal in all kinds of bakers' and confectioners' tools and supplies, soda fountains, hardware, glassware, woodenware, and all articles into the manufacture of which wood, glass or metal enters, and general merchandise, with incidental and subsidiary powers. The share capital of the company to be two hundred and fifty thousand dollars divided into two thousand five hundred shares of one hundred dollars each, the head office of the company to be at the city of Toronto, and the provisional directors of the company to be Benjamin Fletcher Eri Whaley and Ernest Benjamin Fletcher, hereinbefore mentioned.

LET US WORK TOGETHER

Put your Cigar Department on a safe and paying basis by stocking

HOGEN-MOGEN and ROYAL SPORT CIGARS

5 CENTS 10 CENTS

We co-operate in helping you sell the best cigar values in Canada.

JUST ASK!

THE SHERBROOKE CIGAR CO., - SHERBROOKE, P.Q.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper.
The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Jan. 25, 1906

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 [illegible]
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz
doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 [illegible]
" 2 " "	2 25

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " ½ lb., 5 doz.	0 90
" " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ¼ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 30

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ¼ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box.	$2 25
½-lb. tins, 4 doz. in box.	1 25
¼-lb. tins, 4 doz. in box.	0 75

"KING" BAKING POWDER.

	Dozen
16-oz. cases, 2 doz.	$2 40
8-oz. " 4 "	1 50
4-oz. " 4 "	0 90

Lot 5 cases, freight paid.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb.....12½c
"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs., per lb.....10c

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ½ gross, 4 oz.
Reckitt's Zebr paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.
Borax "Queen."

40-oz. case, 4 doz	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions -2 per cent. 10 days; net 30 days,

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55
Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28
Icings for cake—	
Chocolate, pink, lemon color, 1lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

"Batger's"

Put up in a high-grade, and attractive looking glass jar, made from the finest English garden strawberries, retaining their natural form and flavour—such is Batger's Strawberry Jam. Include a case of 4 doz. in your next order from your wholesaler. You will be fully satisfied with the results. They will be interesting and profitable.

Whole Fruit

It Retails for 20c.

AGENTS:

Rose & Laflamme

Montreal and Toronto

Strawberry Jam

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

Confections—

	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ¼-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—

	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—

	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12 lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins,	4½ doz.	to case	per doz.,	$ .90
1 " "	4 "	" "	"	2.40
½ " "	2 "	" "	"	4.75
1 " "	1 "	" "	"	9.00

SUCHARD'S CHOCOLATE AND COCOA.

	Per box
Milka, 36's (36 tablets in a box)	$2 25
" 24's (24 tablets in a box)	3 00
Velma, 24's (24 tablets in a box)	3 00
	Per doz.
Milka Croquettes	$2 25
	Per lb.
Economique, in ¼ and ½-lb. cakes	$0 32
Premium, unsweetened	0 35

SUCHARD'S SOLUBLE COCOA.

	Per doz.
¼ lb. tins (4 doz. in a box)	$2 25
½ lb. tins (2 doz. in a box)	4 20
1 lb. tins (1 doz. in a box)	7 80

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " " ½'s	0 35
" No. 1 chocolate, ¼'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	40c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44
Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	34c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.
Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ¼-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.
Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ¼-lb. pkgs ...	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ¼-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.
Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. n case, ¼-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb . pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00	
" evap. cream, cp. 4d. "	4 65	

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 [illegible]
Ambrosia	0 [illegible]
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	[illegible]
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 [illegible]
English Breakfast, ground only 1-lb. tins	0 1[illegible]

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	10 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

Coupon Books—Allison's.

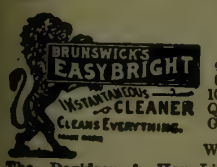
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
8-oz. "	1.35
16-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, onto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10-cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" 1-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints), per doz.	$2 30
Corked " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ¼ lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs.), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " / 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

'Bee" braud, 8oz., cases, 120 pkgs.	$30 case
" 10 oz., cases, 96 pkgs.	
" 16 oz cases, 60 pkgs.	

The "Best" for your trade is

BORDEN'S

BRANDS

"Eagle" brand CONDENSED MILK and
"Peerless" brand EVAPORATED CREAM have no equal.

They are made from pure milk and cream.

Buy no brands made from skim milk—Stick to BORDEN'S BRANDS —they are always reliable.

For sale by all jobbers

WILLIAM H. DUNN, - MONTREAL AND TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

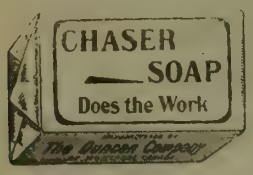
BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.

Babbitt's "Best soap, 100 bars $4 10 per box.

Potash or Lye, boxes each 2 doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40

Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 0[illegible]½
Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz 0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 3 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 06½

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 06½
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 04½
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

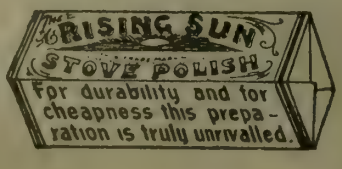
Rice Starch—

Packed in cases of 56 lbs. each (cases free)

No. 1, London— Per lb.

In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

W. H. DUNN, AGENT.

Enameline No. 0 4 bxs., ea. 3 dz.	0 38
Enameline No. 0 6 bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

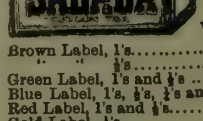
5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA

put up in 3, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60

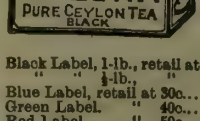
3 p.c. off 30 days or 3 months.



Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Cases, each 60 ½-lb.	$0 35
" " 60 ¼-lb.	0 35
" " 30 ½-lb.	0 35
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.,	0 25
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 21½
" XXXX 30-lb. "	0 22½
" XXX 80-lb. "	0 19
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and ½s, 60-lb. cases	retail 0 25 at 0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases	retail 0 30 at 0 23
Yellow Label, ⅛s and ¼s, 60-lb. cases	retail 0 35 at 0 26
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases	retail 0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases	retail 0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 60-lb. cases	retail at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb. 0 35
No. 2	" 0 30
No. 3	" 0 25
No. 4	" 0 20
No. 5	" 0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 25½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland
Montreal

SOLE AGENTS FOR CANADA.

MONEY-MAKERS

Push the sales of . . .

"SNOWFLAKE"

. . . AND . . .

"SILVER STAR"

TRADE SNOWFLAKE MARK

SNOWFLAKE SOAP POWDER

is a modern cleanser of the highest value for household purposes, and one you can sell readily. In 12 oz. packages, 100 to case, sells at 5c. package—the largest on the market for the money.

SILVER STAR SODA

softens hard water and therefore does away with the necessity of having to secure rain water for washing. It also gives excellent results as a cleanser of Baths, Sinks, Kitchen Utensils, Dishes, etc. It is better and cheaper than ammonia.

Ask your customers to try "Snowflake" and "Silver Star." Once tried always used.

Your Jobber can supply you. If he cannot, write to

ALBERT HUGLI

Telephone, Park 2148. 15 FISHER ST. TORONTO, CANADA

Manufacturer of Snowflake Soap Powder, Silver Star Soda, I.X.L. Chip Soap, Textile Soaps, Electric and Laundry Soaps, Sal-Soda, Michigan Soda—and dealer in Soda-Ash, Caustic Soda and Silicate of Soda.

TEA HINTS
FOR RETAILERS
By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages : Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

MYERS' ROYAL SPICE
STOCK FOOD

HORSE AND CATTLE.

	per 100 lbs.
500 lb. Lots	6.15
250 "	6.15
100 "	6.15
50 "	6.15
25 "	6.15
5 lb. Sacks	7.00
2 lb. pkgs., cases 2 doz.	5.54 per case

POULTRY.

25 lb. Bags	9.23
5 lb. Sacks	9.23
2 lb. pkgs., 360 lbs. in case	7.75 per case
½ lb. pkg., " "	8.86 "
Hog Powders (5 gross)	3.08 per gross

Less 5% for cash on all lines.

H. N. BATE & SONS, Limited, OTTAWA

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week—therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,		$ 5.00
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

Souvenir Ware

ALWAYS A GOOD SELLER DURING THE SUMMER.

Don't order any until you see our lines—traveller or mail.

GOWANS, KENT & CO. LIMITED
TORONTO

SAVE MONEY

by writing to-day for our price on

OLD ENGLISH MINCE MEAT

"Ready-to-use," packed in 7-lb., 14-lb., 28-lb. pails; 65-lb. tubs; half-barrels and barrels.

Write us sure. You never know what you can do until you try.

We pay cash for dried apples. Have you any? Write us.

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Preserved Ginger, Ginger Chips, Sweet Stem Ginger in 7-lb. boxes, Plum Puddings, 1-lb., 2-lb., 3-lb. and 4-lb. tins.

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, FEBRUARY 2, 1906. NO. 5.

Robinson's Patent Barley

Is a Steady Seller With the BEST TRADE

Your store is the **finest** in the town. And, therefore, you are or should be selling

ROBINSON'S PATENT BARLEY

Liberal sampling among your customers on receipt of list addressed to

Frank Magor & Co., - 403 St. Paul St., Montreal

Agents for the Dominion

Raised on It.

Your customers depend upon your judgment in matters of food products.

When a trial order of a line of goods is found reliable, their confidence and trade is assured. Your recommendation of

"Crown" Brand Table Syrup

is a safe one and makes for patronage.

"Crown" Brand Syrup is the essence of the finest selected corn.

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

EVERY JOBBER SELLS IT

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

A GOOD FAMILY TRADE means that you must please the heads of families. Mothers use

BABY'S OWN SOAP

You will gain their confidence by selling

"BABY'S OWN SOAP"

The best soap it is possible to make—a leading product of the

ALBERT SOAPS, LIMITED, MONTREAL

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

National Licorice Co.

Brooklyn, N.Y.

R. S. McIndoe

Selling Agent - 120 Church St., Toronto

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

The "Thistle" Brand Fish

The fact that fo over twenty years we have sold the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., is pretty good evidence of the high standard of quality of the goods. By high quality we mean, first, the very best fish put up in the very cleanest way; second, the preservation of the rich, delicate, natural flavor by prompt action after the fish are caught.

There has never been any attempt by the owners of the "Thistle" Brand to produce their goods as cheap goods—quality has been their watchword first, last and always. They have never pretended to compete on the basis of price and they never will. The "Thistle" Brand is to be the best by every test and regardless of expense.

The Manager of the company is unsurpassed as a fish-curer, as his father was before him. The buyers of the "Thistle" Brand can be absolutely sure of perfection. It is the standard from which the quality of all other brands is judged.

Not the Cheapest but Always the Best

ARTHUR P. TIPPET & CO.

Agents

8 Place Royale, MONTREAL 20½ Front Street, TORONTO

Manufacturers' Agents and Brokers' Directory

BARBADOES, W.I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A B. C., Watkins', Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
Montreal.
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

FELLOWES & FELLOWES
MANUFACTURERS' AGENTS
6 St. Sacrament St. - - Montreal.
We are open to introduce a few new lines of high-class grocers' specialties. Could handle a line of Canned Goods and Sauces.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

OWEN SOUND.

J. K. McLAUCHLAN
Commission Merchant.
Warehouseman, Shipper and Steamship Agent.
Owen Sound, - Canada

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. E., TORONTO
Calling on best Grocers and Mfg. Confectioners.
Could handle another first-class specialty for Manufacturers.

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

A. F. MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
23 Front St. East, Toronto

CURRANTS
ON SPOT.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

POTATOES
Let me quote a price on a car of my celebrated Selected Delaware Potatoes
Delivered at your station.
R. W. HANNAH
300 Board of Trade Building, - Toronto

HAMILTON, ONT.

Long Distance Phones
OFFICE 715 HOUSE No. 1556
Norman D. McPhie
Broker and Commission Merchant
OFFICE, 58 KING ST. E.
HAMILTON, - ONT.

WINNIPEG.

CALGARY STORAGE
In a new brick block centrally located
Dingle & Stewart
Winnipeg, Man. - Calgary, Alta.
COMMISSION BROKERS.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Uinon Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited.

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities.. Correspondence solicited

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

HINTS TO RETAIL MERCHANTS

ARTICLE 1.—HOW TO DOUBLE YOUR PROFITS AND PLEASE YOUR CUSTOMERS.

Many of your best Customers do not know that there are four grades of Canned Peas, namely :

No. 4, known as "Standards."
No. 3, known as Sifted, labelled "Early Junes."
No. 2, known as Extra Sifted, labelled "Sweet Wrinkled."
No. 1, known as Extra Fine Sifted, usually labelled "Petit Pois."

"The Standard" is the largest grade and although tender and sweet, it is not as select as the smaller varieties ; besides, in this grade the profits are usually cut very close.

"Early Junes" are a smaller grade than the "Standards," uniform in size, tender and sweet. "Early Junes" invariably sell at 2c. per tin (24c. per dozen) more than "Standards" and the cost is only 7½c. per dozen extra.

"Sweet Wrinkled" is probably the **choicest grade packed,** small-sized, sweet and tender. If your customers had their attention called to this luscious grade, it would not only mean greatly increased sales, but **trebled profits** and well-pleased customers.

"Petit Pois," Extra Fine Sifted, sweet, tender and simply melt away when eating. Superior to imported French peas because they are free from coloring and other injurious preparations.

Your customers, when they know, will greatly appreciate the better grades of Peas and will gladly pay the extra price. If you require any of the extra quality, and have not the four grades already in stock, write at once to your wholesaler and obtain supplies—if only one case of each of the finer grades. Take a little time with your customers to explain the difference in quality and you will have an established trade for high-class quality, with greatly increased profits.

A little care and attention will easily treble your profits, and not only that but greatly please your customers. A good recipe for preparing for table will be found at foot of page.

There is only one more important question in this connection, namely :—when buying, to insist on getting the old established brands, which have stood the test for the past quarter century, namely **Aylmer, Log Cabin, Horse-Shoe, Auto, Little Chief, Lynnvalley, Maple Leaf, Kent, Lion, Thistle, Grand River, White Rose,** etc, etc., for sale by all the leading Wholesale Grocers in the Dominion of Canada.

Yours respectfully,

THE CANADIAN CANNERS, LIMITED

DIRECTIONS FOR PEAS.—Open the can, empty contents into a colander and thoroughly rinse with hot water, then turn into a saucepan ; add butter about the size of a walnut, or if preferred half a cup of sweet cream, and heat thoroughly. Season to taste.

"Ceylon Tea (a spoonful) speaketh
"stronger (in the cup) than the strong
"man in his wrath."

Why "Ceylon Tea Talks"! we are asked.

Well, we "talk" because we have something to "talk" about, something good, something worth telling.

That's why we buy space in the "Grocer"—just to "talk" to you, and because we can "talk" to more of our friends in one week this way, than we could in a month any other way.

Ceylon Tea itself "talks," too, in the best way possible—the grocer's coffers.

Ask the greatest and most successful tea dealer you can find, and he will tell you Ceylon Tea "talks." "Talks" satisfaction, "talks" increased trade, "talks" fat bank balances, "talks" dollars.

In fact it has "talked" the old teas clean off.

It came to fair Canada, young, strong, pleasing and vigorous, and the old teas couldn't stand up against it.

"Ceylon Tea Talks"—why surely—the "Grocer's" readers are Ceylon's admirers.

Ceylon Tea (Green and Black) for profit and pleasure

JAPANESE STARCH

Owing to its superiority is rapidly gaining favor

Wholesale Grocers of Montreal
handling our celebrated

Japanese Starch

Hudon, Hebert & Cie
L. Chaput, Fils & Cie
Laporte, Martin & Cie
Demers, Fletcher & Cie
Hudon & Orsali
Carter, Galbraith & Co.
N. Quintal & Fils
D. C. Brosseau & Cie
Lalonde & Desroches
Labrecque & Pellerin

American Pure Food Co.

Montreal

OUR LABEL

Is our personal guarantee of our product and the confidence it begets is the basis of our success.

The most Perfect Tea ever placed before the Public.

HOVA

BLACK TEAS IN PACKETS

Brown Label,	¼,	½,	**and**	**1 lb.,**	**20, sell at**		**25**
Green	"	"	"	"	**22,**	"	**30**
Blue	"	"	"	"	**29,**	"	**40**
Red	"	"	"	"	**35,**	"	**50**

In cases of 20 and 40 lbs. each

To introduce these high grade Teas the growers have packed ⅛-lb. packets for free distribution among the consumers.

For further information and samples, write to

S. J. Major, Limited

Sole Wholesale Agents for Canada **Ottawa**

NOTE:

"HOVA" TEA is absolutely Pure and Blended from the choicest Teas from the gardens of India and Ceylon, the greatest care being taken to select only those growths specially suited to the water of this district.

"HOVA" TEA can be enjoyed without the slightest fear of injury to the digestive organs, and is recommended to invalids. Its refreshing qualities and complete freedom from "Tannin," and similar injurious acids, so often found in other "low grade" Teas, renders it a delicious and sustaining beverage. Owing to its exceptional Purity and Strength, only two-thirds of the usual quantity is required to be used when making "Hova" Tea.

To Stir up Trade——

IT PAYS TO DEAL WITH US

Just about this time of the year, a good many merchants are looking around for some good live SPECIALS to help boom trade. We can help you with a—

Fine Red Sockeye SALMON To retail at 2 for 25c.

FINE SOUND FISH—WILL PAY YOU A GOOD PROFIT.

Just passed into stock a large shipment of Fancy French Goods and have some special snaps in—

ASPARAGUS
—— 2½-lb. square tins ——
Exceptionally good value.

CHERRIES
IN MARISCHINO
Pints and Quarts—Fancy bottles.

ROLLED OATS have dropped—
Don't buy before getting our prices. We can sell you right.

THE EBY, BLAIN CO. LIMITED WHOLESALE GROCERS - TORONTO -

MOLASSES

Brls. and ½ Brls. Get Our Price.

Thomas Kinnear & Co.

TORONTO AND PETERBORO

FISH

We carry a full range of Pure Cod in 1-lb., 2-lb. and 3-lb. wooden boxes. Also Boneless in bricks and bulk. Labrador Herring, Scaled Herring, Etc.

PRICES RIGHT

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

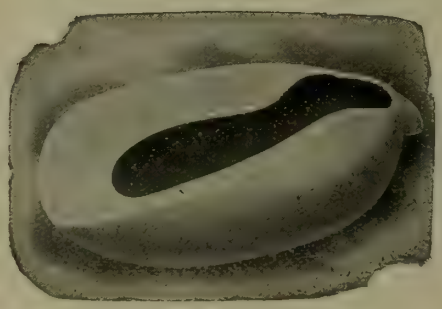
Take Note of Difference No. 2

Between "ordinary" and "good" tea there is a greater difference than that of price and quality.
There is the **difference** in **after-results**—customers' satisfaction, your profits.

Blue Ribbon *Ceylon* Tea

is a **good** tea that gives **"full results."** Your customers **like it** because it **is good.** It is to your interest to **sell it regularly** because **your customers like it.**
Blue Ribbon Ceylon Tea is **High** in **Quality, Reasonable** in **Price.**
Have **Red Label Brand** on your **order list every time. A Trade Builder.**

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

YOU CAN'T FOOL THE COOK

BRANTFORD PREPARED CORN STARCH

won its first success in the kitchens of practical housewives. The recipes printed on the boxes were not the conventionally absurd kind, compiled as if for Royal households or millionaires' palaces, but were of the common-sense kind, They "worked" and at once became widely popular, popularizing at the same time the "Brantford" brand of corn starch.

Ground slowly, without overheating, bolted through silk to microscopic fineness, free from grit or grain and with the delicate aroma and delicious natural flavor of bottomland corn retained,

BRANTFORD PREPARED CORN STARCH

was quickly recognized as very different from and superior to other brands. Good advertising lent a finishing touch to success.

YOU NEED IT IN YOUR STOCK
BRANTFORD STARCH WORKS, Limited
Brantford, Canada

Judge Not

by appearances in buying your Coffees. Your customers care nothing for that—they want GOOD CUP QUALITY—AROMA—FLAVOR. The results will be satisfactory if you sell Chase & Sanborn's High-Grade Coffees.

Chase & Sanborn

The Importers, - MONTREAL

This is the brand

"RAYON D'OR" OLIVE OIL

You cannot be too careful in the selection of your Oil.

FIRST, consider PURITY.——————SECOND, decide for PURITY.
THIRD, order "RAYON D'ORS," and you will get PURE OLIVE OIL.

Produced, Maufactured and Packed by MENGERT, CAGNOLI & CIE, Ane. Maison SUAUT & CIE, growing their own OLIVES in their own production-districts of Bari, Lucca and Nice. Agencies in 150 of the largest cities of the world. Write for prices and samples to

J. RUSSELL-MURRAY, 6 St. Sacrament St., Montreal, Exclusive Agent for Canada.

MENGERT, CAGNOLI & CIE, Ane. Maison SUAUT & CIE.

The Reputation of

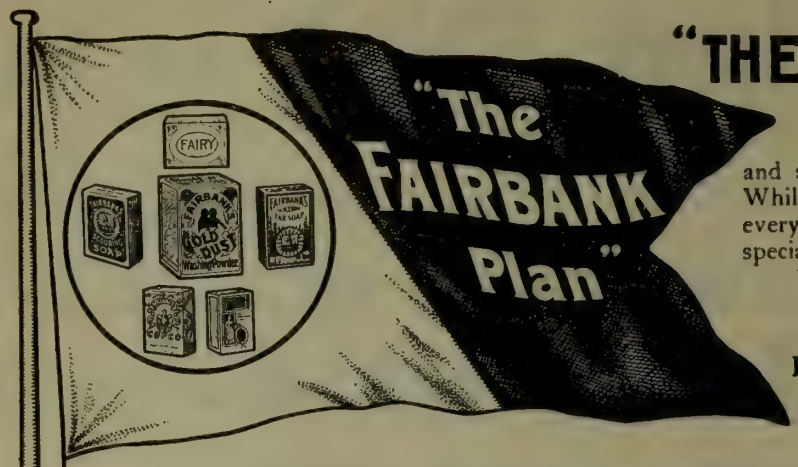
Lea & Perrins' Worcestershire Sauce

is without a blemish.

It is the "always reliable" and **only sauce in the world** and requires no argument in comparison with other table sauces.

The most desirable customers ask only for Lea & Perrins' Sauce.

J. M. DOUGLAS & CO., - Montreal
Canadian Agents



"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

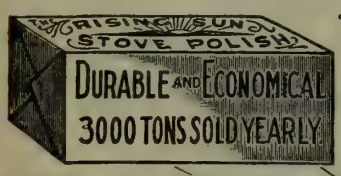
Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

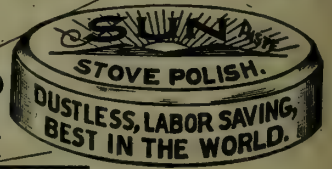


THE WELL KNOWN AND RELIABLE

RISING SUN STOVE POLISH

CAKE. & SUN PASTE STOVE POLISH

TINS GUARANTEED TO THE TRADE



ALWAYS AS GOOD AS NEW. ***RISING SUN*** Stove Polish is a good thing for the dealer to push to the front, first because it gives the most durable lustre of any Stove Polish ever made and pleases the customer, and second, because it does not deteriorate wtih heat or cold, age or climate and is always as good as the day it was made. You are justified in pushing it as thousands of storekeepers are doing all over the world.

MORSE BROS., PROPS., CANTON, MASS., U.S A.

ALL THE TIME

we are increasing the sale of

JAMES' DOME BLACK LEAD

The best proof of the best Stove Polish that can be used.

W G. A. LAMBE & CO., Canadian Agents.

REINDEER
Condensed COFFEE

EVERY TIN CONTAINS
Pure Coffee
Rich Milk
and Sugar

COMBINED READY TO USE

A cup of excellent Coffee is prepared by simply adding boiling water.

It is not necessary to remove the Coffee from the tin when it is opened, but may be used a little at a time if necessary.

The Coffee will keep until the whole is used.

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

Requires No Boiling

It is easy work to sell a cold-water starch like

"IVORINE"

IVORINE STARCH is more easily used than any other starch, and gives far greater satisfaction.

And the profit for yourself ought to be an incentive to push "Ivorine" sales!

Mention IVORINE STARCH to your customers and see if they have ever used it.

A case of 40 pkgs., $2.50
Your Jobber can supply you.

St. Lawrence Starch Co. Limited
Port Credit, Ontario

No amount of invidious comparisons will convince users of

JAPAN TEAS

that there is any better, purer, healthier and more satisfactory tea grown and prepared. The delicacy and deliciousness of **Japan Tea** is world-famed.

Your customers who have not tried these teas will thank you for calling their attention to them.

There are many circles from which Ceylon Tea can be obtained but there is only one centre.

14,000,000 PACKETS
ANNUAL SALE

BLACK, MIXED
OR
GREEN

The Salada Company occupies the central circle of the Tea Trade of the American Continent.

MAGIC
BAKING POWDER

MAKES YOUR CAKES LIGHT.
MAKES YOUR BISCUITS LIGHT.
MAKES YOUR BUNS LIGHT.
MAKES YOUR LABOR LIGHT.
MAKES YOUR EXPENSES LIGHT.
Order from your Grocer.
E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

The word
STERLING
in red ink on a bottle of
PICKLES
is a guarantee of an article you can recommend to any customer.

Grocers who are selling Sterling Brand Pickles and Relishes build up a trade that has lasting qualities.

Ask your jobber for Sterling Brand Goods.

The T. A. LYTLE CO., Limited
TORONTO, Can.

Is your Coffee Trade satisfactory? Is there no room for improvement?

Diamond E. Blend Coffee

is quite the finest heavy-bodied, full-flavored Blend we have placed on the market. **You are interested in good coffee.** We want **you**, and every grocer who can judge its **merits, to try "Diamond E."** The price is 30c., freight paid. **Improved Quality** is **the** consideration.

Let us mail you a sample, or, better still, ship you a tin (50 lbs.) on a 30-day trial basis, to be returned entirely at our expense **"if the trial does not prove a convincing argument of genuine merit."** Remember, you are not taking any chances. Guaranteed by a reputation of over half a century. Write to-day.

S. H. & A. S. EWING

Established 1845

Montreal Coffee and Spice Steam Mills, - 55 Cote Street, Montreal

RICES

Special offerings in all grades Staple and Fancy Rices :

Rangoon Japan
Patna Java
Carolina

Rice is one of our leading lines, so it will pay you to get our prices.

WARREN BROS. & CO.

WHOLESALE GROCERS

TORONTO

Mr. Grocer

That new customer of yours may have given her patronage to you because the other grocer always recommended brands on which he got the most profit. Don't follow his bad taste, but recommend

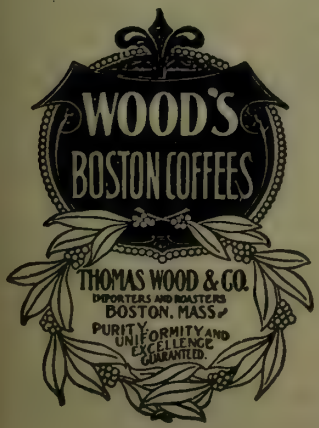
"KKOVAH" CUSTARD

"KKOVAH" BLANC MANGE

"KKOVAH" EGG POWDER

SUTCLIFFE & BINGHAM, Limited
17 St. John Street,
MONTREAL.

What "PURITY" means



It has many definitions, all depending on the manner in which it is applied. Here is one :

Freedom from foulness or dirt:
Free from fault or taint,
Free from that which defiles and pollutes.

Coffee is a most delicate and sensitive production of nature.
Foreign substances absolutely spoil it as a beverage.
The public taste is getting more highly educated each year.
Meet it, satisfy it, delight it with ***WOOD'S COFFEES,*** absolutely free from everything that "defiles and pollutes."

CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., - - MONTREAL.

MAPLE SUGAR

Largest Exporters of

PURE BEAUCE COUNTY SUGAR

D. RATTRAY & SONS

QUEBEC Montreal OTTAWA

Now, Look Here!

Why not handle a condiment that will pay you and please everyone who buys it? Of course we mean

Paterson's Worcester Sauce

ROSE & LAFLAMME
Agents, Montreal.

"KLAUS'S" IMPROVED SWISS MILK CHOCOLATE

Is the best of all Swiss Milk Chocolate. Acknowledged to be the most delicious and wholesome. Manufactured with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. It is bound to be asked for more than ever this year, as it is held in high repute by everybody. It also possesses great nourishing qualities for invalids and children. Shows a nice profit to you and is a good seller.

Don't Be Without It.

Agents for Canada :
ROSE & LAFLAMME, - Montreal

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

We Want

a representative in every city and town in the Dominion to take an active interest in a

good selling grocery line

The goods command a large sale throughout the world, with constantly increasing consumption. The goods are, and will be more, extensively advertised.

We have sole selling agency for Canada. Perhaps you can cover a certain territory to advantage. If so, **write us.**

The goods are also sold by druggists and confectioners.

P. O. BOX 77
MONTREAL

We can

INTEREST YOU

in

ROLLED OATS

Get our prices before buying.

The ROBERT GREIG CO., Limited
WHITE SWAN MILLS
TORONTO

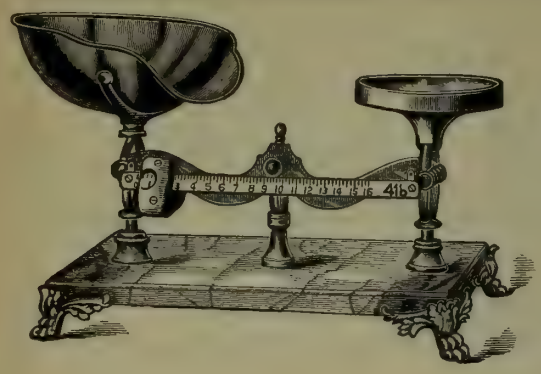
Tested and Tried for 30 Years

Excelsior Coffee

Is it wise risking your coffee trade by experimenting with new short-lived brands, when you may still have this old reliable coffee which has stood every test?

There's no other to compare with it.

TODHUNTER, MITCHELL & Co. IMPORTERS HIGH-GRADE COFFEE **TORONTO**



Scales **Brass Scoops**
Steel Scoops **Candy Show Pans**
Glass Show Bottles
Peanut and Coffee Roasters
Peanut Warmers

SODA FOUNTAINS

Syrups and Fountain Requisites **Paper Julep Straws**
Bakers' and Confectioners' Supplies
Wire and Metal Furniture for Cafes, Etc.

FLETCHER MFG. Co.

Send for Catalogue **440 and 442 Yonge St., TORONTO**

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,
Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest.—***We have it.***

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart.
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass Incloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

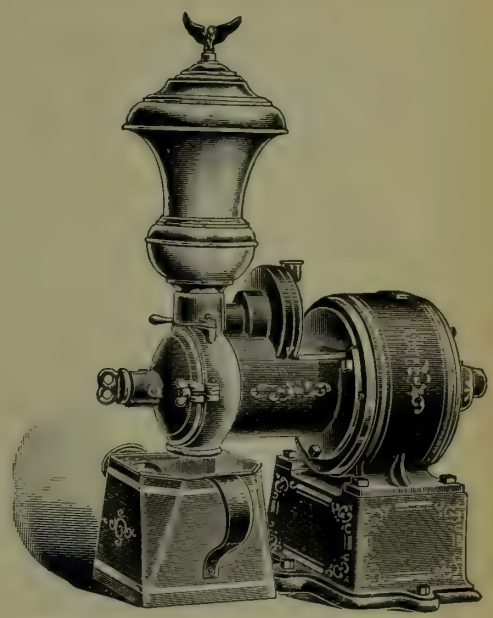
"ENTERPRISE" PAYS

The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: :: :: :: ::

The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.



THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.

$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R. methods.

Tear off here and mail to us today

N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

cured and [illegible] mile walk to Broadway.

A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggesion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE LODGES

PREMIUM COUPONS
and the Recent Legislation re Trading Stamps

Under the law recently enacted by the Dominion House of Commons, the issuing of **Trading Stamps** which are redeemable in goods at some central agency or elsewhere than on the premises of the merchant who issues them, **is illegal.**

It is, however, strictly legal and in thorough compliance with this recent legislation for any merchant in the Dominion to **issue Premium Coupons to cash-paying customers, such Coupons being redeemable in goods in the shop or premises where the purchase was made and where the Coupons were issued,** provided the goods given in redemption of the Coupons are the exclusive property of such merchant, and provided also that every Coupon bears its value printed or stamped on its face, as well as the name and place of business of the merchant who issues them.

The merchant is **in no way bound to redeem these Premium Coupons in cash. Our system of Premium Coupons** has been **successfully operated** by over **two thousand leading retail merchants** throughout the Dominion during the past **ten years,** and as **we place our system EXCLUSIVELY with one merchant in each town,** its advantages as a **cash trade winner** are decidedly beneficial. We will be much pleased to instruct our traveller to call upon any merchant interested in **Premium Coupons,** on application, for the purpose of explaining the benefits to be derived from introducing our system.

THE CROWN SILVER PLATE CO., 142 and 143 Confederation Life Buiding, **TORONTO**

"WALKER BINS"
"Modern Grocery Fixtures."

Our new catalogue showing a complete line of Walker Bin Fixtures will be ready about February 1st.

All grocers who are building, re-modelling or contemplating changes in store interior are invited to write for a copy of "Modern Grocery Fixtures."

Sketches and estimates of cost will be furnished upon application.

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.
BERLIN, - ONTARIO.

B.C. Representatives:—W. J. BANNISTER & CO., VANCOUVER, B.C.
Montreal Representative:—J. H. MAIDEN, 131 PLACE D'YOUVILLE, MONTREAL, P.Q.

200 CANDLE POWER OF CLEAR, STEADY LIGHT

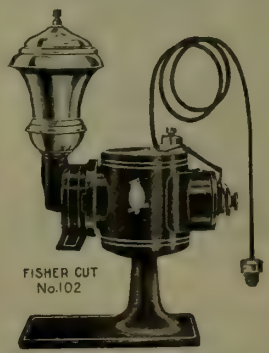
The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. Send for Catalog.

AUER LIGHT CO.——————MONTREAL

ELECTRIC POWER COFFEE MILLS



This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer n plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices : Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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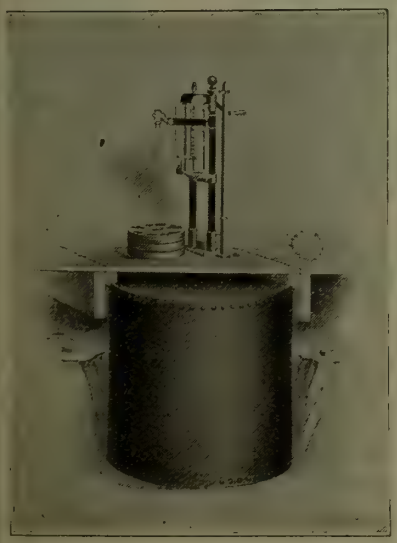
VANCOUVER, B.C. WINNIPEG, MAN.

[illegible]

No Oil-Soaked Floor



OUR UNDER-THE-FLOOR OUTFIT

Is Especially Adapted for Use Where There is No Cellar. It Saves Valuable Floor Space.

Don't the floor around your oil tank made you "sick" when you see it? Did you ever figure out the profit you lost through this wasted oil? Don't you know that

The Bowser

SELF-MEASURING

Oil Outfit

will save this oil, keep your floors neat and clean, reduce the danger of fire and pay for itself in a very short time? It will. We guarantee it. Write for full information. Ask for Catalog "B."

S. F. Bowser & Company

530 Front Street West, - Toronto

It Pays You

WHY ?

IT is the highest quality
is a popular price
is 40 per cent. profit

Holbrook's

WORCESTERSHIRE

Sauce

is the Premier of the

Acknowledged Sauce World

25c. Per Bottle

25c. Per Bottle.

Sample at prices from
H. GILBERT NOBBS, 28 Front St. East, Toronto

25-Cent Japan Tea

Are you looking for the finest value in Japan Tea that can be bought in Canada to-day to retail at 25 cents?
We have it—at 18½ cents—that could not be sold (if bought on to-day's market) at less than 20 cents.
If this interests you write
Also a nice sweet drawing Gunpowder in Caddies, at 11 cents.
And exceptional values in low-priced Ceylon and India Teas.
We are headquarters for tea values.

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

UPTON'S

SEASON 1906

SEVILLE BITTER ORANGES

have arrived and all orders for

Orange Marmalade

are being filled with new goods.

THE

T. UPTON CO.

LIMITED.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross

London. Eng.

DON'T WORRY

LOOSE-LEAF SYSTEMS
CRAIN
OTTAWA, ONT.

will assist you to overcome the worries of business life. It makes no matter what kind of a business you are conducting, we have systems that will assist you. Why, then, worry over getting out your accounts at the end of each month, when thousands have done away with the old style bookkeeping and by adopting our

MONTHLY ACCOUNT SYSTEM

are perfectly happy at the end of each month. Instead of having to put in their evenings working on their books, they now have them to themselves.

Write us for information.

The Rolla L. Crain Co.
LIMITED

OTTAWA, Canada

TORONTO OFFICE - - 18 Toronto St.
MONTREAL OFFICE - 74 Alliance Bldg.
ST. JOHN, N.B. - - - Schofield Bros.
WINNIPEG, MAN. - Sylvester-Willson Bldg.
VANCOUVER, B.C. - - White & Bindon.

To the Trade . . .

In PARRY SOUND, NIPISSING and ALGOMA DISTRICTS.

Mr. W. S. Fair (formerly on the travelling staff of James Turner & Co., Calgary) will commence representing us in the Parry Sound, Nipissing and Algoma Districts, at once, and will advise, through the mails, the date of his intended call.

We take this opportunity of thanking our many friends, who favored us with their business by mail, during the time we were unfortunately unrepresented, and trust all our friends will reserve their business until Mr. Fair can see them.

In case of wants in the interval, write or wire at our expense.

JAMES TURNER & CO., HAMILTON, ONT.

CUT PRICES

ON

MYERS' HORSE

AND

CATTLE SPICES

As advised last week, to clean out our stock we are cutting price almost fifty per cent (50%). Send us your order before we are cleaned out. Our prices are lower than manufacturer's cost.

LUCAS, STEELE & BRISTOL
Wholesale Grocers
HAMILTON, - ONT.

Tartan BRAND

Our Tea Sale a Big Success

If you have not bought see our travellers, or send for samples. Specials in **Prunes, Apricots, Peaches.** We are agents for **Wagstaff's Mince Meat,** guaranteed to keep in any climate. **Wagstaff's Marmalade,** packed in 12 oz., 1 lb. glass and 7 lb. pails. **Wagstaff's Jam** packed in 12 oz., 1 lb. glass and 7 lb. pails. These are absolutely the finest ever put on the market.

BALFOUR & CO.
Wholesale Grocers
HAMILTON, ONT.

OLIVE INDUSTRY IN CALIFORNIA

By M. E. Dudley in "Grocery."

A peculiar interest attaches to the olive and its culture. It is associated with the scenes of both sacred and secular ancient history. Its origin seems to be contemporary with the earliest records of the human race. The wild olive is a native of both hemispheres, and when explorers first landed they found this tree growing in Florida and the Carolinas, and gave to it the name of Olea Americano. The process of making oil from olives, and of preserving them in brine, was well known in ancient times, for pickled olives, retaining their characteristic flavor, have been found in the ruins of Pompeii.

* * *

An almost limitless number of varieties of the olive have been brought to California from the olive-growing sections of the globe, but none has proved so valuable as the Mission. The name Mission is significant of its origin, though this tree furnishes a great many distinct types. The olive, like some other fruits, has a tendency to revert toward the wild types if propagated from seed; therefore, in these ancient orchards may be seen trees of willowy tendency, those of upright growth, and others of a decidedly dwarf habit. Some trees produce large fruit, while others, near at hand, yield berries, which are too small for pickling, and also are valueless for oil. Doubtless the seed brought from Mexico was taken from the varieties grown in Spain at that time, but many of the different types have arisen from new methods of propagation and changed climatic conditions.

* * *

California has an ideal climate for the culture of the olive; this tree cannot bear extremes of heat or cold. It may be seen waving its gray-green plumy boughs along the slopes and mesas of the higher foot-hills, or thriving in perennial loveliness in the low valleys at sea-level. It thrives where other trees cannot be grown with profit. The growing of the olive for commercial purposes is yet in its infancy, but the alert orchardist is taking to the idea that it is one of the safest horticultural propositions in the state.

* * *

The Los Angeles Olive-Growers' Association alone reported a yield of more than 50,000 gallons of oil for the season of 1903. It has 1,100 acres in bearing in the San Fernando Valley. The pickle crop of Southern California is estimated at $75,000, and the present output of oil will yield the olive growers $500,000 more yearly. These conservative figures show the olive industry to be already a rather lusty infant. The manager of La Mirado ranch reported recently that its new olive press would crush ten tons every twenty-four hours. This would give at least 300 gallons of oil a day, for olives yield from twenty-five to thirty-five gallons a ton. La Mirado ranch has over 500 acres in olives, about 125 of which are at present in bearing. Of the varieties grown here, the Mission and Pendulina do best.

* * *

In the past few years large areas have been planted to the olive in this state, and statistics show that in the neighborhood of three million trees are in a flourishing condition. In California bearing olive orchards are singularly free from insect pests, with the exception of black scale, which, if allowed to breed, leaves its unsightly soot-like deposit on bole and branch and fruit. The Australian ladybird (Rhizobius ventralis), which has recently been imported by the State Board of Horticulture to combat this scale, is proving one of the best aids in its destruction which the olive grower has. The grower provides safe resting places for this insect by attaching little nests of inverted corn husks among the olive branches, where it abides, sheltered from the cold and storm of the wet months.

* * *

On account of the extreme bitterness of the fruit, even when fully ripe, it is given a wide birth by birds which yearly destroy much of California's choicest orchard products. In the young orchards one may sometimes find a small beetle, called the borer, which leaves tiny heaps of sawdust where it has entered the heart of the growing wood. When his work is thus discovered, a wire is thrust into his new abode and twisted about, and the invader destroyed.

* * *

The olive, being a long-lived tree, does not produce fruit in paying quantities until seven or eight years old. Therefore, many land owners, who have been desirous of quick returns from their farms, have hesitated to plant extensively to this tree; they have reserved the more fertile areas for other fruits which come earlier into bearing, crowding the olive back upon rocky slopes. This has added to the beauty of the landscape, but has not given the olive fair play; it needs water, pruning and cultivation, and repays a hundredfold for intelligent care.

Olive trees when in full bearing will average two hundred and fifty gallons of berries each, annually. The orchardist realizes that he must go to a new and untried market with his 6,000 carloads of pickles and his 2,000 carloads of oil, which the orchards now planted will furnish in the near future. He must create a demand for his products. The taste for pickles and oil is an acquired one, but as both are delicious and healthful articles of diet, he can be fearless in forcing the gates of the world's markets.

* * *

Somewhat recently an olive grower shipped to a friend in the grocery business in the Mississippi Valley, a barrel of pickled olives. The barrel was opened, and the curious onlookers at once pronounced the olives spoiled, because they were black, and they had never seen other than the green bottled commodity. Without waiting to communicate with his friend, the grocer ordered the olives to be thrown into the river. His disgust was small compared to that of the grower when the tidings reached him of the disposition made of his cherished gift.

* * *

The green colored olives found in our stores are the unripe fruit prepared for market, and not a special variety, as many people suppose. They are not nearly so rich in oil, nor is the flavor as good as that of those cured when the berry is fully matured.

The olive ripens from December to May. This is an advantage, as Summer fruits come on the market nearly together, and hired help is at a premium. The olive grower has an opportunity to secure his crop when day laborers are unemployed; he can thus obtain efficient help at reasonable prices.

* * *

Olives for pickling are gathered at four stages of maturity; when green, when of a reddish tinge, ripe, or dead ripe. The process of curing in either of the four conditions is practically the same. The olives are carefully graded, both as to ripeness and size, and placed in separate receptacles. There are two methods used to extract the bitter principle, namely, the water process and the lye process. Veteran olive growers of the state use both of these methods with success.

* * *

If olives are processed by water, it requires from forty to eighty days. The olives are carefully gathered, that they may not be bruised. Some use canvas

baskets, others rake them from the trees into sheets of canvas. They are then poured into shallow vats containing water, which is changed every day, or every other day for the period stated. Then they are placed in brine. The lye process is much shorter, and requires but a few days to extract the bitter principle. Olive trees should be found in every family orchard. The amateur grower need not use either of the foregoing methods of curing, as they require skill, patience, and much labor. The following method is simple and gives the very best results:

* * *

Pick from one to three gallons of black olives. With a thin-bladed knife slit each olive lengthwise into a vessel containing fresh water. A five-gallon kerosene can with the top removed is excellent for the purpose. You will be surprised to note how quickly you can prepare three gallons in this way. Change the water every day for two or three weeks, and when the bitter is all extracted put the fruit in water in which has been dissolved a large teacup of salt, more or less—it is a matter of taste. Olives prepared thus are delicious, and will keep several weeks—provided the family is small.

* * *

The method of extracting olive oil is practically the same as that used two thousand years ago, except that machinery takes the place of labor of men and animals. There are only a few olive mills in this state. One of these is located in the Ojai Valley, at Nordhoff. It is equipped with the very latest machinery used for the purpose of oil manufacture. This mill stands close to the Ojai Valley railroad depot, and the oil produced is of the very finest quality, and is easily transported to good markets. The thud of its machinery was a new and never-ceasing sound to the dwellers at the Ojai for some weeks, but facilities were limited, and the management ran the mill only during daylight for the last two months of the campaign of that year. The capacity of the mill is four tons of olives per day, and the output of oil from the four hundred acres of olive orchard which supply it will be in the neighborhood of 6,000 gallons.

* * *

Ordinarily, fifty-pound fruit boxes, which one sees in any orchard, are brought to the eastern entrance of the main building, full to the brim with glossy black olives. They look decidedly tempting, but only a novice will be so rash as to taste the bitter beauties. The olives are weighed in boxes and stacked temporarily on a broad platform at the door, whence they are carried on trucks to the fanning machine just inside the building; here leaves and other refuse are winnowed out before they are raised by an elevator to the next storey, where they are placed two inches deep on shallow trays to dry. This apartment occupies the whole storey, having a storage capacity of seventeen tons of the drying fruit. The olives remain here from five to fifteen days. Sliding windows, which are constantly open in fair weather, are arranged on both the north and south sides, and wooden shutters swing open on the west end of the room, thus securing abundant ventilation. It is clean and cool here, and one sits on the edge of a low pile of trays, with the subdued noise of the machinery sounding pleasantly from the storey below, and examines with interest the stacks of trays containing olives in varying stages of dryness, from the freshly spread fruit hardly an hour from the green branches, to the shrivelled drupes that rattle like seed-corn as one moves them about with the hand.

* * *

Near the east end of the drying-room is a hopper six feet square, with a chute leading down to the olive-cutter in the room below. This wooden chute has two sliding doors, the space between holding a charge of olives, which is about fifty pounds. When the lower door in the chute is opened the olives slide into the cutting machine. This cutter has two large steel cylinders, which are so nicely adjusted and geared that the olives are not crushed in passing, the skin only being slightly cut. There are stationary scrapers, which remove the cut olives that may adhere to the cylinders, and two others, which place the olives in the path of these rollers. The cut olives fall into a pan below. All the receptacles for grinding, crushing, and receiving the broken berries are made of metal, that they may not become rancid, for olives absorb odors readily.

* * *

The fruit taken from the cutter is next made into cheeses in shallow frames, covered with burlap, and piled one above another in two metal baskets, and the pressure applied from the bottom. Here is a hydraulic press of 150 tons force, with a capacity of one thousand pounds. The cheeses remain under pressure one and one-half hours. This removes the water from the olives, and secures from six to ten per cent. of virgin oil, and is termed the first pressing. When the cheeses are removed they seem dry and compact, but they have not yet yielded all their oily theasure; therefore, they are crumbled and thrown into a receiving tank, and from thence fed into the crusher, or mill, and ground for half an hour. This process breaks up the tiny cells in the olive pulp, which are stored with oil, and likewise crushes the pits. When it is ground sufficiently, the pomace is again put into the press, as before. When removed the oil is all separated from it, then it is run out by machinery to the dumping ground outside the building, where it lies, a blue gray mass, to be sold as hog-feed, fuel and fertilizer. It is valued for these purposes at $3 per ton.

* * *

Back in the receiving tank in the mill stands the newly expressed crude oil. The process of cleansing is begun by removing it to a washer, where it comes in contact with water, and is washed, much as one cleanses a soiled garment. From the washer it goes to the clarifier, where it deposits any sediment drawn into it from the washer. Again it is removed into settling tanks, where it remains until ready to be conveyed to the filtering room in the basement. It is two months or more after the oil is pressed from the olive before it is perfected by this last process.

* * *

Hitherto one has moved cautiously about in the mill-room, for from floor to ceiling it is reeking with oil—although it is not the vile liquid one has always associated with that word, but pure, fresh, fragrant, directly from nature's storehouse. One steps into the elevator, and, presto! he stands in a delightfully clean, attractive basement. Rows of upright, cylindrical, iron storage tanks stand spotless on one side. Opposite the tanks on the farther side of the room are long, low racks holding one hundred shining glass jars.

* * *

At a table at one end of the room a man is filling bottles and cans, appropriately labelled, with the delicious product of the olive, for the market. You are permitted to sample the yellow liquid, and feel grateful accordingly. If you are very fortunate indeed, perhaps you may be invited to carry away a dainty bottle of the precious product of the olive mill.

PRUNE VINEGAR.

From experiments which were made at the Oregon experiment station, it seems that small and apparently unsalable prunes can be utilized for making vinegar. The process is described as follows: The prunes were first washed and then run through a home-made machine with spike rollers which lacerated and tore them. The pulpy mass then was inoculated with pure yeast. This caused a strong and rapid fermentation, which broke down the cell walls of the prunes, thus liberating the clear juice, which flowed into a receptacle below the vat. This method of securing the clear liquid was inexpensive and very satisfactory. A little more than three gallons of juice was secured per bushel of fruit. The juice was fermented in open barrels. Fermentation was completed in ten days, when the juice was found to contain 10 per cent. of alcohol. It was then inoculated with a pure culture of vinegar ferment by floating it on the surface of the liquid by means of pieces of cork weighted so as to bring the culture in contact with the liquid. It is said that vinegar thus produced is of excellent quality, with a good body, and fruity flavor, containing 6.89 per cent. only of acetic acid.

THREE DAYS WITH UNITED STATES GROCERS

A Short Review of the Topics Discussed by the National Association of Retail Grocers of the United States.

It is a far cry from Niagara Falls, N. Y., to Dallas, Texas, yet in convention assembled at the Cataract City last week the National Retail Grocers' Association of the United States decided to meet next year in the Lone Star State city.

This fact alone gives one some idea of the importance of the association and the extent to which the retailers of the republic to the south have perfected their organization.

The great assembly hall in the Natural Food Conservatory was the scene of the convention and when the urbane countenance of President John A. Green, of Cleveland, beamed on the assembly and his gavel rapped smartly on the table, there were before him several hundred keen, capable, well-fed looking men representing the cream of the retail grocers from practically every state in the union. California left no doubt of her presence. Texas sent an imposing delegation. Georgia, Louisiana, Colorado were eloquently represented. Indiana, Ohio and New York were undeniably present. Probably the most conspicuous delegate was Col. Moran, of Missouri. The gallant colonel wore a profusion of long silver-grey hair over his shoulders, an oratorical presence, and was gifted with a basso profundo voice of deep resonance, an organ of wonderful eloquence, which he did not fail to use with telling effect upon his auditors. The colonel's eulogy of Missouri was one of the features of the convention and was only rivaled by the gentleman from Colorado's passing reference to sunshine sixty feet deep and drifting.

A Business Convention.

The convention was a business-like one from the word go. They got right down to work and proceeded with an alacrity and energy that was inspiring. But time was never too pressing to pass a joke or a good story. The fund of humor was inexhaustible and the delegate who failed to elicit a good hearty guffaw was a rara avis.

But if the delegates took their fun as it passed they were far from being in a frivolous state of mind. They had grievances, and had no hesitation in stating them and demanding their abatement.

The Grocers' Problems.

The problems which face the grocers of the United States are in many instances similar to those met with by the retailer on this side of the line. They are in advance of us in the matter of organization, but suffer on account of the conflicting authority of the state and federal powers in a way quite foreign to the situation in Canada.

A most interesting feature was the short reports from the representatives of the various states on the condition of the trade and the organization locally. The evidence was cumulative and overpowering in demonstrating that by means of association the grocer is able to better his position and get recognition and justice from the law-makers of state and nation alike.

Cordial to Wholesalers.

The relations between the association and the wholesalers seem on the whole to be most cordial and this fact was emphasized at the concluding meeting, when a representative of the Wholesale Grocers' Association extended an invitation to the retailers to be present at their annual meeting in June. There were one or two complaints as to the wholesaler, but these had reference to what was called the semi-jobber, of whom there were no two opinions. The legitimate jobber was recognized to be the friend of the retailer and the association expressed frankly its belief that the interests of the two branches of the trade were mutual and that association tended to a better understanding and more cordial relations.

The pure food question loomed largely before the convention and a strong stand was taken in favor of a federal pure food bill that would prohibit the introduction of anything deleterious to health in food products and would place the responsibility upon the shoulders of the man who put up the food and not the innocent vendor of the same. The view was advanced and received considerable support that adulterations not injurious to health should be allowed if the package were plainly labeled so as not to deceive the purchaser.

Bankruptcy Law.

As if the long-suffering grocer had not enough otherwise to contend with, the primrose way of the ubiquitous deadbeat is made even more easy south of the line by an easy bankruptcy law that permits him to escape paying his grocery bill. The association is seeking to have the law amended. This fact should be a warning to us in Canada in case a bankruptcy law should ever be devised by our parliamentarians to keep a sharp lookout to protect the interests of the retailer against the professional beat.

The Premium Evil.

When the question of premiums was reached the convention sat up and hair began to bristle. Each separate and individual grocer present had a separate and individual grievance and wanted to express it. Every denunciation of the premium evil was received with applause. Many delegates stated that they refused to handle the goods of firms that gave premiums and that they suffered nothing from the stand taken. A strong stand was taken and the association pledged itself to use every means to fight the premium system.

Parcel Post.

Department stores, mail order houses and the proposed parcel post law were inextricably mixed up together in the minds of the retailers present and all were enthusiastically consigned to outer darkness. The evil wrought by these institutions has been marked in some quarters of the United States and the convention were determined that it should not be extended by a further development of the parcel post system. A delegate from Southern California reported that the mail order houses had been successfully met in his state by the retailers refusing to handle the goods of any firm that supplied the mail order houses.

Mutual Fire Insurance.

Organization has become so well established among the trade in some of the states that they have been able to establish mutual fire insurance companies. The reports go to show that the system has been very successful. Not only has it strengthened the organization but the trade have been able to get their insurance at a much lower rate than from other companies.

Net Weight.

A matter that has been agitating the trade of late across the line has been that of the net or gross weight in package goods purporting to contain a given amount. After a hard fight the association has secured the agreement of the National Biscuit Co. to put a pound net in every one of their pound packages hereafter. The association went on record as demanding that this principle be made universal.

Rate Cutting.

A resolution that secured enthusiastic support demanded that manufacturers of proprietary articles establish the prices at which their goods are to be sold to the retailer, and to refuse to sell to those who cut rates. This resolution was aimed principally at department stores, it being the custom of these institutions to cut rates on well known grocery specialties in order to draw crowds, trusting to making up the difference on lines not so well known.

While in Niagara Falls the delegates were practically the guests of the Natural Food Company, and right royally were they treated. The fine large assembly room of the company was placed at the disposal of the association for the convention, and every attention shown them. Tuesday evening with their wives they were the guests of the Natural Food Co. to a theatre party at the International theatre. Wednesday they were indebted to the hospitality of the same company for a trip around the Gorge route and on their return were tendered a most elaborate dinner in the Natural Food Conservatory, where nearly 1,000 plates were laid, followed by a ball continued to the wee sma' hours.

The menu was as follows :

MENU

Blue Label Chicken Soup.
Salt Sticks. Celery Hearts.
H. J. Heinz Pickles. Condiments and Sauces.
Chilled Fresh Salmon.
Sauce Tartare.
Shredded Wheat Patties a la Montglas.
Roast Stuffed Turkey.
Cranberry Sauce.
Creamed Potatoes. Russian Salad.
Neapolitan Ice Cream. Assorted Cake.
Toasted Triscuit.
MacLaren's Imperial Cheese.
Coffee.
Gold Seal Champagne.
Key West Cigars.

The toasts, presided over by President Green, were of a fine, breezy flavor, as may be gathered below: "The Retail Grocer, the Salt of the Earth," Wm. Smedley, of Philadelphia; "Why I Like to Sell Shredded Wheat," William Gray, of Brooklyn; "Why the Yankees Eat Shredded Wheat," A. C. Dowse, editor the New England Grocer, Boston; "All Flaked Foods Look Alike to Me," P. G. Hanson, of Minneapolis; "Do Grocers Ever Read Trade Papers?" Robert E. Lee, editor Eli Grocer and General Merchant, St. Louis; "Does the Grocer Believe the Trade Paper After He Reads it?" Julian Capers, editor the Retail Merchant, of Dallas. Music by the Natural Food Company orchestra.

The trade press, it will be observed, came in strong, and the recognition received by the several editors must have convinced Mr. T. A. De Weese, advertising manager for the Natural Food Co., that the trade press is indeed the trade's press.

Canada was represented at the convention by Messrs. Higgins, Moyer and Trowern, of the Toronto Retail Grocers' Association, Mr. D. B. Gillies, of The Canadian Grocer, Mr. B. H. Blakeslee, of the Egg-o-see Cereal Co., and Mr. John Hewitt, Canadian manager of the Shredded Wheat Company. The Canadians were very warmly received on every hand and extended every courtesy throughout the course of the meetings.

The delegates had a good time, but more than that, they went away filled with enthusiasm for their trade and their association. They were encouraged in their fight against grievances and will go back to their homes better, brighter and bigger business men than when they left.

The Grocer will welcome a movement for the first Dominion convention of retail grocers. Who will start the ball rolling?

TO DETECT ADULTERANTS IN JELLIES AND JAMS

The present generation has seen a great increase in the number and diversity of prepared foods that may be obtained on the market.

Many foods that were formerly prepared chiefly or entirely in the home, may now be secured of the grocer ready for the table. A great burden has thus been lifted from the shoulders of the housewife, but responsiblities have not been lessened.

* * *

A study must be made of the subject of prepared food if the table is to be supplied with foods of the same quality as those that "mother used to make."

Home-made jellies are made from fruit juice and granulated sugar, and jams from the pulped fruit and sugar. Some manufacturers aim to produce an article that is equal to the home-made in every respect, while others supply the demand for cheaper goods by using lower priced substitutes for the fruit or sugar or both.

* * *

Thus apple juice, or a solution prepared from dried apple cores and peelings, is often used where higher priced fruits are understood to be employed, and glucose is frequently used in place of sugar.

Jellies and jams are both commonly adulterated with preservatives (usually salicylic acid and benzoic acid), coloring matter and glucose. Artificial coloring matter is frequently employed, sometimes to give a fictitious appearance to relatively cheap goods, sometimes with a high-grade article, in order that the color may be permanent when exposed to light for long periods of time on grocers' shelves.

* * *

The tests described above may be employed in the kitchen by one who has had no chemical training, and will serve to point out some of the forms of adulteration practised with those products. These tests are simple, but must be used with judgment. They require considerable practice from the operator before satisfactory results can be obtained. Dr. W. D. Bicelow, U. S. Bureau of Chemistry.

* * *

Starch may be detected as follows: Dissolve a teaspoonful of jelly in a half teacupful of hot water, heat to boiling and add, drop by drop while stirring with a teaspoon, a solution of potassium permanganate until the solution is almost colorless. Then allow the solution to cool and add a single drop of tincture of iodine. If starch is present a clear blue color is produced. Artificially colored jellies are sometimes not decolorized by potassium permanganate. Even without decolorizing, however, the blue color can usually be seen. Both potassium permanganate and tincture of iodine can, of course, be secured at any drug store.

* * *

For the detection of glucose, a teaspoonful of the jelly may be dissolved in a glass tumbler or bottle in two or three tablespoonfuls of water. The vessel in which the jelly is dissolved may be placed in a vessel of hot water if necessary to hasten the solution. In case a jam or marmalade is being examined, the mixture is filtered to separate the insoluble matter. The solution is allowed to cool, and an equal volume, or a little more, of strong alcohol is added. If the sample is a pure fruit product, the addition of alcohol causes no precipitation, except that a very slight amount of proteid bodies is thrown down. If glucose had been employed in its manufacture, however, a dense white precipitate separates, and after a time settles to the bottom of the liquid.

* * *

In addition to the form of adulteration to which jellies are subject, jams are sometimes manufactured from the exhausted fruit pulp left after removing the juice for making jelly. When this is done, residues from different fruits are sometimes mixed. Exhausted raspberry or blackberry pulp is sometimes used in making "strawberry" jam, and vice versa. Some instances are reported of various small seeds being used with jams made from seedless pulp.

With the aid of a small magnifying glass such forms of adulteration may be detected, the observer familiarizing himself with the seeds of the ordinary fruits.

* * *

Many of the artificial colors employed with jellies and jams may be detected as follows:

One or two teaspoonfuls of the product are dissolved in a half teacupful of warm water, the solution heated to boiling, after adding a few drops of hydrochloric acid and a small piece of white woolen cloth or a few strands of white woolen yarn. The wool should first be boiled with water containing a little soda, to remove any fat it may contain, and then washed with water. The wool is washed first with hot and then with cold water, the water pressed out as completely as possible, and the color of the fabric noted. If no marked color is produced, the test may be discontinued. Otherwise the fabric, which may have taken up coal tar colors, some foreign vegetable colors and (if a fruit product is being examined) some of the natural coloring matter of the fruit, is boiled for two or three minutes in about one-third of a teacupful of water and two or three teaspoonfuls of household ammonia, freed from liquid as much as possible by pressing, and removed.

The fabric will usually retain the greater part of the natural fruit color, while the coal tar color usually dissolves in the diluted ammonia. The liquid is then stirred with a splinter of wood and hydrochloric acid added, a drop or two at a time, until there is no further odor of the ammonia, and the liquid transferred to the tongue by means of the splinter with which it is stirred has an acid (sour) taste.

A fresh piece of white woolen cloth is boiled in the liquid and thoroughly washed. If this piece of cloth has a distinct color, the food under examination is colored artificially.

This color may be a coal tar derivative, or it may be one of the vegetable colors (prepared from certain lichens) now largely used with foods. If of the latter class the dyed fabric is usually turned blue or purple by ammonia.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

HOW ADVERTISEMENTS MIGHT BE IMPROVED

I. Space and Wording.

J. A. McGregor, Appleton, ran a 65-line double column ad in the Carleton Place Herald to announce special prices on sugar and tea. Outside of a "want" line on butter, etc., and the name at top and bottom, there was no other matter in the ad.

* * *

Ostensibly, too much space was used for the amount of matter. Forty-five lines, double column, would have been sufficient space.

* * *

"J. A. McGregor, Appleton," at the top of the ad is superfluous when the same appears at the close; and, while a grocer may argue that this repetition helps to fix the name on the minds of the readers, I think it mars the ad.

* * *

People are interested, not in you, but in your goods. If what you advertise measures up to what the people are looking for, they will soon find who you are and where your store is—they will find it all at the bottom of the ad.

* * *

Have You Tried Our Japan Teas ?

We have special teas at 25c per lb. that we claim is the best ever offered in Canada — that covers a large space—but we shall be pleased to give you a sample for to try, and we shall be satisfied with your good judgment.

* * *

The above interrogatory and declaratory sentences are ambiguously connected and one is clumsily worded. Are the "special teas at 25c per lb." Japan teas ? "That covers a large space" is a poor way of qualifying one's utterances. Why not say "a big statement," "rather broad declaration," etc. ?

* * *

There is no need for two prepositions preceding "try." In fact, the whole three words might be omitted without any loss of meaning. A sample is usually given "to try."

* * *

Ben Madden, of Dresden, Ont., advertises in 35 lines, double column, half of which he devotes to a few general statements about groceries.

* * *

When a merchant carries more than one class of merchandise, like Mr. Madden, his advertising has to be handled with especial care. I think the best plan in such cases is to divide over two parts of the paper space which under ordinary circumstances would be utilized in one position. There would then be announcements on single themes.

Buy Groceries Here

We have a clean, up-to-date stock of groceries of all kinds and solicit your patronage.

* * *

When a grocer says "Buy groceries here" doesn't he "solicit your patronage" and wouldn't a few enumerations be in season ? Mr. Madden must have some grocery items that are worth calling attention to.

* * *

Forty-five lines, double column, is allotted to a 30-word ad of Forbes & Whitelaw, Woodstock, which is inundated with white space and encloistered in a heavy border. White space is nearly always acceptable when in harmony with dimensions, but no merchant should ever think of having more white space than reading matter.

* * *

If he does, the people will begin to reason that he has nothing to advertise. White space performs the function of giving individuality to a particular ad in a crowd of other ads.

* * *

The text of Forbes & Whitelaw's ad runs as follows :

Fresh Groceries

If not satisfied with the quality of your groceries

Try Ours

Everything fresh and strictly pure. Stocks complete. Orders promptly filled.

* * *

Using so much space to say so little was injudicious. In 30 lines double column I could have said the following :

Fresh and Pure Groceries Obtainable at our Store

If you are dissatisfied with the goods you are getting come and see our

First-Class Groceries

If you are satisfied, come and see us anyway. If we cannot supply you with better groceries we may be able to fill your orders just a little more promptly.

* * *

The second thought in the above is introduced for a particular purpose. There are so many people who are satisfied with "their grocer" that if you desire to increase your custom you must have a stronger drawing card than one which if interpreted literally means "stay at home if you are satisfied." Your policy is to convince the people that you are the only grocer whose goods and service will satisfy them.

* * *

The Maple Leaf Grocery, Fort William, Ont., devote about 30 lines of a 55-line single column space to "cream candies." In comparatively small type there is a brief reference to groceries. The case should have been reversed. The only parallel I can find for publicity of this kind is the incident of the druggist who filled his store window with corks—something he could make about twenty-five cents a month on.

A. A. B.

COMPANIES INCORPORATED.

The Dyson Vinegar Co., Winnipeg, has been incorporated for manufacturing pure spirit vinegar in bond under the supervision of the Government. The chartered members are : Thomas Lock, G. N. Jackson, Jas. D. Windrum, W. R. Mulock, D. J. Dyson. The company's authorized capital is $50,000, of which the greater portion has been subscribed for and paid up. The management will be under the supervision of Mr. D. J. Dyson, who has had a long experience in the manufacture of vinegar and pickles.

Ontario charter has been granted to the Western Ontario Fish Company, Limited, to fish, and to deal in and sell all kinds of fish. The share capital of the company to be forty thousand dollars divided into forty thousand shares of one dollar each, the head office of the company to be at the town of Kenora and the provisional directors of the company to be George Herbert Draper, Newton Higbee and Henry Edward Hook.

Under the Ontario Companies Act, His Honor the Lieutenant-Governor-in-Council has, by supplementary letters patent under the great seal of the Province of Ontario, bearing date the 19th day of January, 1906, been pleased to confirm a by-law of the Cowan Company, Limited, providing for the increase of the capital stock of the company from the sum of two hundred and fifty thousand dollars, by the issue of one thousand five hundred shares of new stock of one hundred dollars each.

Ontario charter has been granted to the Toronto Show Case Company, Limited, to manufacture, buy, sell and deal in wooden, earthen and glassware and novelties. The share capital of the company to be thirty-five thousand dollars divided into three hundred and fifty shares of one hundred dollars each, the head office of the company to be at the city of Toronto, and the provisional directors of the company to be James Gowan Kent, William Matthews Peterkin, Robert Watson McClain and Harry Chinn.

IDEAS FOR THE INDUSTRIOUS CLERK.

BUSINESS HONESTY.

It was the banker James H. Eckels who said "Be it enacted" never yet uplifted mankind. He advocated commercial ethics versus statute ethics. Lawyers can drive a coach and four through the most rigid statute ethics. But the commercial ethics established by the merchants of Venice, the British guilds and the counting houses of the world have done and are doing more for the world than any other force except religion. The upright moral merchant is the strongest moral force in any community. He exerts influence by example, not precept. The fundamental principles of successful business life remain forever the same. Business based upon wrong principles cannot permanently be successful. The results of wrong-doing are its best antidote. It is sometimes asserted that the standard of business honesty is not as high as it once was. The writer is inclined to think this an error so far at least as this and the mother country are concerned. The merchant who practices fraud seldom gets very high up in the profession. Large business interests can only be built up on a sound reputation for honesty. Without this neither capital nor smartness can hold out long against lack of public confidence. It is not too much to say that the wholesale houses of Canada as a whole have a very high standard of honesty. They recognize that a reputation for square dealing is their best asset and in their business affairs uphold a standard of commercial integrity which invites and maintains the confidence of other men.

A BULLETIN ON GOOD SERVICE.

Gerald Byrne, of the Simpson-Crawford grocery department, New York, believes that it pays well to familiarize the salespeople with the best methods of placing the goods before the purchaser. To that end he issued recently a bulletin as follows :

"1. The first requisite is to look cheerful ; always greet customers with a smile.

"2. Don't ask, 'Are you waited on ?' Remark politely 'Something you wish, madam ?' or 'Can I assist you, madam?' Never refer to customers as follows : 'Something you want, lady or gentleman ?' Always address a customer 'madam' or 'sir.'

"3. Don't ask a customer who has purchased one item. 'Is that all ?' Such remarks have a tendency to make a purchaser feel cheap, and that we are unappreciative. Address such customers : 'Is there anything else you wish ?'

"4. Don't allow any person to attract your attention (excepting when we are very busy), until the customer you are serving receives her package and change. Always give customer a gracious smile and 'Thank you ; please call again.' These attentions are expected by customers and are greatly appreciated by them.

"5. Explain to the best of your ability the merits of the goods, and at all times show your willingness to help the customer to decide on the article that will prove the most satisfactory. When a customer points to an article and asks, 'What is that ?' don't reply in an abrupt manner, 'Breakfast food' or 'Chocolate.' Be more explicit, and state it is Malt Breakfast Food and the price is 14c. per package, $1.65 per dozen or it is Baker's Premium Chocolate, at the same time stating the peice and other information pertaining to the item referred to.

"6. Persistent application to your duties, cheerfulness, with a pleasing smile, and a willingness to cater to the wishes of all patrons, are the most essential elements to bring success to the salespersons, and to insure an increasing clientele for the model grocery store."

IDEAS OF A FAMOUS GROCER.

Keep the key of your store yourself.

Buy your own goods and see that the quality and quantity is what you paid for.

Make every price made in your establishment the absolute and fixed retail price.

When wholesale prices are to be made, follow your own judgment.

See that your customers get what they buy at the price and time agreed on.

Teach your clerks the cost, quality and value of your goods. To do this, you must first know them yourself.

Lead your help, don't drive them.

One good pair of eyes is worth six pairs of hands.

Industry together with knowledge will give you a clean store.

Keep a young lady to do your detail work and let you know every day what has been transacted in cash, credit, total sales and purchases.

Keep in touch with your clerks, your customers, your stock and what is going on.

Know, do not guess.

Remember, knowledge and industry is the price of success.

System is the carrying out of a set of rules. Necessity causes the creation of these rules. Any rule that is not required by necessity is foolish and a hindrance in your business instead of a help.

Don't mistake activity for usefulness.

You can disorganize men more in 10 minutes in the morning than you can build up all day.

Give your employes only pre-digested knowledge.

A merchant should know the following things : First, how he can buy intelligently ; second, how he can conduct his business and make of his employes good citizens and honorable men and women ; third, that he must extend loyalty if he expects to receive it ; fourth, that if he tries to do more business than his capital will warrant, he will fail.

THINGS TO QUIT.

Gossiping.

Fidgeting.

Grumbling.

Hairsplitting.

Saying fate is against you.

Finding fault with the weather.

Going around with a gloomy face.

Faultfinding, nagging and worrying.

Taking offence where none is intended.

Dwelling on fancied slights and wrongs.

Talking big things and doing small ones.

Scolding and flying into a passion over trifles.

Boasting of what you can do instead of doing it.

Thinking that life is a grind, and not worth living.

Talking continually about yourself and your affairs.

Depreciating yourself and making light of your abilities.

Saying unkind things about acquaintances and friends.

Exaggerating, and making mountains out of molehills.

Lamenting the past, holding onto disagreeable experiences.

Pitying yourself and bemoaning your lack of opportunities.

Comparing yourself with others to your own disadvantage.

Waiting around for chances to turn up. Go and turn them up.

Writing letters when the blood is hot, which you may regret later.

Thinking that all the good chances and opportunities are gone by.

Thinking of yourself to the exclusion of everything and every one else.

Carping and criticizing. See the best rather than the worst in others.

Dreaming that you would be happier in some other place or circumstances.

Belittling those whom you envy because you feel that they are superior to yourself.

Dilating on your pains and aches and misfortunes to everyone who will listen to you.

Gazing idly into the future and dreaming about it instead of making the most of the present.

Longing for the good things that others have instead of going to work and earning them for yourself.

Looking for opportunities hundreds or thousands of miles away instead of right where you are.—Success.

THE ART OF REMEMBERING.

To remember a man's name when you meet him is one of the greatest assets any business man can have. To be able to call a customer by name when he enters your store or your department makes him feel that he is really important, and if, when he has given an order for goods to be delivered, you can put down his address without asking him what it is you will score a hit every time.

BUSINESS NOTES.

A. Sanders, confectioner, Winnipeg, Man., burnt out.

Mrs. John White has opened a grocery business in Lanark.

The Metropolitan Bank has opened a branch at Guelph, Ont.

The Northern Bank has opened a branch at Regina, Sask.

Wm. Fraser, general merchant, West McGillivray, Ont., deceased.

A. and F. Vansickle, general merchant, Swan River, Man., bakery branch burnt out.

The Traders' Bank of Canada is opening branches at Massey, Ont., and Webbwood, Ont.

The Western Bank of Canada has opened branches at Tiverton, Ont., and Victoria Harbor, Ont.

The James Innes Milling Co., of Hartney, Man., have orders from Quebec for 10.000 bushels of seed wheat.

Two schooners have been purchased by local parties as the nucleus of a fleet which will engage in the coastal and bank fishery from Sydney, Cape Breton. Other parties are now negotiating for the purchase of a steamer to engage in the similar work.

The equipment will be modern in every respect and when completed Waterloo County will have one of the largest cold storage plants in Canada, those in Montreal and London alone exceeding its capacity. The cost, it is understood, will be in the neighborhood of $20,000.

It is announced that Mr. R. A. Welsh, of Vancouver, has purchased the cannery and fishing equipment and plant of the Washington Packing Co., South Bellingham. The plant was operated last season by Mr. Welsh, Mr. G. I. Wilson and others and was a success financially. It is understood that the figure was $10.500.

It is the intention of the manufacturers to advertise Wilson's fly pads much more largely during the season of 1906 than heretofore. The increase in sales for 1905 was 45 per cent., and Mr. Wilson is satisfied that liberal and judicious advertising will result in similar extensions of the demand for some years to come.

The Rolla L. Crain Co., Limited, of Ottawa, are meeting with the success that the merits of their Crain continuous ledger deserves. Among their latest customers are the Northern Bank of Winnipeg, for savings and deposit ledgers for their branches; and the Bank of New Brunswick of St. John, for complete outfits for all their various branches in St. John and other points in the Maritime Provinces.

The Daisy D cheese factory situated about two miles west of Norwood, Ont., was destroyed by fire on Jan. 17. The origin of the fire is a mystery, although it is believed in some quarters to be of incendiary origin. The farmers of the district made a big attempt to save the factory, but their efforts were futile, as the fire had made strong headway before it was discovered. The factory was owned by Mr. D. Oakley, of Norwood, and the loss is about $2,000 partly insured. The factory was one of the best in the Peterboro district.

The sixth annual meeting of the Canadian Association for the Prevention of Consumption and other forms of Tuberculosis will be held in the Railway Committee room of the House of Commons, Ottawa, on March 28 next. Hon. Senator Edwards will preside in the afternoon. In the evening a public lecture will be delivered in the lecture hall of the Normal School by Dr. Arthur J. Richer, of Montreal, which will be illustrated with steriopticon plates showing the stages of consumption and some of the appliances now in use to check and cure the disease. The chair will be taken in the evening by His Excellency Earl Grey.

The Port Huron Herald publishes the annnouncement that the Marine City Sugar Co. has given notice to the stockholders that the company had been compelled to suspend, on account of the great cost of Canadian sugar beets and the drop in the price of sugar, leaving a profit insufficient to meet expenses and pay dividends. Many well-to-do Marine City men are losers, W. F. Sauber and M. Sicken being amongst the heaviest. The factory, which was recently built at a cost of many thousands of dollars, shut down after the longest run in one season of its history. The failure will affect none of the local banks.

The Napanee Poultry, Pigeon and Pet Stock Association are to be congratulated on the success of their first annual poultry and pet stock show, held in the town half on 16th, 17th and 18th ult. A large number of entries crowded the hall, and the probability is that a larger building will have to be secured for next year's show. A decided impetus will be given to the raising of first-class fowl in the town country, a large number of spectators having expressed their intention of raising some thoroughbred stock next season, and numerous inquiries are being received by exhibitors as to price of eggs and stock. To the indefatigable efforts of the president, Mr. M. H. Fratick; the secretary, Mr. Geo. Walters; the committee, Messrs. A. F. Chinneck, H. Meng, A. Steacy and G. Degroff, and the members of the society, much of the success of the show is due.

TRADE INQUIRIES.

The following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries, with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa:

39. A Leeds firm of provision merchants desire communication with manufacturers and wholesale dealers in cheese and butter in Canada.

41. A large firm of provision merchants in Leeds desire to extend their business in Canadian butter, cheese and eggs, and desire to get into communication with manufacturers and dealers in Canada.

42. A Leeds firm of provision dealers desire to buy Canadian cheese and lard direct.

43. A Yorkshire firm of provision merchants desire to get into communication with manufacturers and dealers in Canada in cheese, butter and eggs.

44. A Leeds wholesale provision merchant desires to get into communication with sellers of Canadian apples.

45. A large Yorkshire firm of wholesale provision merchants desire to get into direct communication with manufacturers and dealers in Canada of Canadian bacon, ham, cheese, butter and eggs.

46. A Yorkshire firm of provision merchants with large opportunities for trade, desire to get into communication with Canadian dealers in butter and eggs.

51. An important manufacturer of canned goods in Bordeaux wishes an agent to introduce his products in Canada.

52. An important manufacturer of biscuits in Dijon desires active agents in Ontario and Northwest Territories.

53. Two French firms dealing in olive oils in Aix and Bordeaux ask representatives in this country.

66. A firm of Wiltshire bacon curers are prepared to appoint suitable Canadian agent to sell their bacon and tinned goods.

68. A firm of egg and butter importers in Wales have asked to be furnished with the names of reliable Canadian shippers of eggs.

69. A Yorkshire firm of importers dealing in poultry asked to be referred to shippers in Canada with whom they can establish business relations.

70. A Swiss firm points out that theirs is a good market for fat young oxen from Canada, and have requested to be placed in touch with first-class live stock exporters in the Dominion.

71. A Bordeaux house inquires for names of Canadian firms wishing to be represented in Southwest France for any kind of goods salable in that market.

MOLASSES.

Most recent news from Barbadoes indicates that the crop there will be an exceedingly early one this year, and prospects are for crop of about same quantity or possibly a little more than last year, but a greater portion will be put into fancy molasses than usual. First shipments of this were made about the 26th of December, and first quotation on molasses was on the 13th inst., when price was cabled as 13c. puncheon included, first cost. Although we understand that business was cabled on this basis, we have not heard of any being confirmed for prompt shipment, as the crop will not be moving in quantities until towards the end of February, and in view of the low prices, planters are disposed to hold their product, hoping for a better market later. This quotation would figure about 25½c. landed Montreal as compared to 34c. or 35c. last year, at which price the bulk of the purchases were contracted for.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Bode's Gum Co., Montreal.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Imperial Biscuit Co., Guelph.
Jacob, W. & R., & Co., Dublin, Ireland.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk and Canning Co Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Cupon Co., Indianapolis, Ind.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts, A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Millman W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
American Pure Food Co., Montreal.
Egg-O-See, Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co. Goderich.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Ogilvie Milling Co., Montreal.
Sutcliffe-Muir Milling Co., Moosomin.

Grocers—Wholesale.
Balfour & Co., Hamilton.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Major, S. J., Ottawa.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Grocers Engineering Co., London, Eng.

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fittings.
Fletcher Mfg. Co., Toronto.
Walker Pivoted Bin & Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Crain, Rolla L. Co., Ottawa.

Malt Extract.
Sleeman, Geo., Guelph, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McLauchlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thompson, G. B., Winnipeg, Man.
Thomson & Mathieson, Glasgow, Scot.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Ozo Mfg. Co., Montreal.
Paterson's—Rose & Laflamme, Montreal.
Suaut Co.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
James' Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Potatoes.
Hannah, R. W., Toronto.

Poultry and Cattle Food.
Bate, H. N., & Sons, Ottawa,
Myers' Royal Spice Co., Niagara Fal s, Ont

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Dominion Salt Agency, London, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
Duncan Co., Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Kenney, T., & Son., Hallerton, Que.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville & Co., Winnipeg and Brandon
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Salada Tea Co., Montreal and Toronto.
Minto Bros., Toronto.
Mokara Mills, Montreal.
Todhunter, Mitchell & Co., Toronto.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.
Hugli, Altert, Toronto
Reckitt's Blue—Gilmour Bros., Montreal.
Sawyer Crystal Blue Co., Boston, Mass.

Wines, Liquors, Etc.
Sleeman, Geo., Guelph, Ont,

Woodenware.
Woods, Walter, & Co., Hamilton.

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CANADIAN TRADE WITH ITALY.

Visiting Canada at the present time, on an important mission as the embassy of the Italian Government, is the Marquis Doria, a young nobleman of particularly pleasing appearance and manner.

Marquis Doria, while here, is interviewing the Canadian Government, boards of trade, and prominent business men, and making an effort to interest them in the establishment of a direct steamship line between Canada and the ports of Italy.

He points out that vessels coming to this country from Mediterranean ports can always obtain cargoes, but returning they have more difficulty. This, he claims, is not as it should be, for there are many products which Canada is able to supply, and which Italy now imports in large quantities from other countries that could be just as well obtained here, thus opening up new markets to our Canadian producers, and also enabling vessels to carry on this trade at a profit.

For instance, it is no secret that the dried fish industry of Canada has not been what it should be during the past few years. The Italian people are among the largest consumers of this class of food of any country in the world. Last year they imported no less than 8,700 tons of dried fish from Sweden and Norway; 8,100 tons from Great Britain; 7,000 tons from France, but only 2,000 tons from Canada.

Marquis Doria is of the opinion that these figures might be very materially increased should we have more direct means of communication. There are dozens of other commodities which the marquis is also confident could be exported in paying quantities should we but have the proper means of transportation.

He also pointed out that the building of the Grand Trunk Pacific, and other railways, would necessitate an extra amount of this class of labor coming into the country, and as this is done to a great extent by Italians there was no reason why steerage passengers should not be carried in addition to the freight business done.

HIS CAPITAL WAS CHARACTER.

A business man in Toronto failed a few years ago. When he had settled with his creditors he was without any money whatever and to all appearances shut out of a business career.

While in business, however, he had been honest as well as industrious and had established a reputation for these qualities. The cause of his failure was adverse circumstances over which he had no control, and when it appeared that he would have to become an employe instead of an employer some of the wholesale houses came to his relief and sold him goods on credit and without any security in order that he might have a chance to get on his feet again. One wholesale house alone gave him credit to the extent of $10,000. To-day he is a prosperous merchant.

This man's chief capital was his character, and reminds one that after all, in spite of the cynical who think otherwise, "honesty in the best policy" for employers as well as employes.

DECLINE IN HOG PRICES.

It was not to be expected that the high prices which have been ruling for hogs could continue. As pointed out by The Grocer in a recent issue, prices were altogether out of proportion to values. The immediate cause of the present drop of 25c on live hogs is primally due to the weakening of the European market, and an indisposition of that market to maintain the high prices for Canadian products.

TRAVELERS MUST GET ORDERS SIGNED.

An interesting and important case has just been decided at Osgoode Hall which demonstrates very clearly the great need for accuracy in every detail of business transaction.

A traveler when taking an order from a customer is usually satisfied to write down the order in front of his customer and to hand him a duplicate copy, the general idea being that this constitutes a legally binding order. This is not the case, however. If the order goes through, well and good, everything is all right; but if for some reason or other the customer refuses to accept delivery, why, then the situation changes. Who is to bear the inevitable loss which follows? At first sight one would say the would-be purchaser, but the law says no.

In the case under review, defendant said that he countermanded the goods before they reached him, and then refused to accept them, and he pleaded the statute of frauds. Plaintiffs' traveler took the order from defendant; there was no signature by defendant, and defendant contended that there was no evidence to support a finding that plaintiffs' traveler was authorized to sign the order for defendant.

Plaintiffs contended that the order in writing defining the goods, the invoice of the goods sent, and the subsequent letters refusing to take the goods and recognizing the order were sufficient to satisfy the statute, and also that the order written by plaintiffs' traveler was in itself sufficient.

The upshot of all the cases as quoted at the trial is that the traveler or salesman of a wholesale dealer is presumably not authorized by the persons who buy from him to sign a contract for them as purchasers. And the presumption is not rebutted by the memorandum of the order being made up in the purchaser's presence in duplicate, one part being given to the buyer and the other part forwarded to the wholesale house.

In cases where travelers are calling at short intervals, say weekly, the point is not a very momentous one, as little difficulty is likely to occur which could not be dealt with on the next journey. But where a traveler calls only once or twice a year it is of great moment. He may take orders which require special treatment for an individual customer, and if that customer is permitted to just go back on his order, simply by virtue of the technicality that the salesman is not the buyer's agent, the wholesale dealer is placed in an awkward predicament.

Now that this point has been demonstrated it is clear that the only course to adopt is for travelers to secure signatures to all the orders they collect.

CHRISTMAS WINDOW DRESSING COMPETITION.

The awards for this competition have been given as follows :

First Prize—Gibbons Bros., Toronto.

Second Prize—I. F. Pelan, St. Thomas, Ont.

Great credit is also due to those sent in by Aaron Graeb, Hespeler, Ont., and I. H. Gaffney, Brockville, Ont.

Many of the photos sent in showed signs of great merit as far as window display went, but were necessarily ruled out by reason of the photo being incapable of reproduction, a qualification which was pointed out as essential.

THE PURE FOOD QUESTION.

The recent prominence which the activity of the Government inspectors has given to the fact that there are on the market many food products, more or less adultered with foreign substances, is causing a good deal of excitement, and rightly so.

It is a necessity of paramount importance that the health of the public be rigidly guarded, that the pure food laws be such that not only can these adulterations be detected and made public, but that the punishment which becomes necessary shall be administered to all the offenders, and not fall upon one party alone, who may or may not be an innocent transgressor.

There is no doubt that competition, generally speaking, has a great deal to answer for in regard to this adulteration. Every manufacturer wants to go one better than his competitor, and every dealer wants to buy one better than his neighbor, and thus, questionable measures are resorted to to reduce cost of production.

We understand it was stated by one of the inspectors who has been active in the recent prosecution in Vancouver, that analysis had proved it to be a common practice among manufacturers to use a large quantity of vegetable pulp in the jam they make, an ingredient harmless in itself, but necessitating using other foreign ingredients to cover the deception. The time has now arrived for definite action on this question, and none are more capable of tackling the question than the army of retailers themselves.

Canada is a young country, growing fast, and she cannot afford to waste time experimenting this issue. Let her learn from the examples of older countries.

We do not want to become a nation of faddists who, when they get started on their hobby, do not know when to stop. A good illustration of this is the fining of United States retailers for selling the old reliable Lea & Perrins' Worcester sauce, and Crosse & Blackwell's mushroom catsup because the formulas contained salicyclic acid. The proprietors in both cases have backed up the grocers by paying their fines, which in the aggregate ran up into a large sum of money. In the case of the former, the old sauce has been withdrawn from the market and a new sauce without the preservative substituted. In the case of the catsup it is said to be impossble to get anything that will take the place of salicylic acid to prevent the goods from deterioration.

Nor, on the other hand, do we want to become an open market for any mixture branded a taking name and flavored to popular palate.

In Britain an excellent system of inspection has grown up and, while it cannot be claimed that nothing injurious as food is there sold fraudulently to the public, any vendor who makes false representations or fails to truly state the nature of the goods he sells, incurs the risk of prosecution and punishment. The law should be so designed and enforced that every purchaser would know the extent to which adulteration was practised.

There is a measure of uncertainty as to whether or not some of the adulterants in common use are injurious, but a strict law with regard to labelling would enable the purchaser to decide for himself as to their use. The law should also require that where the bulk of any package is broken by the retailer, its actual contents be announced to every purchaser.

A VIRTUE TO CULTIVATE.

There is no habit the young man entering business can more profitably cultivate than that of promptness and faithfulness in keeping appointments. Nothing is more exasperating or more inexcusable than the failure to keep a business undertaking or appointment. It is not only a personal affront to the other party, but has wasted his time, upset his arrangements and generally thrown his plan of the day's work out of gear.

A gentleman recently starting in business in Toronto has very justly been voicing his grievances owing to the failure of the telephone company in installing his 'phone. Here was a case of direct money loss to the unfortunate business man, as the telephone was absolutely necessary for him, particularly on account of the many petty errands required before his work was put in smooth running order.

Another case in point was in connection with a small printing order. The job was promised at a certain time, was expected, was not delivered. The order was eventually filled, but will be the last one for that printer.

On the other hand the firm or man that wins or deserves a reputation for promptness and reliability need never be on the search for business or employment. Business will seek him.

It may mean a sacrifice of personal comfort to deliver goods just exactly on the minute agreed upon in some instances, but failure to do so may be just the thing that loses the trade of your best customer. Be prompt. See that your employes are prompt. You can confer on them no greater benefit than a sound training in this most desirable habit.

HIS SALARY RAISED AT 72.

There is a commercial traveler in Canada who is a standing rebuke to Dr. Osler's old age theory. He is seventy-two years of age and has been on the road for about fifty-five years.

He is still considered one of the best travelers on the road, and that his principals still have confidence in him is evidenced by the fact that at the beginning of the new year an increase of $300 was made to his salary.

As he is still vigorous and is likely to maintain his vigor for some time we may look for another advance in his salary at the beginning of next year.

This gentleman, it might be said, represents a large manufacturing firm with factories both in Canada and the United States.

WHOLESALE GROCERS' DIRECTORY.

We just received a copy of Thacker's New Wholesale Grocers' Directory of U. S., for 1906. This is the twelfth edition and is right up to date.

Mr. Thacker shows great painstaking, and appears to be possessed of the best facilities for getting information in regard to changes from time to time. The 1906 directory will show nearly four hundred changes compared to the 1905 edition. In fact it is said to be absolutely correct to date. The price is $1 per copy, or six copies for $5.

To any one requiring such a list it should be a great boon. It can be obtained from Mr. Orrin Thacker, Columbus, Ohio.

BACON HOG PRODUCTION.

If the bacon trade of Canada is to continue to improve it is necessary that hog raisers adhere to the class of animals most suited to the requirements of the British market.

In the production of hogs of the lard type Canada cannot compete successfully with the United States. A visit to the Chicago Stock Yards and to western cattle feeding centres affords ample evidence of this. A large proportion of the cattle are fed on snapped or shelled corn. Herded with these are hogs that thrive and fatten on the undigested corn left by the steers. These hogs constituting a by-product of cattle feeding are produced at a cost much lower than pork can be raised in Canada. All United States hogs are not fed in this way but a large proportion of them have, at least, the advantage of cheap corn, than which there is no better feed for producing fat hogs of the lard type. Let the Canadian farmer go back to the thick, fat type of hog, as some talk of doing because they feel they have a grievance with the packer, and it will not be long before the price of Canadian bacon will have fallen to a level with the United States product, which is usually from ten to fifteen shillings per hundred and twelve pounds lower than the quotations for Canadian Wiltshire sides.

It seems to be very generally supposed that pork is more cheaply and easily produced from hogs of the thick, short American breeds than from the three English breeds which are favored for bacon production. Why such a belief should be so general is difficult to understand as repeated tests conducted at various experiment stations have shown that hogs of the Yorkshire, Berkshire and Tamworth breeds produce pork as cheaply as those of the Poland China, the Chester White or the Duroc Jersey breeds. In the opinion of Prof. Day, of the Ontario Agricultural College, who is foremost among authorities on bacon production, the lusty, growthy pig of the bacon type is the most economical pork maker we have, especially when reared, as bacon hogs should be, largely on such foods as roots, soiling crops and dairy offal.

There is much difference of opinion regarding the cost at which hogs fit for market can be produced, and there is probably as much difference between the cost to one feeder and the cost to another as between these opinions. Under general conditions the production costs in the neighborhood of five dollars per hundred pounds on an average. In Summer under favorable conditions the cost may be somewhat lessened, but in Winter pork can hardly be produced at the figure mentioned. As in all other lines of production the cost will vary according to the character of the animals fed and the amount of intelligence exercised by the feeder.

Taking one year with another the Canadian farmer on good land who understands crop growing and hog raising can undoubtedly raise hogs as cheaply as the figures quoted, and probably for less. He will keep only such sows as produce large, lusty litters of the right type. He will grow such pasture and soiling crops as clover, alfalfa, rape, vetches, mangels, sugar beets and such coarse grains as yield the greatest number of pounds of hog feed per acre. In other words, he will manage his operations in such a way that will return him the greatest return in hogs per acre of land, and in so doing will learn to reduce the cost of raising hogs of the best type to a minimum.

THE STARCH MERGER.

Letters patent have been granted to the Canada Starch Company, Limited, with a capital of $1,250,000 of 7 per cent. non-cumulative preferred stock and a similar amount of common stock.

The incorporators are Messrs. George Frederick Benson, William Strachan and Charles Rudolph Hosmer, of Montreal, James John Warren, of Toronto, and Joseph Ruddy, of Brantford. From this it will be seen that this is an amalgamation of the Edwardsburg and Brantford Starch Companies, but the new company will also absorb the Imperial Starch Company, whose plant at Prescott has been closed down for the past four months.

Those interested consider that better results can be obtained by the proposed arrangement, the cost of production decreased, and savings made in the distribution of some of the company's lines of goods.

No details with regard to management have been settled yet, and none of the new officers appointed, but an organization meeting is to be held in Montreal on February 2 to pass the by-laws and elect directors.

Of the new directorate we understand that the Edwardsburg Company are to have five directors, the Brantford Company two, and the bondholders of the Imperial Company two, making a board of nine directors.

The head office of the company will be at Cardinal, Ont., but no radical changes are contemplated with regard to the terms of doing business or in the personnel of the Edwardsburg and Brantford companies.

The disposition of the preferred stock, we are informed, is in the proportion of $675,000 to the Edwardsburg shareholders, $136,500 to the Brantford shareholders, and $175,000 to the bondholders of the Imperial Company. The shareholders of the Imperial Company will receive some common stock amounting to 50 cents on the dollar on the par value of their preferred stock, and 50 per cent. of what they paid for their common stock. It is well known that the latter company has not been a money-maker, and the shareholders are considered fortunate to get any of the new stock, in view of the large amount of bonds on the property.

We understand that it is not the intention of the new company to operate the plant at Prescott, as those who should know say that glucose and syrup can be manufactured very much more cheaply in the works of the Edwardsburg Company at Cardinal, this plant having taken care of practically all the glucose and syrup business of the Dominion last Fall, during the three busiest months of the year, when the Prescott plant was out of operation and while the St. Lawrence plant was also closed down in this department while making certain repairs and alterations to their plant.

The Brantford Company has a good starch business in the west, and it is considered that very satisfactory results can be obtained by co-operation between the Edwardsburg and Brantford plants in the starch business.

STANDING STILL IS GOING BACKWARD.

In these strenuous days the world of trade is constantly going forward, so that the merchant who stands still is relatively going backward. You must progress to retain your mercantile equilibrium.

Have you ever stepped on a moving platform? You had to face in the direction it was going, or take the chances of being thrown; or if you stood outside and looked on, you were no part of the show.

The merchant who is not stepping forward with the other forward-steppers in trade is slowly but surely being pushed back into the idle crowd of loafers that line the edges of the procession. He has no place among the quick-thinking men who give character and expression to modern affairs. He is advertising himself as a present or prospective "has been." His standing still is a confession that the pace is too swift for him. But the procession shows no mercy to laggards and the lingerer sneaks from the ranks into oblivion. You must go forward and keep going forward, to keep your feet. Once down you are "down and out."

MARKETS AND MARKET NOTES

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

MONTREAL.

Sugar—Declined 10c.

TORONTO.

Sugar—Declined 10c.

Quebec Markets.

GROCERIES.

Montreal, Feb. 2, 1906.

The conditions of trade are reported as not of the best. Travelers report that country merchants are complaining of the condition of the roads and the consequent stagnation of business. Orders are light. The absence of snow and the consequent poor condition of the roads has had a serious effect on trade. Reports from the Ottawa Valley and lumbering districts of Quebec are not encouraging and dealers, as a rule, look forward to quiet trade towards the Spring. It is reported that a number of large lumber firms have been forced to lay off a goodly proportion of their hands, claiming that the lightness of the snow and the heavy rains have made it difficult to get the cut to the rivers and lakes. A number of failures, small ones, however, are reported by the jobbing trade, but renewals are asked for rather more frequently than is pleasant or desirable. In groceries, the drop of 10c. per hundred in sugar does not seem to have had any appreciable effect on the market, nor has it stimulated buying. In all other lines of groceries, trade is only normal. As regards provisions, the high price of live hogs has tended to hold up the markets, particularly in hams and bacon. Eggs, owing to the mild weather that has prevailed, have eased off and the retail trade has been buying more freely. Butter, also, is somewhat easier and considerable more turnover is noted for local consumption.

Canned Goods— The local canned goods market is extremely dull, and there is nothing of interest to report. Inquiries are of a sorting up character, and principally for odd lines of fruits, salmon, lobsters, and haddies. In some quarters it is anticipated that tomatoes, which have been going into consumption more freely than last year on account of the better retail selling prices, will advance shortly. We quote

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.
Group No. 2 comprises
"Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.
Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pineappie—		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " heavy syrup		1 20
2½'s " " "		1 57½
3's " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins		0 72½
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz	0 95	
Gallon tins, per doz		0 92½

FISH

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		95
½-lb. " less than 5 cases, "		97½

Sugar—The sugar market since the decline of 10c., made by refiners last Friday, is unchanged. Business is quiet in the jobbing trade, while refiners also report that the demand has slackened off somewhat. Inquiries for yellows have been larger than usual at this season of the year, but the reason for this is not apparent. It has been reported that several lots of Scotch sugars have changed hands around $3.85 to $3.90. We quote:

Granulated, bbls.	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, barrels	4 60
" " half-barrels	4 70
" " boxes, 100 lbs	4 60
" " boxes, 50 lbs.	4 70
Extra ground, bbls.	4 45
" " 50-lb. boxes	4 65
" " 25-lb. boxes	4 75
Powdered, bbls	4 25
" 50-lb. boxes	4 45
Phoenix	4 05
Bright coffee	4 00
" yellow	3 95
No. 3 yellow	3 90
No. 2 "	3 80
No. 1 " bbls.	3 70
No. 1 " bags	3 65

Syrups and Molasses— The molasses situation shows no change. The opening of the market in Barbadoes for new crop is reported somewhat lower than last year, but the trade do not seem to be overly keen to place orders and are looking for a modification. Local stocks are practically cleared out, as noted in The Grocer last week and holders of any are disposed to shade prices a trifle. The general situation, however, remains unchanged and the jobbing trade has made no concessions, and our quotations, as under, still rule.

Barbadoes, in puncheons		0 35
" in barrels		0 37½
" in half-barrels		0 38½
New Orleans	0 22	0 35
Antigua		0 33
Porto Rico		0 45
Corn syrups, bbls.		0 02½
" ½-bbls.		0 02¾
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

Tea—The tea market shows little of interest; the main characteristic is firmness in practically all lines. Local brokers report inquiries for China greens, principally gunpowder, pinheads and pea leaves, as somewhat better. In Ceylon green the advance noted lately is maintained and all advices from London and Colombo indicate a very firm market. Ceylon blacks are also firm, in sympathy with greens. In Japans, little business is doing, and stocks, which are light, are held firm. In China blacks there appears to be a somewhat better inquiry. The jobbing trade report business from country points as light in teas. We quote:

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15

Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 24
" " pinhead	0 28	0 32
Congous—Moning, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 14½	0 15
Pakling,—boxes	0 15	0 20
fine	0 25	0 30

Coffee—The coffee situation is unchanged, the firmness in prices being well maintained. Local grinders and and dealers report business fair. Latest New York reports indicate the market steady with a firm undertone. We quote:

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio, No. 7	0 09	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

Foreign Dried Fruits—Foreign fruit trade is quiet. Valencia raisins are moving somewhat better and particularly layers and selected fruit, of which there is a good stock available. Currants are unchanged since last report. Dates, which advanced as noted in last issue, are selling somewhat better this week. California raisins continue easy, while prunes are firm, with some inquiry for best brands. We quote:

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05½
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " " boxes		3 50
" Excelsior Window Clusters,"		4 50
" " " ½s		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 05½	0 06
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Rice and Tapioca—There is nothing new to report in the position of the rice market; the characteristic feature, however, is firmness. In tapioca the market is decidedly strong and with holders few prices are firm and likely to be higher. We quote:

B rice, in 10 bag lots		3 05
B rice, less than 10 bags		3 15
C rice, in 10 bag lots		2 95
C rice, in less than 10 bag lots		3 05
Tapioca, medium pearl	0 05½	0 06

Spices—The spice market is firm all along the line. A slight weakness in nutmegs is reported from New York markets, but insufficient to affect present quotations. Gingers are held firmer, with pepper steady and quiet. Local business is about as usual, and not of any great volume. We quote:

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Honey—There has been no change on the honey market, although business is reported considerably improved. It is noticeable that retail grocery stores are pushing these goods, as is evidenced by the numerous window displays of honey throughout the city. Prices remain unchanged as under.

White clover, extracted tins	0 08	0 09
" kegs	0 07½	0 08
" comb, new	0 13	0 14
Buckwheat	0 07	0 07½

Beans—The bean market is still quiet and somewhat weaker. This is due to the fact that the market is well supplied. Dealers, however, are not anxious to push sales, owing to the fact that growers and operators in the western bean districts are reported as pretty well cleaned up. The ruling price is $1.65 per bushel on track, and $1.70 in a jobbing way.

Choice prime beans	1 70	1 75
Lower grades	1 60	1 65

Evaporated Apples—The market continues firm at $10.25 to $10.50, with but a limited demand. These high prices have considerably restricted buying on part of the jobbing trade, despite the fact that evaporators are very firm in their demands and convinced that higher prices should be obtained. Stocks are reported small, and this has a tendency to confirm holders in their strong demand. We quote:

Winter varieties	0 09½	0 10½

Maple Products—Business in maple products, during the week, has been dull. Very few sales were made, and these only for fancy stock. Blenders seem to be well supplied for all requirements, and are not looking around or keen to buy, owing to the proximity of the new crop. We quote:

Maple syrup, in wood, per lb	0 05½	0 06
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 07½
Pure Beauce County, per lb	0 08½	0 09

Fish—The demand for fish of all kinds is improving, the harder weather for the past few days having stimulated the demand, and the trade look for improved business. Stocks of the different varieties, with the exception of large frozen herring and tom cods, are ample for present requirements. There is, however, no over-stock. As soon as the tom cods return from the spawning beds, which will be shortly, it is expected that stocks will be plentiful and prices easier. In western fish, the demand for dore, white fish and trout is about as usual at this season of the year. The same applies to salmon and halibut. The quality of these fish is excellent and they are ready sellers. Good salt herring and green cod are scarce, and dealers look for higher prices as Lent approaches. In prepared and smoked fish there is only the usual demand. Shell oysters are practically out of the market, with bulk in fair demand. We quote:

Fresh fish—		
Fresh haddock, per lb	0 03½	0 04
" market cod, per lb	0 03½	0 04
" steak cod, per lb	0 04½	0 05
Frozen fish—		
B.C. salmon, per lb	0 08½	0 09
Qualla. salmon	0 07½	0 08
Halibut, per lb	0 08½	0 09
Dore, per lb	0 06½	0 07
Whitefish, per lb	0 08½	0 09
Sea trout, per lb	0 08	0 08½
Lake trout "	0 08½	0 09
Striped bass, per lb		0 15
Large herring, per 100 fish	2 00	2 20
Medium	1 50	1 60
Smelts, No. 1, per lb		0 09
Mackerel		0 12
Tomcods		2 00
Smoked fish—		
Haddies, 15 and 30-lb. boxes, per lb		0 06½
Kippered herring, per box		0 80
Bloaters, 100 in box, per box		1 25
Yarmouth bloaters, 60 in a box		1 25
New herring, in small boxes, per box		0 12
Oysters and Lobsters—		
Hand-picked Malpeque oysters, per bbl	11 00	12 00
Standards per imp gal		1 40
Selects, per imp. gal		1 60
Oyster pails, pints per 100		0 90
" " quarts, "		1 25
Prepared fish—		
Winterport, 1-lb. bricks, cod		0 09
Golden, 2 " "		0 08
Boneless cod, favorite		0 06
" fish, 1 and 2-lb. bricks, per lb		0 05½
" fish, 2½-lb. boxes, per lb		0 04½
Skinless cod, 100-lb. cases, per case		6 00
Salt and pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " per half bbl		3 00
" " per pail		0 80
" " salmon, tierce		18 00
" " " in bbls		13 00
" " " in ½ bbls		7 50
" B.C. salmon, bbls		12 50
" " half bbl		7 00
" Labrador sea trout, bbls		10 00
" lake trout, per keg		4 50
" mackerel, per pail		2 00
" large green cod, per bbl., 200's		9 00
" medium, " " "		8 00
" small, " " "		6 50
Pollock, msd., green		6 50
Haddock		7 00
Salt eels, bbls		0 07
Sardines, bbls., 200 lb.		5 50

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Feb. 1, 12.30 p.m.

BUTTER—Market easy. Receipts light, but equal to requirements. Finest creamery, 22½c. to 22½c. Dairy, 19c. to 20½c.

CHEESE—Steady market, but dull. No change in prices—13c. to 13½c.

EGGS—Tone of market easy. Eggs coming in freely. Fresh eggs selling 21c. to 23c., and selected 21c. to 22c. Cold storage and limed, 17c. to 18c.

PROVISIONS — Market firmer and looking up more. Bacon, ham and lard ½c. to ¾c. stronger. Live hogs scarce and packers complaining.

OTTAWA NOTES.

Mr. J. T. Cuddy, representing the Montreal Packing Co., Limited, was met by The Grocer in Ottawa last week. He reported business as good and extending in Ottawa and the Ottawa Valley.

Mr. Geo. Mann, representing John L. Cassidy Co., Limited, Montreal, was a caller upon the Ottawa trade during the past week.

Mr. L. J. Levy, Toronto, who covers Eastern Ontario in the interests of the United Factories, Limited, Toronto and Newmarket, Ont., was noticed among the trade in Ottawa last Friday.

Mr. Hugh Convery, of Fleischmann's Yeast fame, was as usual spreading geniality and yeast among the Ottawa grocers and bakers.

Ontario Markets.

GROCERIES.

Toronto, Feb. 2, 1906.

The general conditions of trade have been disappointing; trade has been moving with more or less uncertainty; some lines, such as canned goods and staples have shown a measure of activity, but generally speaking, business has been dull. Sugar has shown a further decline of 10c., and is still weak. Dried fruits are holding very firm, but demand is slow and no change reported, but there is every possibility of one. In other lines no feature of interest is reported.

Canned Goods—Reports since our last review denote good trade in these lines. It is evident that retailers are inclined to buy on more moderate lines than formerly, thus keeping steady buyers on the market. The heavy trade at the holiday time seems to have been fully warranted, and buyers are now coming into the market for re-stocking.

We quote:

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	....	1 00
" preserved, 3's	....	1 25
" standard, gal	....	2 50
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25

VEGETABLES.

Asparagus—		
2's, tips	2 52½	2 50
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 45	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	0 95	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 22½	1 20
Sweet wrinkle	0 82½	0 80
Early June	0 70	0 67½
2's, standard	0 62½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal.	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's	0 95	0 92½
Gal.	3 02½	3 00
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 55	0 90
" gal	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
Sardines, French ¼'s	....	0 14
" ½'s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ½ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50½
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 40
" 2s, "	....	2 50
" 6s, "	....	7 80
" 14s. "	....	17 50

	Aylmer	Simcoe Kent	Delhi Lalor
Chicken, 1's, boneless	3 70	3 10	
Turkey, 1's, "	3 20	3 10	
Duck, 1's, "	3 20	3 10	
Tongue, 1's, lunch	2 85	2 75	
Soup, 2's, giblet	2 05	1 95	
" 2's, tomato	1 00	....	
" 3's, "	1 45	....	
Pig's feet, 1's, boneless	....	1 65	
" 1½'s "	2 40	....	

Sugar—The important feature which we have to report is the decline of 10c. per 100 lbs. on all sugars, since our last issue. It is difficult to give a reason for this drop. The market has had a weak tendency for some time, and no confidence has been felt; at the present time buyers are slow movers. The foreign markets continue uncertain, with a little stronger forward tendency. Willett and Gray's latest report speaking of raw sugars, says: The future course of the market will depend to a considerable extent upon the offerings from non-privileged cane producing countries. Based on the actual consumption of 2,632,216 tons in the United States last year, plus the average increase for a series of years, nearly 5 per cent., we may expect the consumption in 1906 to amount to, say 2,745,295 tons, against which the estimated crop of Louisiana, Texas, domestic beet, Porto Rico, Hawaii, Philippine and Cuba, less local consumption in the islands, should give supplies of privileged sugars amounting to 2,522,000 tons, leaving only 223,295 tons to come from non-privileged countries, plus any fall short in crops, and plus any part of the Philippine crop of 125,000 tons, which may go to China, Japan, or other outside markets. Last year 438,383 tons were required from non-privileged countries. European beet sugars are not likely to come here in quantity, the competition to supply this small deficiency will be between such cane-producing countries as West Indies, Brazil, Peru and Java. It is probable that Java, with its cheap labor, can compete with Cuba more successfully than other countries.

In refined sugars throughout the week the market has been dull, with a perceptible falling off in demand. The American and Howell advanced their list prices for all soft grades 10 points and Confectioners' A 5 points, leaving granulated and other hards unchanged. These refiners, however, are shading their list 10 points to basis of granulated at 4.50c. less 1 per cent. cash.

Arbuckle Bros. reduced their list to their prompt shipment selling prices, basis of granulated at 4.50c. less 1 per

cent., and are not offering to give 30 days' privileges.

Federal still quote granulated at 4.40c. less 1 per cent. cash for prompt shipment and are receiving the greater portion of the new orders coming in.

The unseasonably warm weather recently experienced in the United States, causing buds to start in many localities, followed by heavy frost, will result in some damage to fruit crops, the extent of which it is yet too early to estimate.

The tendency is for refined to follow the course of raws, slowly.

Paris lumps, in 50-lb. boxes	4 83
" in 100-lb. "	4 73
St. Lawrence granulated, barrels	4 18
Redpath's granulated	4 18
Acadia granulated	4 08
Berlin granulated	4 08
Phoenix	4 18
Bright coffee	4 08
Bright yellow	4 03
No. 3 yellow	3 98
No. 2 "	3 88
No. 1 "	3 78

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—Whilst business has been showing more interest than previous report, still it cannot be said to be good. Syrups have been moving, and a fair trade in molasses for confectionery.

Syrups—		
Dark		
Medium	0 35	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ½ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
" open kettle		
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

Tea—Local trade has been particularly slow and uninteresting since our last report. Demand has been very half-hearted and buyers have a tendency to hold off. Latest foreign reports denote rather a weakening in prices. Recent sales in London were heavy, with offerings, in consequence of which, only the better grades were considered. In Indians the quantity on offer was rather too large for the trade to adequately deal with, and the tone was in consequence easier for nearly all grades. Medium leaf teas held their ground fairly well, a slight improvement in quality being sufficient to keep rates steady, but where this was not apparent, bids were sometimes only within 1-2d per pound of previous quotations. Brokens throughout sold slowly, the best liquoring of each class alone meeting with active support, and a good many parcels of ordinary character were withdrawn between 5d and 8d per pound. The best tippy kinds, however, made satisfactory prices, the proportion on offer being small.

In Ceylons the sales were the heaviest put forward in any one week since last August, and rates throughout showed a distinctly easier tendency. An actual decline is difficult to quote, owing to the variable and largely inferior character of invoices, but broken pekoes between 6d and 9d frequently dropped 1-2d per pound, while the prices of both common and fine kinds were marked by considerable irregularity. In comparison, leaf teas were steady, and only where quality showed a falling off were sellers obliged to accept lower rates in order to meet the market. For good liquoring descriptions demand was strong at an occasional advance. Withdrawals were more than usual. Under 5d there was no animation and the presence of some quantity of second-hand low priced tea did not tend to improve quotations. A feature of the auction was the active inquiry for medium dusts and fannings which were more difficult to buy.

Coffee—Local trade has been dull and uninteresting, but is considered by dealers as mainly due to too heavy buying at earlier dates. Willett and Gray in their most recent report, give some instructive notes of the general situation. They say:—

The trade is very properly giving closer attention to the merits of the actual position. It is this that will influence the course of the market more than anything else, and beyond doubt there is a substantial decrease in the world's visible for January.

The receipts for this month, especially in Rio, have been very light, and it must be surmised they have been retarded by some such causes as a break in the railroad or inclement weather, for otherwise, were the receipts to be taken to indicate the true state of the Rio crop the market would be entitled to a very smart advance, considering that a year ago the future was discounted on promises of a Rio crop 4 1-2 to 5 millions! The continued heavy discrepancies in Brazilian predictions of the future crops, either too large or too small, must convince the coffee world that to attempt to discount in January the coming Brazil crop is a totally unsound speculation for merchants to enter into. It is always safer to go by the facts of the actual situation as nine out of ten Brazil crop predictions have been wrong.

Current statistics show continued large consumption, far beyond production. This is so pronounced that it is already apparent the world's large consumption, in the face of diminishing supplies from the mild crops, would require a very large Brazil crop to obviate a further decrease of supplies next season. But such a crop in Brazil is by no means to be taken for granted, judging by the past three crops. Early estimates tried to guess the product on the trees, but the harvesting, year after year, proved the actual results were almost one-third less than predicted.

The total American visible supply of all kinds, made up to-day, is 270,000 bags less than the same date a year ago.

Foreign Dried Fruits—Trade has made little or no improvement since our last issue. Reports from primal markets all report continued firmness. In Valencias this is particularly marked, stocks being short. Shelled almonds are also very high on primal markets, and any well sized fruit is readily sold. Currants are also well maintained, and in view of the bank arrangements, are not likely to show any weakening. Nuts are uninteresting, the great season for nuts having now passed.

Prunes, Santa Clara—	Per lb.			Per lb.	
90-100s, 50-lb boxes	0 06½	0 06½	60-70s, 50-lb boxes	0 07½	0 07½
80-90s "	0 06½	0 07	50-60s "	0 08	0 08½
70-80s "	0 07	0 07½	40-50s "	0 08½	0 09
			30-40s "	0 10	0 10½
Candied and Drained Peels—					
Lemon	0 09½	0 10½	Citron	0 16	0 18
Orange	0 10½	0 11½			
Figs—					
Elemes, per lb				0 10	0 14
Tapnets, "					0 04
Apricots—					
Californian evaporated, in 50-lb boxes				0 14	0 15
Peaches—					
Californian evaporated, " "				0 14	0 15
Pears—					
Californian evaporated, per lb					0 13
Currants—					
Fine Filiatras	0 05½ up		Vostizzas	0 07½	0 08½
Patras	0 06	0 06½			
Raisins—					
Sultana				0 05½	0 07
" Fancy				0 10	0 14
" Extra fancy				0 15	0 16
Valencias, selected				0 05½	0 06
Seeded, 1-lb packets				0 11	0 12½
California, loose muscatels—					
3-crown					0 07½
4-crown					0 09
Dates—					
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04	0 04½	" new choice		0 09½
Domestic evaporated apples					0 10

Foreign Nuts—

Almonds, Tarragona, per lb	0 12	0 12½
" shelled Valencias	0 25	0 28
Walnuts, Grenoble, "	0 15½	0 16
" Bordeaux, "	0 11½	0 12
" shelled	0 20	0 25
Filberts, per lb		0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish		0 08½
A 1's, banners and suns		0 08
Japanese Jumbo's		0 08½
Virginia "		0 10

Rice and Tapioca— Trade continues good in these lines, with prices firm, but no quotable change is manifest at present moment. Tapioca is in good demand and exceedingly firm.

Rice and Tapioca—	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Sago	0 03¾	0 04
Carolina rice	0 08	0 08½
Louisiana rice	0 05	0 07
Tapioca, staple		0 05
" double goat		0 06

Honey—The market is still reported active, with no new feature of importance to remark. Prices remain unchanged, with firm indications. Quality is continuing to maintain a good report.

Honey, extracted clover, in 60-lb. cans, per lb		0 08
" " " in 5 lb. & 10 lb. cans, lb.		0 08½
" sections, No 1, per doz		2 00
" " No. 2, "		1 50
" Buckwheat, per lb	0 04½	0 05
" " sections per doz	1 00	1 25

Beans—Active trade is reported in beans, but without distinctive feature. Prices continue firm at previous quotations.

Beans, handpicked, per bush		1 85
" prime, No. 1		1 75
" Lima, per lb	0 07	0 07½

Fish—Business continues dull and uninteresting. The extremely soft weather is detrimental to trade, and little improvement is expected until colder weather is reported.

Frozen halibut, per lb	0 10
Fresh haddock "	0 05
Frozen trout "	0 09
Fresh cod steak, per lb.	0 06½
" lobsters, boiled, per lb.	0 25
Frozen B.C. salmon, per lb.	0 10
Shrimps per gal.	1 25
Whitefish, per lb.	0 09
" winter caught, per lb.	0 09½
Herring, per lb.	0 03½ 0 04
Pickerel "	0 07 0 07½
Oysters, standard, small pail.	4 00 4 20
" selects, pail.	4 80
Finnan haddies.	0 06½ 0 07
Ciscoes.	1 25
Kippers, 80 to box.	1 25
Bloaters, 80 to box.	1 15
Mackerel, per lb.	0 10
Labrador herring, salt, No. 1, half bbl.	3 25
Frozen sea herring, per 100.	2 25
Boneless fish, per lb.	0 05
Cod fish, 1-lb. bricks	0 07½
Quail-on-toast, per lb.	0 05½ 0 09
Flitched cod fish, in cases of 100 lbs., per lb	0 07½

Hides—The market has a still further downward tendency, but except in country hides no quotable change is apparent. The conditions are still those of uncertainty, and little confidence is expressed by dealers. Arrivals are still in fair quantity, but no more than demand requires. Reports from the London fur sales denote very little change in prices either way. Mink, red fox, cross fox, muskrat and wolf remain the same; and racoon, lynx, skunk and marten are a trifle firmer, while bear and weasel are down 10 per cent. Trading brisker as a result.

Hides, inspected, steers, No. 1	0 11
" " " No. 2	0 10
" " cows, No. 1	0 10½
" " " No. 2	0 09½
Country hides, flat, per lb.	0 09
Calf skins, No. 1, selected	0 13
" " No. 2	0 11
Sheep skins	1 20 1 30
Horse hides, No. 1	3 00 3 25
Rendered tallow, per lb.	0 04½ 0 04¾
Pulled wools, super, per lb.	0 22 0 24
" " extra "	0 24 0 25

Fur Skins.

	No. 1,	Prime
Badger	$0 60	$ 1 00
Bear, black	7 00	15 00
" yearlings	3 00	7 00
Fisher	3 00	6 00
Fox, red	1 50	2 75
" cross	3 00	10 00
Lynx	3 00	6 00
Marten, dark	4 00	20 00
Mink, dark	2 50	5 00
" pale	1 25	3 25
Muskrat	0 11	0 13
Raccoon	0 90	1 40
Skunk	0 80	1 65
Weasel, white	0 20	0 50
Wolf, timber	1 00	2 00
" prairie	0 50	1 25
Wolverine	3 00	5 50

N. B. Markets.

St. John, Jan. 30, 1906.

We are having most unseasonable weather; not only have we no snow, but the weather has been extremely mild. This affects all lines of business, particularly those relating to the Winter season. In business in general it is very quiet. The wholesale grocery trade is always light during January; it is by far the quietest month of the year. Last year we had too much snow, and it was more than usually quiet, as was February. This year the very open weather has very largely the same effect. Lumbermen and farmers both need snow. In markets there is naturally little of interest. Pork products continue extreme. The situation is one which ought not to be. Certainly Canada can grow pigs. Then why the present situation and the present outlook? Rice is, perhaps, not as firm, though still above the average price for some few years. Hops are unchanged. Cream of tartar is quite low, being well below the average. In spice, ginger is higher; pepper hardly as firm; cloves still high, while nutmegs continue low.

Oil.

The season of best demand for burning oil is over, but sales are still large. Prices are unchanged; they continue low. Linseed oil has been a surprise; present prices are high; considerable Spring business has been booked. Turpentine is still very high. Lubricating oils are being pushed at this season. Cod oil is held firm at full figures.

Salt.

In Liverpool coarse salt stocks not large; demand light; prices firm. Small lots are landing regularly, and there is quite an advantage buying ex ship's side. In fine salt, sales at this time not active.

Canned Goods.

While it is thought that corn and tomatoes are good stock, low prices are still quoted. Peas keep very low; sales at present not large. Gallon apples have improved sale. They are cheap when compared with green and evaporated apples. There is a fair stock of lobsters, but the high price means light business. Salmon plenty. Meats rule low. Oysters firmer. This is not a large line here. In domestic sardines fair stocks held. Haddies and kippers are in limited supply.

Green Fruits.

Apples move slowly. For best stock good prices obtained, but there are too many poor apples. Even some western stock, costing high, is turning out badly. Oranges tend rather easier. Valencias chiefly sold. Lemons also lower. Bananas more plenty this week, a fruit steamer arriving from Jamaica. Cranberries extremely high.

Dried Fruits.

There is a better demand than usual at this season for Valencias. Prices are low. Muscatels sell slowly. Malagas chiefly held. They cost lower than even the present figure on Californias. In seeded the sale has been unsatisfactory, owing to the high price. Dealers all have some stock, on which, because of the decline, they must make a loss. It will be some time before the low priced goods are on the market. The market is already again firmer. Small prunes scarce and higher. Apricots and peaches held at full figures. Currants are firm; a steady sale for package goods. Dates, while costing higher are still low. Evaporated apples are high; sale is light. Dried have a fair demand. Onions show little change; no large sale.

Sugar.

Prices are still at the low figure quoted last week. There is a fair sale. Some Scotch granulated continues to be received; it is quoted below Canadian prices.

Molasses.

New Barbadoes here; fancy grades. The question is: Is it syrup or molasses? Generally the trade feel it is molasses, and entitled to the low duty. Some, fearing the competition with Porto Rico molasses, favor the syrup idea. The decision of the customs is awaited with interest.

Fish.

There is a good sale for frozen cod and pollock, and fair supply. Frozen herring in demand but supply light. It is said there is a good catch of fish, but American buyers at the islands pay big prices and get the goods. Dry fish, while high, hardly as firm. Pickled herring scarce and high. Smoked hold firm. Prepared smoked fish are selling quite freely.

N. S. Markets.

Halifax, January 30, 1906.

The grocery markets are in a healthy condition and collections are good. The market is well supplied with all seasonable fruits. Malaga grapes are still on the market, and find a good sale. Some dealers are selling them at retail for 15 cents, while others quote them at 20. The quality is pretty much the same, and it seems rather difficult to understand how there is any money in them at the first mentioned price. Jamaica oranges are in good supply and the demand is good. The stock is first-class, and they are selling at retail for 25 cents per dozen, which price is considered very reasonable. They are quoted at $5 per barrel repacked.

Fruits.

The demand for apples is rather light, the high price keeping the consumer from buying. Baldwins, Spys and Golden Russets are quoted at $3.50 per barrel. The fruit is marked No. 1, but it is below the average. Many of the commission houses have large stocks on hand and some of the jobbers have been forced to send the cullage to the auction rooms. It is stated that there are large holdings of Nonpareils in some of the storehouses in the Valley, but they will not likely be placed on this market before next month. Other varieties have been pretty well cleaned up.

Vegetables.

There is a good supply of vegetables on the market. Potatoes are a little firmer, as the vessels at the wharves have been closed for the Winter. Prince Edward Island Calicoes are now quoted at 38 and 40 cents per bushel, and New Brunswick at $1.50 per bag. Turnips are 90 cents per bag of 150 pounds, carrots $1.25 per bag, beets $1.50, parsnips $1.75. Cabbage is becoming a little scarce, and is now selling from 50 to 60 cents per dozen.

Produce.

The receipts of eggs and butter are improving slightly and the market is a little easier. There has been a drop in the price of case eggs, they being now quoted at 21 cents. Nearly all the case eggs on the market are from Prince Edward Island. The price of butter is still about the same. Prints are quoted at 25 to 26, small tubs the same, solids at 25, and rolls at 23. Cheese keeps very firm, and the tendency now is that it will advance still higher. The price quoted here is 13½ for large and 14 for small. The market is almost bare of fresh killed poultry. Dealers say that good stock cannot be procured at any price. There is a lot of poultry in cold storage here, but the price is high and the dealers do not care about handling it.

WINDOW AND INTERIOR DISPLAYS

A FORT WILLIAM STORE.

The rapidity with which Canada is growing is fully exemplified in the advance made in the grocery trade. The small, untidy, indifferent looking store is fast giving place to the up-to-date store of to-day. Prominent among those towns which have gone ahead are the sister towns of Fort William and Port Arthur, conveniently situated at the head of the great lakes, and thus with undoubted opportunity.

Our illustration this week is of the interior of one of the older stores of the former town, and we are indebted to Mr. W. F. Hogarth for its production, who sent us the photo. This store is 27 by 25 feet and is lighted by electricity. It is fitted up with most of the modern improvements for the economy of labor and utility of display, and is altogether a sample of a modern, progressive store.

Interior of the store of W. F. Hogarth, Fort William.

The excellent arrangement of shelving for crockery stands prominently out immediately the customer enters, and at the same time is sufficiently back not to appear awkward. Crockery has become such an important feature in the grocery store that ample provision for this department is an absolute necessity.

The double showcase on the right is also an excellent idea, and provides a secure show for finer class goods, one, say, for confectionery and one for tobacco.

No room appears to be wasted in this illustration. Towards the rear of the store stands are provided for the handy and convenient display of more frequent goods.

Mr. Hogarth has been in the business for upwards of twelve years, and is now the possessor of a well established, substantial patronage. At the rear of the store is a 40x25-foot storeroom for reserve stock, a room absolutely necessary for the proper conducting of a good business.

WINDOW ADVERTISING.

Try to dress the window in a style entirely different from that of every window display in the vicinity. If the grocers round about think that breakfast foods or crackers are the very nicest things to show, do not follow meekly in their tracks. If the others show pyramids, you show horizontal designs; if they display a flat arrangement of goods you make your display perpendicular. If you have tried Autumn leaves and Autumn vines and flowers for a while, go suddenly to the other extreme and show a bare window as regards all trimmings and decorations, for it is necessary to avoid slavish copying of one's own successes as well as the successes of neighbors. Originality is the most necessary quality in advertising, and especially the window-dressing branch

MAKING THE GROCERY ATTRACTIVE.

There is a last word and it involves a strictly modern idea—good fixtures.

A grocery equipped with modern store fixtures is a store whose arrangement is a constant source of satisfaction to the dealer, his clerks and his trade.

The goods are well displayed and facilities are so convenient as to save time.

There is order and harmony combined with attractiveness throughout.

The store is clean and all food products are carefully preserved from contamination with dust and dirt.

This sanitary quality is so well appreciated that people are well content to pay a little more for their groceries in order to trade at the store whose goods always look well.

The story of there being no money in the grocery business is silly.

The real grocer who thinks with his head instead of his lungs knows better. He knows by running a modern store and with the quality policy added he can't help but make good.

THE SUNNY WINNIPEGGER.

Frank G. Carpenter in Minneapolis Tribune: I like these Winnipeggers. They are so pushing, strenuous, enthusiastic and happy. They claim their city has the best climate on earth, and they would not exchange the biting winds of the prairie for the kissing zephyrs of New York, Boston or Washington. They prepare for the season. Just now every Winnipegger who can afford it has on a grey overcoat made of coon skins. The fur is long, and it stands out like the bristles of a hot hog. This doubles the size of the wearer. It makes him look at least a foot broader, and, as it is long, at least six inches taller. He adds to his height by a fur cap, which can be pulled down over his ears. This makes him still bigger. Indeed, the town just now is peopled with furry giants, who are breathing out smoke, for the frost congeals the air from their nostrils, so that it rises like the vapor of an incipient volcano. The women here also dress in furs. Their cheeks are blushing under Jack Frost's amorous kisses, and the ozone of the atmosphere paints their eyes bright. They look too sweet to be the wives and daughters of the giants beside them, but we doubt not the fact when they open their mouths and begin to talk about Great Winnipeg.

VISITING WINNIPEG.

J. Meredith McKim, who has during the last eight years been manager of the London (Eng.) office of the Maclean Publishing Company, is in Winnipeg this week visiting the local office of the company, and getting in touch with trade conditions in the metropolis of Western Canada. He will be in Winnipeg for several days.—Winnipeg Telegram.

A canner exceedingly canny,
One morning remarked to his granny,
"A canner can can
Anything that he can,
But a canner can't can a can, can he?"

POSSIBILITIES OF A GREAT INDUSTRY.

The oyster industry of the Maritime Provinces is capable of being developed beyond any other branch of the fisheries. With laws which would permit the enlistment of capital, the present paltry production of less than $200,000 annually would, in five years, increase into millions.

* * *

In the bays which indent the coast line of the three provinces along the Strait of Northumberland and the Gulf of St. Lawrence, is a vast area of the finest oyster producing bottoms in the world. From the extreme north of New Brunswick down the coast to the most easterly point in Cape Breton, as well as in the great bays which bisect Prince Edward Island, oyster producing territory abounds, as well as in many of the estuaries in other parts of the province. Here Nature produces unaided an oyster which excels in flavor and commands the highest market price.

* * *

When the writer was in New York last winter it came to his notice that the Waldorf-Astoria, the finest hotel on the continent, was importing the famous Malpeques at a cost of $22 a barrel. When it is remembered that New York is the centre of the oyster industry of the United States, where the celebrated Blue Points can be had for seven or eight dollars per barrel, it will be seen that the Canadian oyster must have very superior qualities.

* * *

In the year 1903, the last for which official figures are at hand, the total quantity of oysters produced in the Maritime Provinces was 96,571 bushels of a value of $160,785. Of these the greater quantity, 54,999 bushels, value $91,665, were produced in Prince Edward Island, the production in the other provinces being : New Brunswick, 37,410 bushels, value $62,350 ; and Nova Scotia, 4,062 bushels, value $6,770. As showing the wide distribution and great extent of the natural oyster beds the quantity in barrels gathered in 1903 in the several localities is of interest.

* * *

The production in Nova Scotia at the several places was as follows : River Dennis 260 barrels, Little Narrows 43 bbls., Baddeck Bay 6 bbls., East Bay 8 bbls., Tracadie 108 bbls., Tatamagouche 200 bbls., Malagash 619 bbls. In New Brunswick there were produced at Caraquet 650 bbls., Shippegan 100 bbls., Miscou 60 bbls., Neguac 1,250 bbls., Bay du Vin 3,008 bbls., Chatham .1,200 bbls., Richibucto 860 bbls., Buctouche 2,200 bbls., Cocagne 6,000 bbls., Shediac 1,500 bbls., Botsford 2,000 bbls., Sackville district 1,000 bbls., total 12,470 bbls. In Prince Edward Island in the same year were produced at Narrows 1,800 bbls., at Grand River 950 bbls., Richmond Bay 2,800 bbls., Summerside 250 bbls., Travelers' Rest 3,150 bbls., Carleton 200 bbls., Malpeque 2,250 bbls., Brae 298 bbls., Bedeque 910 bbls., Lots 5 and 6 340 bbls., Wellington 400 bbls., Tracadie 3,025 bbls., New London 100 bbls., Point Prim 350 bbls., Wheatley River 150 bbls., Lot 65 1,150 bbls., Bay Fortune 10 bbls., total 18,333 bbls.

That the yield should be as great as the above, shows what a foundation exists for the creation of a vast industry.

It must be remembered that the above oysters were produced by nature unaided by cultivation, and absolutely without outlay by capitalists. It should also be remembered that the natural oyster is as inferior to the cultivated in like waters, as the wilderness apple is to the products of the well cared for orchard, and that the yield of oyster bottoms can be increased by culture in the same manner that the straggling native apple trees of the valley have been supplemented by almost continuous orchards with their large annual production. In the State of New York there are few natural oyster beds, the product being almost entirely the result of planting and cultivation. Yet last year the waters of New York State—which perhaps, do not exceed in extent the available grounds in P. E. I.—produced seven million dollars' worth of oysters.

* * *

It is not an exaggeration to say that, given the necessary capital and the necessary legislation, in 30 years' time the oyster industry of the Maritime Provinces would be as extensive and as valuable as the codfishery. This is the one industry in which there is no uncertainty as to a market. Canada imports annually over a quarter of a million dollars' worth of bulk oysters from the United States. With the rapid increase in population, the home requirements must steadily enlarge. The English market is open for an unlimited export trade.

* * *

Oyster planting is the placing of small or "seed" oysters upon bottoms which are favorable to their growth. Planting adds greatly to the value of the oysters as they grow more rapidly, and are of better quality when thus scattered, than they are upon the natural beds. In a recent experiment, $13 worth of small oysters yielded, after they had been planted two years, oysters which were sold for $114. Oyster culture consists of the cleaning of water areas, and distributing over them large quantities of old oyster shells which catch the "spat" floating in the water from the natural beds and propagate and grow upon the old shells. At the present time no old shells are laid down and the greater part of the "spat," having nothing of a suitable nature to attach to, floats into the ocean and never becomes productive.

* * *

In talking this matter over not long since with a leading citizen of Summerside, Prince Edward Island, he said : "If the Provincial Government will give me the exclusive right to the oyster beds of Bedeque Bay, I will form a company to cultivate them, and will pay annually for the privilege a sum equal to the total revenue of the province." Until the local legislatures of the several provinces take action and pass measures under which property rights may be acquired in lands under water, the oyster industry will be prosecuted in the present desultory, ineffective and ruinous manner.

"Do you keep fresh eggs ?"

"Yes sir."

"Well, you'd better keep these and sell the fresh ones."

PERSONAL NOTES.

Mr. H. P. Eckardt left Toronto on Thursday on a trip to the Mediterranean. Mr. Eckardt is accompanied by his family and expects to be away till May.

J. E. Linihan, of Buffalo, N.Y., president of Egg-o-see Cereal Company, was in Toronto last week visiting the trade in company with Mr. B. H. Blakeslee, Canadian manager. Mr. Linihan expressed himself as being very much pleased with the outlook in Canada.

Mr. W. P. Downey, Montreal, left Montreal Thursday, February 1, for Europe, sailing via Halifax Monday per steamship Parisian to Liverpool. Mr. Downey, who represents a number of prominent English manufacturers of grocers' and confectioners' specialties, will visit Liverpool, Gloucester, Bristol, also Paris and Nice, France.

TRADE CONDITIONS IN KENTVILLE

This has been a queer Winter. We had four weeks good sleighing in December and only four inches of snow. Merchants, however, all report a good trade. This month has been, as you know, too much Summer and I am afraid bad for future hay and fruit crops. To-day the ground is bare of snow, while a year ago there was so much snow that we had neither trains nor mails.

Many of the Boards of Trade hold their annual meetings this month. Our local board is still alive and Mr. Creed, the secretary of the Maritime Board of Trade, is doing good work for that organization and is as active as ever.

Business in the town is rather quiet just now on account of local causes, but the outlook for the future is all right. In the Valley times are good and everything is in good shape.

M. G. De W.

HE KNEW ONE THING.

They call him "Barney the Blunderer" because he made so many mistakes. He had been working for a coal dealer about six months, and was an earnest, honest soul, but he did not seem to learn anything concerning the details of the business.

One morning, after having delivered coal to two wrong addresses, he was rather short and crusty in answering a regular customer, so the proprietor discharged him, saying "Go to the office and get your money. I've been as patient with you as I could be, but you are too thick-headed to ever learn anything."

"All roight, sir," answered Barney. Mebbe Oi'm t'ick-headed, as yez say, but Oi've learned wan t'ing, annaway."

"If you have really learned one thing, and learned it well, I'll not discharge you," said the proprietor banteringly. "Now tell me what you have learned."

"Oi've learned, sor, that siventeen hundred makes a ton in this place," replied Barney, and he went back to work.

FATE OF A FAMOUS MILL.

The famous old mill at Corfe Mullen, near Dorchester, England, which is mentioned in the Domesday Book, and has probably been worked ever since, has ground its last sack of flour. In future it is to be used for pumping water through the mains which supply Poole.

THE GREAT WEST

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

General interest is being manifested by dealers throughout the country in the approaching annual meeting of the Retail Merchants' Association of Western Canada. It is now almost a year since the association was formed in the Trades and Labor Hall, Winnipeg, almost in fear and trembling, and perhaps not the most sanguine merchant present at those first meetings really expected that the next annual meeting would show the substantial progress which has been made during the year. Practically the entire trade of Manitoba outside of Winnipeg and Brandon has been enlisted, and a secure footing has been gained in the two new provinces. Undoubtedly the membership list is larger than was expected one year ago.

But the work has not been confined merely to the enrolment of new members, although that is the necessary preliminary. The secretary has organized many portions of the west into separate association sections, each with its own officers, and separate arrangements as to handling of produce and prices of staple lines in which cutting had formerly been prevalent. In this way the various sections have been shown a method of helping themselves and settling their own difficulties in their own way.

A few unreasonable complaints have been received by The Canadian Grocer and by the secretary of the association from merchants who fail to realize the extent of territory which Mr. Coulson has had to cover. A merchant in Wellwood, Man., wrote Mr. Coulson recently, somewhat as follows:

Wellwood, Man., Jan. 10, 1906.

"Mr. W. A. Coulson, Winnipeg.

"Dear Sir,—Some time last August we paid you $5.00 for membership fee in the Retail Merchants' Association on the understanding that this district would be organized some time in the near future. So far there has been no move in that direction, although districts on all sides of us have been organized. We still believe in the organization as a move in the right direction and we would like to know when you are going to organize this district. If you have no intention of doing so we would like you to remit us our $5.00 at an early date. Why can't you organize this district before going west?

"Yours, etc."

Now The Canadian Grocer makes no pretensions to special knowledge of the particular circumstances of this case. It is a matter between Mr. Coulson and the complainant, but it might be well at this juncture to point out that there is a limit to what any one man can do. Mr. Coulson has messages from dealers in all parts of the west, and he cannot possibly respond to all the Macedonian calls for help. Sections have been organized in places where the dealers were most ready and willing to render assistance. The secretary is doing the work of three or four men and it is inevitable that some places should be apparently overlooked. Immediately after the annual meeting the parts of Manitoba yet unorganized will be visited by the secretary in order to put them in line to handle the Spring produce to advantage.

* * *

The association has also grappled courageously, and in most places with an encouraging measure of success, with the long credit problem. It would not be correct to say that in all places the recommendations of the association respecting the closing of all accounts on Nov. 1 and the absolute refusal of credit until April 1, have been carried out in their entirety; but it is undoubtedly the case that in the majority of towns and villages where the merchants have been organized, a marked improvement has been already experienced. The best possible proof of this has been furnished Mr. Coulson by the merchants in a number of Manitoba towns. Complaints had been received that they were not keeping their agreement. Their answer was to submit their books for inspection by the secretary. Surely no stronger proof could be desired.

CONVENTION DATES.

Remember the Convention dates. Manitoba Hall, Winnipeg (opposite Eaton's), February 13, 14 and 15; 2 30 and 8 p.m.

NEW YORK GROCERS' OUTING.

Frank W. Meyer, president New York Retail Grocers' Association, was among the many delegates at the National Retail Grocers' Association at Niagara Falls last week. For some years past Mr. Meyer's association has made an annual trip to Canada, their trip to Ottawa two years ago being a notable one. Mr. Meyer informed the representative of The Grocer that he had just completed arrangements for their trip in 1906, which will include a visit to Toronto and the Ontario highlands.

ABBREVIATED MARKET NOTES

WINNIPEG.

Sugar—Declined 10c.
Evaporated Apples—Advanced ¼c. per lb.
Dried Apples—Advanced ¾c. per lb.
Starch—Advance of ½c. in laundry starch and ¼c. in corn starch.
Hallowee Dates—Advance ½c. per lb.

Manitoba Markets

(Market quotations corrected by telegraph up to 25 a.m. Thursday, February 1, 1906.)

General grocery business is quiet this week and values show little change. Continued mild weather has had an effect on business the reverse of beneficial, and the movement of goods is very light. Sugar dropped last week 10c. for all grades and all points, but the change came on Friday, too late for publication. Some lines of starch have been advanced and details will be found below.

Canned Goods—There are no new features in the canned goods market and values are steady at the figures last quoted. Prices are:

	Group No. 1.	Groups No 1 & 2.
FRUITS.		
Apples—		
gallons, per doz.	2 60	2 55
3-lb. "	2 13	2 08
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Lawtonberries—		
" "	3 83	3 78
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 01
Pineapples—		
2's, sliced, 2 doz. cases, per case	....	4 25
2's, whole, " "	....	3 75
2½'s, whole, " "	....	4 50
2's, grated, " "	....	4 50
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries—		
new "	3 33	3 28
VEGETABLES.		
Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 53	1 48
(No. 3) 2's "	1 68	1 63
Succotash—		
2's "	2 63	2 58
Tomatoes—		
3's "	1 98	1 93

Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River's Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, " "	3 75
" cohoes, " "	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30
" " " 5 to 9 cases	6 20
Pork and beans (V.C.P. Co.), 1's, per doz	1 25
" " 2's, "	1 90
" " 3's, "	2 60
Soups (Van Camp's), per doz	1 25
Boneless chicken, 1lb. tins, per doz	2 75
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
" chicken (Aylmer), per doz	3 30
" " (Delhi), "	3 20
" turkey (Aylmer)	3 30
" " (Delhi)	3 20
" duck (Aylmer)	3 30
" " (Delhi)	3 20
Corned beef " 2's "	2 75
" " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 50
Lunchtongue (Clark's), 1's, "	3 00
" (Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. " "	2 65
Lobsters (new), ½-lb. flats, per 8-doz. case	16 00
" " ½ lb. talls, per 4-doz. case	10 25
" " 1-lb. talls, " "	14 50

Sugar—Prices have declined 10c. per cwt. for all grades and all points in the west. We quote revised list as follows:

Montreal granulated, in bbls	4 85
" " in sacks	4 80
" yellow, in bbls	4 45
" " in sacks	4 40
Wallaceburg, in bbls	4 75
" in sacks	4 70
Berlin, granulated in bbls	4 75
" " " sacks	4 70
Icing sugar in bbls	5 45
" " in boxes	5 65
" " in small quantities	6 05
Powdered sugar, in bbls	5 25
" " in boxes	5 45
" " in small quantities	5 70
Lump, hard, in bbls	5 55
" " in ½-bbls	5 70
" " in 100-lb cases	5 55
Raw sugar	4 25 4 50

Syrups and Molasses—Corn syrups are reported in good demand, but there is little demand for molasses. Prices are quoted as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 15
" " 5-lb tins, per 1 "	2 60
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 40
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03¼
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. " " "	2 65
" " 10-lb. " " "	2 40
" " 20-lb. " " "	2 45
Barbadoes molasses in ½-bbls, per lb.	0 04
New Orleans molasses in ½-bbls, per lb.	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bets., each	2 25

Coffee—Local coffee trade is quiet, and sales are of average volume. We quote as follows:

Whole green Rio, per lb	0 10½
" " roasted, per lb	0 15
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " 1-lb "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 33
" " 1-lb. "	0 24

Cocoa—There is a good demand for cocoa at the present time and prices are steady. We quote as before:

Epps' ½ lb package, per lb.	0 33
Fry's ½ lb " Homoeopathic, per lb.	0 30
" ½ lb " tins concentrated, per doz.	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb.	0 19
Cowan' in 10-lb tins, per lb.	0 15
Mott's Homoeopathic, ½'s	0 25
Van Houten's, ¼'s, per doz.	2 85
Baker's, in ½-lb tins, ¼-lb tins, per lb.	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, ½'s, per lb	0 35
" ¼'s,	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " "	0 22½

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " " tins, "	1 56
" " 7-lb. tins, per lb.	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb.	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 50
" (in Calgary), "	0 52
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Tea—Quoted as follows:

Congous, M. 12, half chests, per lb.	0 12
" " cads, per lb.	0 13
" S.C.P. and M. 14, half chests, per lb.	0 15
" " " cads, per lb.	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb.	0 18
" Pekoe P.H.T., in ½ chests, per lb.	0 18
" broken Pekoe, No. 62 in chests, per lb.	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, "	0 25
Gunpowder, in quarter chests per lb.	0 26
Young Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Foreign Dried Fruits—Some changes will be noticed in the prices quoted below. Hallowee dates have been advanced 1-2c. per lb. The prune list has been revised and changes will be noted in the quotations of pears, apricots and peaches. We now quote as follows:

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters, per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 35 1 50
" " selected	1 60 1 75
" " layers	1 70 1 85
California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 "	0 09½
" " " 4 "	0 10
" " choice seeded in ½-lb. packages per package	0 09½
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 12
Prunes, 90-100 per lb.	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 08½
" choice silver, per lb.	0 10½
" silver, per lb.	0 08½
Currants, uncleaned, loose pack, per lb.	0 05½
" dry cleaned, Filiatras, per lb.	0 06
" wet cleaned, per lb.	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb.	0 05½
Figs, cooking in taps and sacks	0 04½
" " boxes	0 04½
Apricots, choice, in 25-lb. boxes, per lb.	0 13½
Apricots, standard in 25-lb. boxes, per lb.	0 12½
Peaches, choice, per lb.	0 13½
" standard "	0 12½
Pears, choice (halves), per lb	0 16
" standard "	0 15
Plums, choice (dark pitted) per lb.	0 11
Nectarines, choice	0 12

Candied Peels—Trade is quiet now at unchanged prices. We quote:

Lemon, per lb.	0 11
Orange "	0 11½
Citron "	0 18
Mixed, in 1-lb drums per doz.	2 30

Nuts—We quote:

Almonds, per lb.	0 12½
" (shelled), per lb.	0 30
Filberts	0 10
Peanuts,	0 11½
Jumbos	0 14
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 15

Starches—An advance has been announced in several lines of starch. Common laundry starches have been advanced about 1-2c. per lb. and corn starch has been marked up 1-4c. per lb.

Spices—Prices are quoted as follows:

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb.	0 18
" white, " 5 " "	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " " "	0 12
Allspice, " " "	5 lb. 0 11½ 0 15
Ginger, in 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb.	0 70

WHOLE SPICES.

Black pepper, per lb.	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb.	0 18
Cinnamon (extra choice), per lb.	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb.	0 10
Allspice, per lb.	0 08½ 0 10
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

Rice, Tapioca and Sago—Prices are steady at the figures quoted last week. We quote:

Rangoon rice, per lb.	0 03¾ 0 03¾
Patna " "	0 04½
Tapioca, per cwt.	5 50
Sago, per lb.	0 04

Pot and Pearl Barley—No change in prices, which are as follows:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Evaporated and Dried Fruits—Evaporated apples have been advanced to 11 3-4c. per lb. in 50-lb. boxes and 12 1-4c. per lb. in 25-lb. boxes. New dried apples in 50-lb. boxes are quoted now at 9c. per lb.

Beans—New white beans are still quoted at $2.05 per bushel.

Woodenware—We quote:

Butter tubs, wooden hoops, 2 in nest, per nest.	0 42 0 45
" " 3 hoops, 2 in nest, per nest.	0 70 0 73
Butter wire hoops, 2 hoops in nest, per nest.	0 63
" " 3 hoops in nest, per nest.	1 00 1 25
Pails, 2 hoops, per do	1 95
Pails, fibre, per doz.	3 25
Wash tubs, common and wire hoop, per nest of 3	2 00
" " " No. 0, per doz	41 00
" " " No. 1, per doz.	8 75
" " " No. 2, per doz.	7 50
" " No. 3	5 40
" " Nests of Nos. 1, 2 and 3	1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lb	0 56
" " 2, to hold 14 and 28 lb.	0 26
Butter tubs, fibre and cover, per doz	4 00
Butter moulds, for 1-lb. bricks, per doz.	1 85

Honey—We quote:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " " per case.	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb.	0 10

Glass Fruit Jars—Prices for the season of 1905-06 are quoted as follows:

Glass fruit jars, pints, per gross	7 75
" " quarts, per gross	8 75
" " half gallons	11 75

Salad Dressing—There is some demand still at following prices:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz.	2 85
" large, "	4 75
Vinegar (C. & B.), bottles, pints, per doz.	1 20
" " quarts, "	2 10

Sauces—Quoted as follows:

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

GOOD TRADE FOLLOWS GOOD COFFEE

There is no other line in your store which requires more of your attention than your coffees. A particular customer will soon discover you if your coffee is the best.

We can help you build up your coffee trade. We buy only the finest qualities of green coffees, roast them right and ship you **exactly** what you order and ship it to you **fresh roasted.**

Gold Standard Java and Mocha, "The Chaffless Coffee," in one and two pound tins, is one of our blends. Write for prices now.

CODVILLE & CO.

WINNIPEG AND BRANDON
MANITOBA

EASTERN MANUFACTURERS AND SHIPPERS

Keep in touch with the

WINNIPEG TRADE

We sell all lines handled by the

Wholesale Grocers

Write or wire us your offerings

NICHOLSON & BAIN, WINNIPEG,

Wholesale Brokers and Commission Merchants.
Established 1882
First-class storage for all kinds of goods.

Buckwheat—Quoted as before at $1.70 per half sack.

Breakfast Cereals—Prices are steady at last week's quotations. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 15
40-lb. " "	2 20
20-lb. " "	2 25
8-lb. " "	2 55
Cornmeal, in sacks	1 85
" in ½ sacks	1 80

Fish and Oysters—We quote:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 16
Mackerel	0 12½
Red Snapper	0 15
B C. Salmon	0 09
Halibut	0 08½
Wh te fish (L. Winnipeg), per lb	0 07
Pickerel	0 05½
Ja kosh	0 03½
Finnan haddie	0 08
"Ha fax" brand salt cod, fish cakes 2-1's	0 07½
"Acadia" " " 2-1's	0 08
"Bluenose" " " " 20-1's	0 07
"Acadia" " 2-lb. boxes	0 09
" " 4-lb. boxes	0 09
" " shredded, 24 cartoons, per bx	2 00
" " " bulk, in 15-lb. bxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb	4 00
" " " per 2½-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz in box, per doz	0 40
Oysters, selects, per gal	2 25
Standards, per gallon	2 00

Green Fruits.

Bananas are beginning to come in regularly now and they are quoted at $3.00 to $3.50 per bunch. Mild weather is facilitating shipments of all kinds of fruits. We quote:

ORANGES AND LEMONS.

Fancy California navels, 126's, per case	$3 50
" " " 150's to 250's, per case	4 00
California lemons, 200's and 360's, per case	6 00

ONTARIO WINTER APPLES.

Northern spies, XX, per bbl	$4 50
" " XXX "	6 00
Russets, per bbl	4 50
Almeria grapes, per keg	6 50
Winter pears (B.C.), per case	3 50
Cranberries, (Jersey), per bbl	12 00

Vegetables.

We quote:

VEGETABLES.

Valencia onions, (large cases)	$1 50
Spanish onions, per case	1 25
Native onions, per lb.	0 03

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

ARTICLES WANTED.

SMALL quantity of Indian grass wanted. State price. Box 107, CANADIAN GROCER. [ ]

AGENCIES WANTED.

VANCOUVER firm of manufacturers' agents is open for a few good lines; highest references. Box 119, Vancouver. [15]

EXPERIENCED traveling salesman is open for position; desires territory west of Winnipeg on account of business connections in Alberta; experience mostly in grocery line; best of references. Address, P.O. Box R. R., Edmonton, Alberta. [5]

BUSINESS CHANCES.

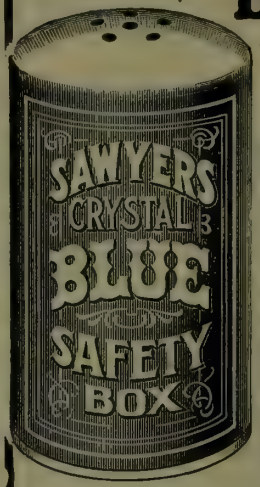
FOR SALE—General stock, including horses, rigs and fixtures in a prosperous town 3 500 inhabitants, Eastern Ontario; a good, smart grocery business; well established; stock, $7,000; turnover, $23,000. Address, Box A, THE CANADIAN GROCER. [7]

AGENTS WANTED.

BY an Alberta wholesale grocery house, a specialty man for teas, coffees, and spices; ground. Alberta and part of B. C.; a large salary to a gilt-edged man. Apply with copy of testimonials (no other letters answered) to Drawer Z. Calgary. [5]

Sawyer's CRYSTAL — 50 Years the People's Choice.

See that Top **Blue.**



For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.

M. F. EAGAR & SON, *Mfrs. Agents*
HALIFAX, Nova Scotia

The GRAY, YOUNG & SPARLING CO., Limited

Salt Manufacturers

Granted the highest awards in competition with other makes.

WINGHAM
Established 1871

ARE YOU
GETTING YOUR SHARE
of the
LARGE BUSINESS OFFERING in ALBERTA?

IF NOT Write us. Secure our services.

Excellent Storage Accommodation. Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
NICHOLSON & BAIN, WINNIPEG, MAN.

Gem Jars

The prices which we quoted in last week's Grocer have proved quite interesting, and as a consequence we have booked a very large business. However, we think there are more orders coming to us yet, and lest some may not have seen our offer, we again repeat :

Crown Brand

Wine pints,	$5.50 gross	Imp. pints,	$5.75 gross
" quarts,	6.00 "	" quarts,	7.00 "
" ½ gals.	8.00 "	" ½ gals.,	10.00 "

For shipment now. Terms, net cash 15 days.

Salmon

Here's another line that should command the attention of buyers, because we can assure you that good Salmon at this price will not be plentiful two months hence, even if there is a little of it lying around to-day.

Choice quality pink Salmon, tall 1s - - - - - - } 90c.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts., = TORONTO

Smoked Hams
Smoked Backs
English Breakfast Bacon
Rolled Bacon

With the close of the poultry season, smoked meats now in good demand.

Our Mild Cured Meats give best of satisfaction and are trade holders.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

BUTTER

If you have Butter to Sell, we can dispose of it for you promptly and at good prices.

If you want to Buy Butter, we can give you extra choice stock.

DAIRY or CREAMERY
ROLLS or SOLID

Prices are right, Quality is right.
Send us your orders.

F. W. FEARMAN CO., LIMITED
HAMILTON

Brains Rule This World,
Packers with Brains
— at —
Grande Pointe
Manitoba

. . . Pack . . .

CORNED and ROAST BEEF
1 and 2-lb. Tins.

BONELESS CHICKEN
BONELESS TURKEY
1-lb. Tins.

WESTERN GROCERS support WESTERN INDUSTRIES

For sale by all Western Jobbers.

— PACKED BY —

THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA

NICHOLSON & BAIN Winnipeg, Man.
NICHOLSON, BAIN & JOHNSTON Calgary, Alta.
Sole Western Sales Agents

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The elections in Great Britain certainly interfered with the business in cheese. There is still a total absence of orders, but the situation this year is so very strong that there is no weakness in the market in spite of this lack of demand at present. We have still three months of non-production ahead of us and it is calculated that there is hardly more than about 30,000 boxes of cheese unsold in Canada; any new demand coming on would very quickly absorb this. Of course there are probably about 200,000 boxes still here, or say about 170,000 boxes sold, but not shipped out; but even this quantity is a mere trifle for the regular consumption in the U. K., especially when the light stocks in first hands in Great Britain, and the light holdings of retailers there are taken into due consideration. Supplies are certainly short, prices are high and this may curtail the consumption to a considerable extent, but consumption needs to be curtailed or there will be a famine. There is certainly a limit to a rise in prices of any article of food, as other goods may take its place, if cheaper and, therefore, within easier purchasing power of the great masses of consumers.

Meanwhile, the situation on cheese is a very strong one and it is not likely that the holders of the small available supplies will get nervous and part with their goods at a sacrifice.

Good work is being done at present at the different dairymen's conventions. The twenty-fourth annual meeting of the Province of Quebec Dairy Association was held at St. Lin, Que., a few days ago and proved decidedly successful.

One of the most important matters brought before the meeting was the restriction of small, unsanitary factories run by incompetent men. The consensus of opinion was that these factories injured the trade and retarded the progress of the industry. The farmers unanimously expressed the desire that steps should be taken by the Government to prevent the operation of factories by incompetent and inexperienced men. A resolution was adopted, recommending that the Government be petitioned to pass a law authorizing the incorporation of dairy produce factories and licensing cheese makers.

Mr. J. A. Ruddick, the Dominion Dairy Commissioner, gave an interesting account of his trip to Europe, and described the condition of the dairy industry in the various countries he visited. Canadian butter, he said, stood next in reputation in England to the Danish, which was considered as the highest standard. In some instances Canadian butter had sold as high as the Danish product. An interesting fact, which he had noticed, was that some countries, which used to compete with Canada in supplying butter to England, now had to import supplies themselves as a result of changed conditions. This left a larger market for Canadian goods, and Canadians should see that they got their full share of the extra business.

Mr. Ruddick also called attention to the fact that improvement in the butter trade meant improvement in the cheese trade as well. It had been proved that when prices for butter were high, there was less cheese made than usual. This had the effect of strengthening the cheese market and bringing higher prices to the farmers.

Next week an interesting convention is to be held at Cowansville. This district is getting more and more a butter centre, and pastures are fine, and the farmers are undoubtedly progressive, and, as hogs are sorely needed to build up our Canadian provision trade, it is easier to raise them in a butter producing section, and the Eastern Townships are handy to the Montreal market. The once famous Eastern Townships cheese may give way to the more famous Eastern Townships creamery butter, and the district may at the same time supply the much needed Canadian hog.

THE PROVISION SITUATION.

There has been very little development in the provision situation since our last report. Trade has been anything but satisfactory; demand has not been by any means excessive.

The class of hogs coming to hand is considered most unsatisfactory, and do not warrant the high prices now ruling. It is clearly evident that the pork packing industries are in a somewhat awkward fix at the present juncture. Trade will naturally recover itself very shortly and what will be the result is easy to see. With the export trade good and the large packing houses using all they can control to keep that market supplied, the home trade will have to suffer considerably.

There is a dark prospect before the packing industries, unless some radical change takes place promptly. Already the output is seriously curtailed, besides which the present cost of hogs practically precludes any development of export trade. The market in England has already reached a point for Canadian bacon which removes it from popular demand. The farmers' side of the question, important as it no doubt is, has practically blinded the eyes of the Government to the great and important issues as stated on the commercial side of the question.

OUR LONDON LETTER.

By Our Own Correspond-nt.

January 20, 1906.

Butter. The past week has been a very unsatisfactory week in every respect. The market has developed from a very weak to a positively stagnant one, and holders are endeavoring to effect sales at considerably reduced prices. In spite of this concession, however, buyers are apparently convinced that importers can still be forced down to lower offers, and are therefore disinclined to accept at the present quotation. The demand having thus collapsed, sellers are finding themselves hampered by considerable stocks, of which they would be glad to dispose if they could. Apart from this question of price, the general elections have adversely affected the trade by keeping many members from the butter markets.

Under these circumstances, it is not surprising to find that Australian choicest has gone down 3 shillings this week, finest 2 shillings, New Zealand choicest 3 shillings, finest 2 shillings. The Danish committee has lowered the Copenhagen quotation by a further six kroner.

Cheese.—The features of the market for cheese during the past few days have been very much the same as at the time of our last report. One or two sellers have shown an inclination to accept one shilling less, but on the whole they are holding out in the confident expectation that the demand will wake up somewhat before long. Inquiry amongst the retail trade, however, seems to show that that branch of the business have sufficient stocks on hand, although they certainly have been buying very cautiously of late, to keep them going for a week or ten days to come. It is clear that they object to the high prices now ruling—11s. per cwt. dearer than at this time last year—and it remains to be seen whether they or the importers will be forced to give way.

The demand for Canadian cheese has been very slow, owing, it is said, to the fact that large supplies were purchased early in January. To-day (January 20) choicest Canadian is realizing 64 and 65 shillings, choice 62 and 63 shillings.

Bacon. In the matter of price, this market continues on a firm basis, supplies still being exceedingly short. In the middle of the week Canadian peafed bacon went up in price 4 shillings all round, bringing it to 62 shillings. It is noticeable, however, that the demand is growing weaker as time goes on, owing to the fact that the consumptive demand is not at all good, a fact which buyers do not altogether regret, as bacon is affording but little profit to them. The consumer, too, is being ask-

ed a very tall price. Both Irish and continental killings have been small, and this fact has led sellers to believe that they can force prices still higher. It is difficult to believe, however, that such a policy will be a success.

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

The provision market shows a firmer tone this week. Owing to the continued and increasing scarcity of live hogs packers have been forced to advance their prices. Dressed hogs, fresh abattoir killed, are quoted at $10 to $10.25 per 100 lbs., while country dressed are $8.75 to $9.50. Hams have been advanced ¼c. to ½c. per lb. and lard is also firmer. Poultry is selling moderately well and though the weather is soft there is little complaint of damaged stock.

Lard, pure tierces		0 10¾
" " 56-lb. tubs		0 11
" .....20-lb. pails, wood (10¼)		0 11¼
" cases, 10-lb. tins, 60 lbs. in case		0 11¾
" " 5-lb. "		0 11¾
" " 3-lb. "		0 11¾
Lard, Boar's Head brand, tierces, per lb		0 07¾
" " ½-tierces, per lb		0 08
" " 60-lb. fancy tubs		0 08
Cases, 20 3-lb. tins, per lb		0 08¾
" 12 5-lb. tins "		0 08¾
" 6 10-lb. tins "		0 08½
20-lb. wood pails, each		1 65
20-lb. tin pails, each		1 55
Wood net, tin gross weight—		
Canadian short cut mess pork		$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Breakfast bacon, per lb		0 14
Hams	0 12½	0 13½
Extra plate beef, per bbl	11 50	12 00

Butter.

Butter market though dull is steady, owing to the renewed spell of mild weather. Business is quiet, as is usually the case, and dealers do not look for any marked improvement for some weeks. Holders are not disposed to sell freely in consequence. Stocks are fairly good and equal to local requirements. In the export way trade is dull and some exporters are offering local dealers.

Choice creamery		0 23
Finest creamery	0 22½	0 22½
Good to fine creamery	0 21½	0 22
Western dairy	0 20	0 20½
Manitoba dairy	0 19½	0 20
Fancy Townships		0 23½
Fresh dairy tubs	0 20	0 20½
Fresh rolls	0 21	0 21½

Cheese.

The cheese market shows no change. Firmness is the underlying tone of the market. Exporters are looking forward to renewal of foreign demand, but owing to the weak condition of the United Kingdom market prospects for an early improvement are not bright. Quotations are still around 13 to 13¼c.

Eggs.

The mild weather has produced a good supply of eggs and a consequently easier market. Stocks generally appear to be larger than was at first estimated. Prices this week are around :

Cold storage	0 17	0 18
Pickled	0 17½	0 18½
Selects	0 21	0 22
Fresh laid, guaranteed	0 25	0 27

TORONTO.

Provisions.

Since our last report there is little change to note in the prevailing conditions. Arrivals are still slow to hand, and quality not over fine. Actual trade done seems to be of limited volume, although demand has an active tendency. There has been an advancing tendency on afl readily selling lines, and quotations are revised accordingly. Hogs are difficult to procure and continue firm at quotations.

Long clear bacon, per lb		0 11
Smoked breakfast bacon, per lb		0 14
Roll bacon, per lb	0 11	0 12
Small hams, per lb		0 13½
Medium hams, per lb		0 13
Large hams per lb		0 12
Shoulder hams, per lb		0 10½
Backs, per lb		0 16
Heavy mess pork, per bbl		18 00
Short cut, per bbl		21 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb		0 10¾
" tubs "		0 10¾
" pails "		0 11
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	6 50	8 00
" front quarters	4 50	5 50
" choice carcases	6 00	7 00
" common	3 00	5 00
Mutton	0 08	0 09
Spring lamb	0 11	0 11½
Veal		0 10
Hogs, street lots	9 00	9 25
" dressed, car lots	8 50	8 75

Cheese.

The cheese situation continues an exceedingly strong one. In country points makings are practically for local consumption, very little finding its way into the open market. With storage stocks held by large dealers, and foreign markets reporting holdings as below previous estimates, there appears every prospect of continued strength.

	Per lb.
Cheese, large	0 13½
" twins	0 14

Butter.

There is no new feature to report. Arrivals continue to be satisfactory and many factories are well settled down to straight work. Demand has been good and prices remain firm at previous quotations.

	Per lb.	
Creamery prints		0 25
" solids, fresh		0 23½
Dairy prints	0 21	0 22
" in tubs	0 18	0 21
" large rolls	0 20	0 20½

Eggs.

Egg stocks are being drawn upon heavily. New laid have been coming in much more freely, although not sufficient to give any marked feature in the situation. The warm weather has materially stimulated production. Demand continues good for new laid, with a falling off in storage and pickled, stocks of which are showing depletion.

New laid eggs, per doz. (nominal)		0 23
Fresh " "		0 19
Pickled " "		0 18

WINNIPEG.

Butter.

Prices for first-class creamery butter are very firm, but there is little demand for the poorer qualities. The really fancy article is commanding a good price. We quote prices to the retail trade as follows :

Finest fresh creamery, in 56-lb. boxes	0 25	0 26
" " in 28-lb. boxes	0 25	0 26
" " in 14-lb. boxes	0 25	0 26
" " in 1-lb. bricks	0 28	0 29

Produce houses are quoting from 19c. to 20c. per lb. for No. 1 dairy delivered in Winnipeg. The fancy article will command even higher prices, but the market is glutted with the poorer qualities. The mild weather has had the effect of increasing the supplies of country butter offering.

Lard.

We quote prices as last week :

Tierce basis, per lb	0 10¾
Small packages take the following advance :	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00¾
10-lb. " in 60-lb. "	0 00¾
5-lb. " " "	0 00¾
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00¾

Cheese.

All grades are in good demand. We quote as follows :

Finest Ontario, large	0 14
" Manitoba, large	0 13½
" " twins	0 14
" " small	0 14

Cured Meats.

We quote :

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 15
Backs, " " "	0 14
Picnic, " " "	0 09½
Hams, sugar cured, assorted sizes	0 13
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 09½
Shoulders, "	0 08½
Bacon, " breakfast bellies,	0 14
" " breakfast backs	0 14
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 11
" " " smoked	0 12
" " " boneless backs,	0 12
Shoulders " "	0 08½

BARREL PORK.

Heavy mess pork, boneless, per bbl	17 00
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 50
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb 0 04
" hocks, " " 0 04

Eggs.

Produce houses are paying 26c. per dozen for strictly fresh eggs.

ST. JOHN, N.B.

Provisions.

In barrel pork, market is very firm, but sales are light. Beef shows a range in price; it is quite freely offered, but there is little demand. Smoked meats are very firm at full figures. Canadian pure lard about out of the market; it is not to be had; American supplies the market; price keeps high. Refined lard, while showing a small advance, is still low, and has a good sale. In meats, beef continues low; business is dull. Lamb and mutton quite firm. Veal is little seen; when offered it brings a good price. Pork is still high. We quote

Mess pork, per bbl	$19 00	$20 00
Clear pork, "	18 00	20 00
Plate beef, "	13 00	14 00
Domestic beef, per lb	0 05	0 06½
Western beef, "	0 09	0 09½
Mutton, "	0 06½	0 07
Veal, "	0 07½	0 08
Lamb, "	0 09	0 10
Pork, "	0 09	0 09½
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 11½	0 12
" " pails, "	0 12½	0 12½
Refined lard, tubs	0 08½	0 08½
" " pails	0 08½	0 09

Butter.

Prices are rather lower and market, generally, easier. For best stock, full

price still asked. The difficulty is to get first-class stock. We quote:

Creamery butter	0 25	0 28
Best dairy butter	0 22	0 24
Good dairy tubs	0 20	0 22
Fair "	0 18	0 20

Eggs.

Eggs are also lower; supplies coming in more freely. It is thought we have seen the highest prices. We quote:

Eggs, fresh	0 25	0 35
" case stock	0 21	0 22

Cheese.

Twins have the local demand. Full prices asked. Stock light. We quote:

Cheese, per lb	0 13	0 13½

THE WORLD'S EGG SUPPLY.

The Irish egg trade of the past season has been a very satisfactory one. The quality has been exceptionally good, and high prices have ruled throughout.

Danish eggs also experienced a good demand, and shipments were cleared promptly each week at remunerative prices for the shippers in Denmark.

As far as the Canadian egg business is concerned, owing to the high prices ruling in the Spring, fewer pickles were put away, and prices for fresh eggs were kept up throughout the year. The demand has been exceptionally good, and no surplus stocks were left over from week to week. The quality has been the best experienced for some years back.

The past season in Russian eggs will generally be looked upon as an exceptionally unsatisfactory one, as doubtless exporters as well as importers have in many cases deficits to show on the season's transactions. Owing to the great heat in Russia last year the quality of the eggs deteriorated considerably. The reaction in the business was hastened on by the strike of the dock and railway men in August. Numerous complaints of bad quality and the apprehension of further disturbances brought about a complete slump in the demand. In the autumn trade dragged on very unsatisfactorily and unprofitably until the end of September, when the quickly diminishing supplies of Russia caused several advances to follow in quick succession in the London market. Finally the great scarcity of grain, owing to the bad harvest, has to be taken into consideration, as real corn eggs were practically never on the market.

OUR BUTTER EXPORT.

Canada's trade agent in Manchester states that the exports of butter from Montreal for the season just closed amounted to 573,449 packages, being an increase of 83,449 packages over 1904 and 235,172 over 1903. Good prices were realized right through the season, the average advance over the year previous being twelve to fourteen shillings per cwt. A much better market for Canadian creamery butter has existed this year than ever before. The quality has been satisfactory, and at no time in the season has there been so much butter stored as in former seasons. Some creameries are still shipping butter of lower grade than ought to be the case.

Exercise and Good Eating

build up bone and muscle.

Clark's Pork and Beans with Chili Sauce

contain all the natural food elements in proper proportion for body building.

Save Your Money

Buy

Nicholson's Mince Meat

It's cheaper than the bulk goods, besides it sells better. Order *Nicholson's* next time.

Five lines you ought to stock up.

N. & B. JELLY POWDER — N. & B. ICING POWDER
N. & B. PUDDINE — N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK

9 Jarvis St., TORONTO, ONT.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

SAUSAGE

Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now, for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

BUSINESS AND ASSOCIATION MEETINGS

The Editor will be glad to receive reports and notices of any business meetings of interest to the readers of THE GROCER— short, gossipy and instructive.

NORTH SYDNEY.

At the annual meeting of the Board of Trade the following officers were elected for the ensuing year : President, Hon. J. N. Armstrong ; vice-president, E. J. McCollough ; secretary-treasurer, J. W. Mann. Members of the executive—J. P. Brennan, Robert Musgrave, J. W. Ingraham, F. L. Kelly, J. C. Robertson, C. W. Lovett, J. J. Dooley.

A vote of thanks was passed to the retiring officers and executive, special reference being made to John Vooght, who has been seriously ill in England. On motion of F. L. Kelly a resolution was passed similar to that of the Halifax board asking for a Government bonus for steel shipbuilding.

PETROLIA.

The Petrolia branch of the Retail Merchants' Association held its first annual meeting in the council chamber on Wednesday, January 17. President Geo. Primmer was in the chair. After reading minutes of last regular meeting, which were adopted, the secretary read several communications, which on motion were ordered received and filed.

It was then moved by Mr. G. S. Pitkin, seconded by Mr. A. McDermand, that the committee appointed at last regular meeting to interview the mayor re early closing by-law, be further empowered to wait on the new council relative to securing enforcement of the law. Carried. The committee is composed of Messrs. Mann, Snively and Ford.

The treasurer's report was read and adopted, and a general discussion then took place on the work done by the Dominion association during the past year.

The election of officers resulted as follows : President, Geo. Primmer ; first vice-president, H. Mann ; second vice-president, C. R. Polley ; treasurer, G. S. Pitkin ; secretary, R. S. Ford.

After appointing a committee to collect the fees from members, the meeting adjourned.

OTTAWA.

The annual meeting of the Ottawa Board of Trade was held on the 24th ult. in the Board of Trade rooms. Mr. Denis Murphy, the president, presided. The various annual reports were read and the election of officers for the ensuing year took place, and resulted in Mr. Denis Murphy, president ; Mr. J. W. Woods, first vice-president ; Mr. P. Whelen, second vice-president, and Mr. C. A. Douglas, treasurer, being re-elected by acclamation.

The reports were read and adopted.

There was considerable discussion over the report of the civic committee. This committee, of which Mr. J. R. Reid is chairman, in their report called attention to the lack in Ottawa's industrial development. The belief was freely expressed that if Ottawa made as much of an effort to get industries to locate here and offered equal inducements, the city would develop much more rapidly. Particular attention was desired to be called to this at the time when Mayor Ellis' proposal for a greater Ottawa was fresh in the public mind.

Several present disagreed with some of the views expressed in the report, contending that Ottawa could not get many industries no matter what inducements were offered. Mr. J. W. Woods stated that Ottawa was bound to become the Washington of the north in every respect, but it would never become an industrial centre. The fact of the Government being centred here and spending $60,000 each year in beautifying the city would raise the value of property for residential purposes, but at the same time prohibit the location of large industrial concerns. A mere monetary inducement or free sites or exemption from taxation would not attract large concerns, because Ottawa is not a city of artisans or cheap labor. Again, he argued that the great development of the west called the companies to locate more westward, as in most cases the goods manufactured would be to a great extent shipped to the Canadian west.

The report, with a very slight amendment, was adopted.

Before the meeting concluded the officers present who were elected by acclamation expressed their thanks for the honor again conferred upon them.

The meeting then adjourned.

SASKATOON.

The annual meeting of the Board of Trade, held on the 22nd ult. in Cairn's Hall, was marked by a strong determination on the part of the hundred members present to be equal to the large opportunities which are looming up before Saskatoon in 1906.

Considerable interest centred in the election of a president for the board. Mr. F. R. Oliver and Mr. W. A. Coulthard were the nominees : on the ballots being counted Mr. Oliver was declared elected by a majority of eight votes. F. E. Harrison was made vice-president, F. M. Brown secretary, A. E. Young treasurer.

The council were instructed to consider ways and means for a commissioner of the Board of Trade who should devote his entire time to the work of serving the town.

On a motion of W. A. Coulthard the board decided to ask the council for $2,000 for 1906 to be used in furthering the general interests of the town.

Criticism was made of the high freight rates charged by the C.P.R. on the Prince Albert line. Mr. Alex. St. Laurent on behalf of the company said that on through freight the C.P.R. gave a rate of 20 cents a hundred to the east coast whereas the C.N.R. charged 24 cents from Langham. He advised the board to interview Mr. Lanigan this week in regard to matters in general. A deputation was appointed in accordance with the suggestion.

WELLAND.

The following have been elected members of the Welland Board of Trade for this year : President, Geo. C. Brown ; vice-president, Geo. H. Burger ; secretary, John McCaw ; treasurer, J. S. O'Neal. Council—John Goodwin, W. H. Crowther, Geo. W. Sutherland, O. H. Garner, J. J. Sidey, C. H. Hanson, J. H. Crow and Mr. Duff.

BANQUET OF THE O. V. G. ASSOCIATION.

It was a festive company that gathered around the tables in the dining hall at Webb's last night. The annual banquet of the Toronto branch of the Ontario Vegetable Growers' Association was the lode stone which brought together the most representative gathering of the members in the history of the association.

George Syme, jr., president Toronto branch Ontario Vegetable Growers' Association, presided, while seated to the right were Hon. Nelson Monteith, Minister of Agriculture ; Mr. Emery, president Ontario Vegetable Growers' Association ; George Syme, sr. ; Herman Simmers ; H. B. Cowan, secretary, and Tom Rennie.

To the right of the president were W. F. Maclean, M.P., Hon. J. W. St. John, Archie Campbell, M.P., and Joseph Rush.

Among the vegetable growers present were Thomas Delworth, W. Hamilton, W. Elford, Jas. Alford, R. Steel, T. Barton, J. G. Brown, Jos. Rush, jr., Jas. Allen, H. Hurrell, S. Leggatt, E. Seeley, W. Mosely, Mr. Lankin, W. Cruickshank, J. McKay, R. McKay, R. Summers, Robert Barker, G. Nicholson, W. H. Lucas, R. Reid, J. Hoskins, W. J. Jennings, A. Shuter, W. G. Carter, R. Punnett, J. C. Callicott, E. Mead, J. E. Guthrie, J. Williamson, and R. H. Guthrie.

Responding for the Dominion Parliament Mr. Maclean entered into a discussion of the relative merits of an ad valorem as compared with a specific duty with special reference to the wants of market gardeners. With a high protective duty to the south it was imperative that the industry be guarded in a moderate degree. The duty of the Government at Ottawa was to frame a duty to suit the changing conditions with respect to the arrival of fruits and vegetables. A sliding scale could be adopted which would meet all the exigencies of the case, while inflicting no loss upon the country.

Mr. Campbell opposed the imposition of specific duty on vegetables as inimical to the best interests of the country. The Government would afford some measure of relief at the approaching session.

"Ontario Vegetable Growers' Association," proposed by Frank Reeves, was responded to by H. B. Cowan, Mr. Emery and Thomas Delworth.

"Provincial Legislature," proposed by Mr. Hamilton, was responded to by Hon. Mr. Monteith and Hon. Mr. St. John.

Co-operation, declared the Minister of Agriculture, was the keynote of the situation. The association was one of the most successful offsprings of the new Government. The Minister made the important statement that the Government were considering and would shortly establish an experimental station in a more suitable location than Guelph.

Hon. Mr. St. John urged co-operation, and assured the association of every as-

sistance in the power of the Government.

"Municipal Institutions" brought replies from Reeve George Syme and Councillor George Henry.

"Our Guests" was coupled with the names of Herman Simmers, Tom Rennie and Joseph Rush. The committee in charge were M. Hamilton, E. Elford, T. Delworth, George Syme, jr., and Frank Reeves.

N. B. WHOLESALE GROCERS' GUILD.

A meeting of the Wholesale Grocers' Guild of New Brunswick was held in the Board of Trade rooms, St. John. The matter of delegates to a meeting of the Dominion guild was left with a committee, and there was discussion of matters which might be brought before the Dominion guild. Other business of the meeting was private. Among those present were A. H. F. Randolph, of Fredericton, and J. F. Edgett and J. H. Harris, of Moncton.

White & Co., Limited, Toronto and Hamilton, wholesale fruit and produce importers and auctioneers, held their first annual meeting of shareholders at their offices, 64 Front East, Toronto, Jan. 25. The report presented covered a period of seven months, being the elapsed time since their incorporation, and was most gratifying to the shareholders. At a subsequent meeting of the directors Mr. James Langskill, Toronto, was elected president, Mr. George Acheson, Goderich, vice-president, and W. H. Despard, manager and secretary-treasurer.

The company have enjoyed a most successful season. Mr. Anderson, manager of the Hamilton branch, was also present at the meeting.

HOLBROOKS, LIMITED.

On January 5, after the annual conference of the representatives of Messrs. Holbrooks, Limited, the annual dinner of the managers, travelers, and clerical staff took place at the Acorn Hotel, Birmingham, England. The company numbered about seventy.

Mr. A. H. Thompson, managing director, presided, and Mr. Callard, director, also attended.

After the loyal toast a capital musical programme was gone through, most of the items being rendered in first-class style. In the humorous portion Mr. Sands evoked much merriment by the exceedingly funny manner in which he presented the characters represented.

Mr. Callard, in proposing the toast "The Travelers," extended a hearty welcome, and remarked how pleasant it was to meet them all at this festive season, coming as they did from every part of the country.

Mr. Bridgens responded, and in a humorous speech showed that although a traveler's life might not be all sunshine and smiles, there was a good deal outside of the prosaic to be obtained by those who, in moving about, kept themselves fully alive as to what was going on around them.

The company dispersed after having spent one of the most enjoyable meetings since the institution of these Christmas gatherings.

During the evening it was remarked that in the company present there were twelve persons whose connection with the company averaged a period exceeding 25 years, a fact upon which the gentlemen referred to are to be congratulated.

GREEK CURRANT SITUATION.

The following review of the currant situation has come to hand from Hancock & Wood, Patras, Greece, and is of special interest at the present moment:

"In consequence of the charter granted last July to the Privileged Company for the Protection of Currant Production and Trade, business in the article in this country has been carried out under novel conditions. It will be remembered that, in return for several important concessions granted to it, the company guaranteed minimum prices for the various growths which, according to the average exchange ruling during the last six months, are equivalent to 13s. 6d. f.o.b. in quarter-cases for the lower kinds, 14s. 6d. for the medium sorts and 15s. 6d. for finest quality; these prices the company is compelled to pay to anyone tendering said description of currants and is debarred from exporting them excepting in the shape of wine or alcohol, unless circumstances admit of their being resold locally to exporters at the price of drachmae 160 per mill, which at to-day's exchange is equivalent to 17s. f.o.b. in quarter-cases. In addition, the company is compelled to advance four-fifths of the guaranteed prices to anyone depositing good merchantable dry currants into its warehouses, which are established in all the currant districts, charging only 6 per cent. per annum interest; said fruit is returnable to the depositor on payment of the advance, but he has the option, before the new crop is harvested, of declaring that he wishes the company to retain it at the guaranteed price of the growth to which it belongs. It will be readily understood that many growers have availed themselves of this privilege, for it enables them to cover their immediate financial requirements, still retaining possession of their fruit, which they have the option of selling on the open market or to the company.

"At the end of December, 30,800 tons had been handed over to the Privileged Company in return for the retention warrants; the company pays nothing for this fruit, but it is not allowed to export it excepting in the shape of wine or alcohol, and this, of course, is one of its principal assets; 28,000 tons had been deposited against advances, and 4,600 tons had been sold outright at the guaranteed prices, about 75,000 tons have been exported to various consuming markets, leaving 25,000 to 30,000 tons still in growers' hands, or say 53,000 to 56,000 tons still disposable.

"Owing to the novel conditions prevailing there has been, throughout the season, no pressure to sell and prices have undergone but slight fluctuations, the decline in the rate of exchange being principally responsible for any changes there may have been. The company's charter covers a period of 20 years and dealers in the article are assured, as long as it exists, that currants cannot be sold profitably from this country under the guaranteed rates and that any important fluctuations are unlikely."

BUSINESS PERSONALS.

Mr. Wm. B. Stewart, representing the Hamilton Cotton Co., Hamilton, Ont., is in Montreal this week.

Mr. John Bowers, formerly of T. B. Escott & Co., is now with Edward Adams & Co., wholesale grocers, London, Ont.

Mr. Chas. Butler, of the purchasing department of Chase & Sanborn, Boston, was a visitor to the Montreal branch during the week.

Mr. David Grierson, of the Wee MacGreegor Co., Toronto, was a caller upon the trade in Montreal this week. Demonstrations of his company's products are being made in several of the leading stores.

Mr. J. B. Haviland has resigned his position as superintendent of the Mooney Biscuit & Candy Co.'s factory, Stratford. He will leave the city to engage in the wholesale and retail confectionery business in Port Huron, Michigan.

Mr. R. S. McIndoe, one of Toronto's best known grocery brokers, was met by The Grocer on St. Paul street, Montreal, last Tuesday. Mr. McIndoe reports good business and favorable prospects in all lines, notably Wm. Clark's and Bovril.

W. T. Howard and Geo. Howard, grocers, Isabel street, Winnipeg, have left for their old home, Garrison House, Rothdowny, Queens county, Ireland, where they intend to spend three months looking up relatives and old acquaintances, after an absence of twenty-four years.

John Horne, who for several years has been sales manager for Campbell Bros. & Wilson, of Winnipeg, was transferred last week to Calgary to assume the management of the branch in that town. Paul Johnson succeeds him in Winnipeg. Mr. Johnson will have charge of the buying department in addition to his new duties as general sales manager.

Mr. George W. Cameron, Ottawa, late of the A. K. Mills Company, has been appointed western representative for J. Hirsch & Co., cigar manufacturers, of Montreal. He will make his headquarters at London, Ont. Mr. Cameron is one of the best known young men of Ottawa and very popular, his genial manner having gained him hosts of friends. An ardent lover of athletic sport, especially hockey, lacrosse and football, he is known as one of the best informed men on affairs of those branches in Ottawa and for years has seldom missed an important game.

Mr. E. E. Olding, manager of the Kohola Sugar Co., in Kohola, Hawaiian Islands, is in Pictou county visiting friends and relations and is at present the guest of his sister, Mrs. John T. McQueen. It is nineteen years since Mr. Olding left the farm at Pine Tree, a young man with the western fever. He went into the sugar business, making a careful study of the growing and manufacturing, and is now looked upon as one of the masters in the trade. From his good appearance one would judge that life in the Sandwich Islands was particularly to his taste.

START RIGHT NOW

"Have you **Orange Meat?**" Often that question is asked in grocery stores only to receive the "I-have-just-run-out" or "I-will-be-getting-some-next-week" replies.

The intermittent way of ordering supplies is not the successful way.

Start right now to inculcate the **Orange Meat** habit. Just treat **Orange Meat** as you would sugar, butter, etc.—have a goodly quantity in stock all the time.

Orange Meat is here to stay. Be sure of that. **Orange Meat** will continue to be the best breakfast food on the market. Be sure of that, too.

It is to your interest to sell all the **Orange Meat** you can.

So start right now to be a regular buyer.

The habit is a profitable one.

Agents in Montreal: R. B. Hall & Sons.
Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.
Limited
KINGSTON, ONT.

FLOUR AND CEREAL FOODS

We cannot report great things by any means during the week under review; trade has been of only moderate interest. The general conditions throughout the Dominion since the holiday season have been those of uncertainty and inactivity.

There has been a slightly better demand from the eastern provinces, and although the business is not nearly so good as is generally looked for at this time of the year, the slight improvement is regarded as an indication of a better demand later on.

The export trade has again fallen flat. Prices on the English market have considerably weakened, and fallen to a point at which offers are distinctly unremunerative and in consequence dealers are refusing trade.

The domestic trade continues fair and quite what is expected at this season. Many firms carried heavy stocks for the holiday season, which they are naturally anxious to work off, the continued weakness of the market being a pregnant feature in making hesitating buyers.

The very mild Winter, the record for December being the highest temperature in over twenty years, and the light fall of snow have awakened inquiry as to the condition of the growing crops. A prominent man who is familiar with the best wheat districts of Ontario gives it as his opinion that no harm has been done so far. There has not been sufficient severe frost to injure the growing plant. The heavy fall of snow which appeared to be general throughout Ontario the latter part of the week will afford more protection to the growing wheat than it has had so far this Winter.

A report from Winnipeg is received to the effect that the condition of Fall wheat in Alberta is first-class. The acreage is reported as being largely increased as compared with that of 1905 and the progress of the plant is good in every instance.

PRICE SCHEDULE WITHDRAWN.

The Oatmeal Products Millers' Association has come to an end, having been unable to meet the competition of two or three large millers who remained outside the combination. The announcement of the breaking up of the association came in the form of a brief telegram which was sent out to all the members from the head office in Toronto. The message read:

"Price schedule has been cancelled until further orders."

This means that the members of the association are once more at liberty to sell to anyone at any price they may choose and in any way they may choose.

Before the inauguration of the association there was so much cutting of prices in the rolled oat trade that many millers found it hard to make a profit and at best the business was a very uncertain one. The smaller millers in the country who had their supplies of oats driven right up to the doors of their mill by the farmers could easily undersell the larger firms who bought their supplies by the carload and had to pay freight and other incidental expenses. In years when the export trade was dull some of the larger millers could hardly make enough to keep their establishments running on account of the keen competition for the local trade and the cutting of prices down to the smallest margin of profits.

The association was founded to protect the larger millers about three years ago. The plan of organization was very cleverly worked out, attention being given to every detail of the business. Its failure was caused by the fact that several large firms were unwilling either to enter the combine or be bought up.

The number of oatmeal milling companies in Canada at the time of the formation of the combine was about thirty. The combine included about ten of these. The remainder with the exception of two or three were paid a fixed rate per annum, according to the capacity of the mill, to manufacture no oatmeal products whatever. The combine virtually rented these mills and closed them up, though the millers were allowed to manufacture patent breakfast foods or cornmeal if they wished to do so.

AMERICAN CEREAL CO'S NEW STOREHOUSE.

With the completion of the new addition to the American Cereal Company's plant, the home of Quaker Oats at Peterboro has an increased floor space of an acre, and the storage facilities are greatly enlarged.

The estimated cost of the work is placed at $30,000. The new building is five storeys in height, and its dimensions are 100 by 83 feet. It is of a most substantial character throughout, and is in every way adapted to the purpose intended, i.e., for storing the products of the cereal and flour mills. The floor space is about one acre, and even this big addition will not be found too much as the demand for the mill products, and, consequently, the output, is increasing daily.

In addition to these big departments, the American Cereal Company will, in a short time, commence the manufacture of puffed rice, a new product that will be made with the carefulness and skill that have made famous other articles turned out by the company, and that should achieve the popularity gained by Quaker Oats. The machinery for its manufacture will soon be ready for use.

About 500 employes are at work in the various departments at the present time, and the interior of the buildings presents a very busy spectacle.

With the new addition, the amount of ground covered by the buildings is nearly two acres, and the total floor space is estimated by Contractor Langford at ten acres. The department used for storage purposes is 240 feet by 80 feet. The mill is 135 by 90 feet, the dry house 60

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

Just a Trial Order

That's all we want. If you will give your customers

"Gold Crown" Flour

once, they will ask you for it again. It is a trade winner.

Sutcliffe-Muir Milling Co., Limited
Moosomin, Sask.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases
2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.
Ask Your Wholesale Grocer for It.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.
LIMITED
GODERICH, ONTARIO.

THE DOW CEREAL AND MILLING Co

PILOT MOUND, MAN.

Eastern and Western Buyers of Car Lots ROLLED OATS

Wire or write us for prices on

The reliable and well-known

BUFFALO BRAND
Clean and Sweet
MANUFACTURED BY
THE DOW CEREAL & MILLING CO.
Pilot Mound, Manitoba

NICHOLSON & BAIN, Winnipeg, Man.
Sole Sales Agents

by 90 feet, and the engine room is 50 by 80 feet. In addition to these buildings, there is the elevator, which is 150 by 80 feet, and the cleaning house, 50 by 80 feet. The buildings range from five to eight storeys in height.

The office staff of the company will have fine new quarters in the south-east part of the new addition. The dimensions of the offices will be 85 by 32 feet, and they will be furnished and equipped in a most modern manner.

THE BEST
ADVERTISEMENT

The very best reason you can give to your customers why they should buy RALSTON HEALTH FOOD is your own recommend. Have you tried it on your own breakfast table? That will settle the matter. You can sell it then. You can see the unbroken germs—the life of the wheat in every taste. So easy to cook—just five minutes.

We will be glad to have you write us about Ralston.

THE TILLSON COMPANY
Limited
TILLSONBURG, - ONTARIO

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

MAPLE
SYRUP AND SUGAR
Something everybody enjoys. Our
STONY CREEK and ROYAL brands
are becoming more popular every day, because they lead the world in quality and price. For sale by
Imperial Fruit and Produce Co.
Winnipeg, Man.
Provost & Allard, Ottawa, Ont.
Forbes Bros., Montreal, Que.
T. KENNEY & SON.
Hallerton, Que.

At a banquet given at Peterboro by Warden Johnston, Mr. Robert Stewart, treasurer of the American Cereal Co., was quoted as authority for the statement that if the company were sure that the Trent Canal would be completed within a few years, they would erect in Peterboro a flour mill with a capacity of 5,000 barrels per day. Cheaper carrying rates by water, direct from Fort William, of wheat, and of the finished product to tidewater, are factors in determining the company's action.

MONTREAL MARKETS.

Flour.

More than the usual dullness has characterized the week's trade. Inquiries have been few, and sales small, so that dealers seem to be justified in their assertion that trade is almost at a standstill. Prices have remained stationary, and, aside from its sluggishness, the market shows no feature.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	2 00	2 10
Royal Household		4 80
Glenora		4 40
Manitoba spring wheat patents		4 70
" strong bakers		4 20
Buckwheat flour		2 10

Grain.

Things are very quiet in the grain market this week, except for the good demand for oats. This is perhaps the one bright spot of the situation in a season which is notoriously slow. All ex store:

No. 4 barley	0 47¾
No. 2 white oats	0 40½
No. 3 white oats	0 39½
No. 3 yellow corn	0 52½
No. 2 peas, basis 78 per cent. points	0 80

Rolled Oats.

Conditions are, if anything, more disappointing than last week. Goods are moving very slowly so that even at a season which is always dull, sales are scarcely up to expectations. Prices are unchanged.

Fine oatmeal, bags	2 20	2 30
Standard oatmeal, bags	2 30	2 40
Granulated " "	2 20	2 25
Rolled oats, "	2 25	2 30
"		5 10
" 90-lb. bags		2 60
" 80-lb. bags		2 45

Feed.

Bran is very hard to get, and this condition will probably not be relieved for a month or more. Other lines are extremely sluggish, scarcely any demand being shown. Dealers have not amended their prices since our last report.

Ontario bran	17 00	17 50
Ontario shorts	20 00	21 00
Manitoba shorts	19 50	20 00
" bran	18 00	18 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00

Hay.

The hay market is unchanged. The feeling is easy and supplies are plentiful and offerings liberal. No. 1 and good No. 2 are firm at our quotations. The local demand is good, while export is somewhat easier.

No. 1	8 50	9 00
" 2	7 25	7 50
Clover mixed	6 00	6 50
Clover, pure	5 50	6 00

TORONTO MARKETS.

Flour.

There is little improvement to report in trade conditions; demand is slow and uninteresting. Some competition has been going on in selling prices, apparently with the idea of stimulating trade, but the only apparent effect has been to give lower quotations. Export inquiries have been good, but few sales have been effected. The Liverpool market has set itself against present quotations, and prices offered are much below what dealers are prepared to accept.

Manitoba wheat patents, per bbl. in bags		4 30
Strong bakers " "		4 10
Ontario wheat patents " "	3 60	4 00
Straight roller " "		3 50

Grain.

Trade has not been over active since our last report; arrivals have been slow to come in. At outside points reports denote only fair deliveries at the mills, and tend to show that farmers are disposed to market only a portion of their grain, a good deal being held back for expected developments. In most lines prices have firmed up a little, as will be seen from quotations.

All on track Toronto.		
Manitoba wheat, Northern No. 1	0 86	0 86½
" " " No. 2	0 83	0 84
" " " No. 3	0 81½	0 82
Red, " per bushel.		0 75½
White, " "		0 79
Mixed "		0 78
Barley "	0 43	0 49½
Oats, new, "	0 35½	0 36½
Peas "		0 79
Buckwheat "	0 52½	0 53
Rye, per bushel, "		0 70

Breakfast Cereals.

The delivery of grain for breakfast cereals is reported as fairly good at most points throughout the province. Trade, however, is disappointing even at this season, which is always considered a falling one. Prices are unchanged at the decline reported in our last.

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 80
Rolled wheat in boxes, 100 lbs.	2 25
" " 50 lbs.	1 25
Rolled oats, standard, carlots, per bbl., in bags	4 55
" " " " " in wood	4 75
" " " " for broken lots	4 95

ST. JOHN, N.B.

Flour, Feed and Meal.

In flour, a steady business. There seems rather less confidence in the market. Oatmeal is somewhat lower and very dull. Oats unchanged. Cornmeal is lower. Beans are firm, white beans ranging higher than yellow eyes. In seeds, there is some interest; prices will be high this year. American timothy and Canadian clover chiefly sold.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

Figure it out for yourself

"Full weight in every package"

EGG-O-SEE, the green package cereal, is the highest grade cereal food in the world. It gives the consumer what he pays for and leaves the retailer the profit he should have.

Just because Egg-O-See is a straight business proposition, no Coupons, no Premiums, no deals of any kind.

RETAILS AT 15c. PER PACKAGE

2 for 25c.

RETAILS AT 15c. PER PACKAGE

2 for 25c.

Our price to the retail trade:

$3.60 per Case of 36 Packages

Ex. Jobber's Store, in single case lots.

$3.50 in 5-Case Lots or Over

Freight paid to any point in Ontario, Quebec or Maritime Provinces.

Order through your jobber

EGG-O-SEE CEREAL CO.

43 SCOTT ST., TORONTO

B. H. BLAKESLEE, CANADIAN MANAGER

McWILLIAM
Mc. AND E.
EVERIST

Are prepared to quote
Special Prices
on
Domestic Onions
If you are interested write—

Fresh Arrivals,
CELERY,
BANANAS,
LEMONS,
CALIFORNIA NAVELS,
MARMALADE ORANGES,
MEXICAN ORANGES,
LETTUCE, SPINACH,
SWEET POTATOES,

25-27 Church St., TORONTO

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.
Packers and Expoters
57 Market St., - HAMILTON

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

A week of extreme quietness has been the condition ruling. No feature of particular note is reported.

In the Maritime Provinces the leading feature has been the apple trade, and that is reported as falling slow. The complaint seems to be of inferior fruit. The local fruit has not been up to the standard, and western fruit is said to be turning out badly, and not at all equal to prices paid. Any really good fruit is fetching high prices.

Montreal reports very little activity. Grape fruit has been a little exciting on account of arrivals not keeping pace with demand and a consequent stiffening of prices.

Cranberries are pretty well depleted and any arrivals at whatever points are fetching high prices. The vegetable situation is unusually dull. It is expected to be quiet at the close and opening of the year, but should begin to move quickly after. At present, however, life is absent. Some imported cabbage have come on the market and are showing good quality.

WRAPPING APPLES IN PAPER.

The apple shipments from Ontario and Nova Scotia points continue this Winter in somewhat increased quantities to previous seasons and almost every steamer leaving St. John for London, Liverpool and Glasgow carries away several car loads (about 180 barrels to the car).

The packers of apples in Ontario at this time of the year seem not to be much rushed and have leisure to wrap each apple in paper, and as they reserve the choice of their orchards for this style of shipping the goods prove very attractive when in nice clean boxes. One steamer left Halifax a few days ago with 10,000 barrels of Nova Scotia apples.

FRUIT-GROWERS RESOLVE.

At the annual meeting of the New Brunswick Fruit Growers' Association in Fredericton on the 26th, instructive addresses were delivered by President John C. Gilman, Prof. Macoun, of Ottawa, and others. A resolution was passed recommending that the Ontario barrel be made the standard for Canada.

The committee recommended for discussion at the fruit growers' convention to be held at Ottawa, the extension of cold storage and refrigerator car systems.

That express companies be brought under the supervision of the Railway Commission.

That the use of barrels below legal size be prohibited.

That the Department of Inland Revenue take steps to prevent the adulteration of fruits and jellies.

That nurseries be inspected for dangerous scales and insects.

That the Federal Government be urged in every way to safeguard and develop our export trade.

It was decided to make a fruit exhibition the annual feature in connection with meetings.

INSPECTORS FOR DOMESTIC MARKETS.

The Retail Merchants' Association of the city of Toronto, sent a deputation to see the Board of Control with a request that council appoint a fruit inspector for the city, whose business it would be to attend at the market and inspect fruit arriving in the city to see that the classification was right, and that the fruit on the top of the package was a fair sample of it all the way through.

They had with them A. McNeil, chief Dominion fruit inspector, who explained that the Government looked after inspection of fruit for export and locally at distributing centres. To appoint inspectors locally, such as the retail merchants wanted, would involve an immense cost.

The board decided to get a report from Dr. Sheard before coming to a decision.

EFFECT OF MILD WEATHER ON FRUIT.

W. H. Bunting, president of the Niagara Fruit-Growers' Association, and Robert Thompson, a leading grower in the Niagara Peninsula, report that while hopeful regarding the fruit outlook, were free to admit that conditions were critical in the extreme. It is thought no actual damage to the buds has so far developed, but a continuance of warm weather would necessarily be attended with disastrous results.

Advices from over the fruit area indicate great anxiety among the growers consequent upon the remarkably mild weather.

A ROYAL DECORATION FOR U. S. FRUIT DEALER.

Joseph Digiorgio, as he is known in the land of his adoption, or Giuseppe Di Giorgio, as the Italians know him, has just received official notification from Rome that he has been decorated by King Victor Emmanuel with the order of the Chevaliers of the Crown of Italy, the most coveted distinction in the gift of the Italian ruler.

The decoration is the direct gift of the king and is in recognition of the distinguished commercial success of Mr. Digiorgio in America. No amount of wealth or influence can obtain this honor for any who may eye it with greedy intentions. Deeds pay the price, and the decoration has in the past most generally been bestowed for valorous conduct or particularly high diplomatic achievement. Blood and birth are of no avail for the prize.

Mr. Digiorgio came to New York 15 years ago when a mere boy. He applied himself to the fruit business, and so

mastered its details that within a year he was entrusted with the American agency of a large Sicilian fruit house. In 1895 he located his headquarters in Baltimore.

Two years later he organized the Monumental Fruit Co., and then adversity applied her tests to him. First he lost a ship at sea. Then other vessels encountered difficulties which delayed their arrival and the lost time was sufficient to spoil the fruit in their cargoes. He planned to offset these disasters with other arrangements, but the plans were upset and he was confronted with the most discouraging conditions.

He had confidence in himself, however, and there were others who had confidence in him, and they got together and formed the Cantanzaro-Digiorgio Importing Co. This prospered and built up an enormous business. About a year ago the big Atlantic Fruit Co. found him in the forefront of its ranks. He took a prominent part in the battle with the United Fruit Co., with which concern his company is now said to have an alliance. The Atlantic has some 15 vessels which ply between coast ports and the West Indies. Mr. Digiorgio is but 31 years of age.

MONTREAL MARKETS.

Green Fruits.

Trade is very quiet, and, indeed, there is next to nothing doing. Market conditions remain much the same as last week, the only changes of note being in Jamaica oranges, which have advanced 75 cents per barrel, and Jamaica grape fruit, which is up 75 cents per box. This is accounted for by a good demand with small receipts, and it is expected that the next arrivals will be sold at the same price. One of the leading commission firms will have two cars of Mexican oranges this week. They will probably sell at from $2.25 to $2.50, as the quality is good. Good sales of apples were made early in the week at from $2.25 to $3.40.

Oranges, Florida, case		4 50
Tangerines		3 00
Navels		3 00
Dates, per lb		0 04½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples		5 50
Jamaica grape fruit, per box	4 50	5 00
Apples	2 25	5 00
Lemons, per box		2 50
Jamaica oranges, per bbl		5 25
Grapes, Almeria, extra fancy Longkeepers		7 00
" Fancy		6 50
" Choice		6 00
Cranberries, N. S., nominal		20 00
" Cape Cod, "		25 00
Spanish onions, cases		2 75

Vegetables.

Business is very dull, with everything dragging. Commission merchants, as well as the Bonsecours market dealers, are feeling a slackness that is due largely to the weather, but also, though to a smaller extent, to the municipal elections, which are engrossing the public mind just now. No stir is expected in the vegetable market until the middle of February.

We quote :

Potatoes, per bag	0 65	0 75
Parsley, per doz. bunches	0 25	0 35
Sage, per doz		1 00
Savory, per doz		1 00
Green peppers, per basket		1 00
Home-grown cabbage, per bbl		0 75
Tomatoes, Florida	4 50	5 00
Spanish Onions, cases	2 50	2 75
" " crates		0 90
Red onions, brl		3 00
Turnips, bag		0 50
Water cress, per doz		0 75
Grand Rapids lettuce, per box	1 60	2 00
" " per doz		0 50

SHIPPERS

of DAIRY PRODUCE using this market. Don't overlook us. We have trained, experienced men in charge of our

Butter, Egg and Poultry Department

thoroughly in touch with the best trade to obtain best results.

MODERATE RATES OF COMMISSION CHARGED

TRY US WITH YOUR NEXT CONSIGNMENT

WHITE & CO., LIMITED

Wholesale Fruit and Produce

Branch at HAMILTON TORONTO, ONT.

W. B. STRINGER *J. J. McCABE*

They'll last a lifetime

While this is not exactly true it is about the only term that can be used to fairly convey the superiority of the keeping qualities of **St. Nicholas Lemons.**

W. B. STRINGER & CO., Agents, Toronto and Montreal.

FRESH CAR CABBAGE. $2 50 brl.

Full lines Fruit, Fish and Oysters.

Reduce Express and Freight Charges by ordering Fish, Oysters and Fruit jointly.

The F. T. JAMES COMPANY, TORONTO

33 Church St., 76 Colborne St.

CALIFORNIA CAULIFLOWER—Carload just received, $4.00 per crate.

CALIFORNIA CELERY—Another carload, $4 50 to $4.75 per crate.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

FANCY CALIFORNIA CELERY.—$5.00 case.

SPANISH ONIONS—Large case, $3.00.

" " Small " 1.00.

EX. FANCY NAVEL ORANGES—At $3.25 box.

FANCY ALMERIA GRAPES.—At $5.50. Only a few left.

LET THAT LABEL BE YOUR GUIDE

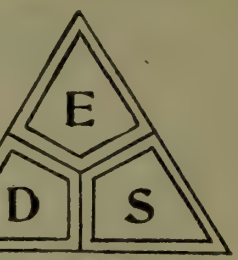
You haven't got $25.00 to waste on fines; neither have you any customers that you are particularly anxious to lose.

When ordering Jams, etc., just see that you specify clearly,

E. D. S. BRAND

When you get the goods be sure "E. D. S." is on the Label, and if it isn't **don't take them.** "E. D. S." on the label is "safety." It means the Jams, Jellies, etc., are **pure, pronounced so** by the **Government analyst, guaranteed** by E. D. Smith.

The Eby, Blain Co., Limited, are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.



E. D. Smith's Fruit Farms, Winona, Ont.

FRESH ARRIVALS THIS WEEK

Car Fancy Bananas
Car Extra Fancy Lemons
Car Extra Fancy Navel Oranges
Car Fancy Sweet Sonoro Oranges

Never mind what the other fellow's prices are, you can depend upon **WALKER'S** to be right, and the quality too.

HUGH WALKER & SON, WHOLESALE FRUIT Guelph, Ont.

TRADE MARK

This design a guarantee of quality.

"CRYSTAL BRAND" VEGETABLE PARCHMENT

TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN
JUST RIGHT FOR BUTTER WRAPPERS

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

Boston lettuce, per doz	1 00	1 25
Sweet potatoes, per basket	....	2 00
" per bbl.	....	5 00
Celery, per crate	....	4 75
Spinach, per bbl.	....	3 00
Cucumbers, per doz.	....	3 00
New potatoes, per bbl	....	7 00
Mushrooms, per lb	....	0 90
Brussels sprouts, per quart	....	0 15
Carrots, per bag	....	0 50
Horse radish, per lb	....	0 15

ONTARIO MARKETS.

Green Fruits.

The market has been particularly slow since our last report. No feature of interest has developed, and no change of importance has transpired. Lemons have further recovered from the slightly downward tendency. California oranges are still arriving and showing better conditions. Valencias are easier.

Oranges, California, 96's to 200's, per box	3 25	3 50
" " 250's to 288's "	....	2 75
" Mexican, 96's to 250's, per box.	2 00	2 35
" Florida, 96's to 216's "	....	3 25
" Valencia, 420's, 714's, per case	4 25	4 50
" Marmalade, 200's, per box	....	2 50
Lemons, Messina, 300's 360's, per box	2 25	2 75
Grapes, Almeria, per barrel	6 00	6 50
Cranberries, fancy Jersey's, per barrel, nominal	...	13 00
" " " per case, "	....	4 50
Apples, fancy spies, per box	....	1 50
" greenings, per box	....	1 40
" Winter varieties, per barrel	3 50	3 75
" cooking, per barrel	....	2 75
Bananas, per bunch, firsts	1 75	2 00
" " Jumbos	2 25	2 50
Pineapples, per case	4 50	5 00
Grape fruit, Florida, 46's, 96's, per box	4 50	5 00
Tangerines, Florida, fancy ½ strap	....	2 75

Vegetables.

Particularly slow and uninteresting has been the condition ruling on the wholesale market. Imported cabbages have been received and are quoted at $2.25 per barrel.

We quote:

Potatoes, kiln dried sweet, bushel hamper	1 75	2 00
Potatoes, per bag	0 90	1 00
Onions, per bag	1 25	1 30
Onions, Spanish, per small crate	....	1 00
" large cases	....	3 00
Cabbage, per bbl. (imported)	....	2 25
Cauliflowers, domestic, per doz	0 75	1 25
Beets, per bushel	....	0 50
Carrots, per bushel	....	0 50
Lettuce, per doz. bunches	....	0 30
" imported, per doz.	0 35	0 40
Radish, per doz.	0 50	0 60
Cucumbers, hothouse, per doz.	2 00	2 25
Mushrooms, 1 lb. boxes, per lb	....	0 80
Celery, Californian, per case	....	4 50
" " pony case	....	2 75
Beans, white, prime, bush	....	1 75
" " hand-picked, bush	....	1 90
" Lima, per lb	....	0 06½
Tomatoes, Floridas, 6 basket crates	....	5 00
" extra choice, 6 basket crates	....	4 25

HOW THE NUTMEG GROWS.

The nutmeg is the seed kernel of the nutmeg tree which grows in the Malay archipelago, and is known to botanists as the myristica fragrans. This tree, which is from twenty to thirty feet in height at maturity, resembles the pear tree in the shape of its leaves and fruit. Its flowers are like those of the lily of the valley and exceedingly fragrant.

The fruit is about the size of the peach and is edible. It breaks open in halves when ripe and exposes the seed, partially enveloped by a bright scarlet covering or arillus, which, when dried turns yellowish brown and is called mace. The seed proper has a thin shell and the kernel at first is smooth but becomes wrinkled in drying.

The nutmeg tree begins bearing about eight years after planting the seed, and continues to yield for seventy-five years. The average product per tree is about five pounds of nutmegs and one and a half pounds of mace.

While like many tropical trees, the nutmeg has ripe fruit upon it at all seasons, there are three principal periods of harvesting, viz., July, when the fruit is most abundant, though it yields thin mace; November, when the mace is thicker though the nutmegs are smaller; and March, when both nutmegs and mace reach the greatest perfection, though as this season is dry the production is not great.

After nutmegs are gathered and stripped of their outer coverings, they are placed upon gratings over slow fires and dried at a low heat (not over 140 degrees Fahrenheit) until the kernel rattles freely in the shell—an operation which takes about two months. The shells are then broken and the kernels dipped in milk of lime to render them safe from the attacks of insects, as well as to destroy their power of germinating. They are then packed for export in tight casks which have been thoroughly soaked and coated on the inside with lime wash.

CHINA
CUTLERY
LAMP GOODS

CROCKERY

GLASS
SILVERWARE
EARTHENWARE

Unprecedented Values in the Finest Goods

Our travellers are now out fully equipped with the choicest range of samples on the market, many of which cannot be duplicated in Canada. Don't miss seeing them.

THE JOHN L. CASSIDY CO. LIMITED
MONTREAL

To Wholesale Grocers of Canada

GET BUSY

is our Motto for 1906 and we want your orders for Canned Sea Foods:

¼ Oil Sardines	(Sanitary can)	100	tins	to case
¼ Oil Sardines	(Hand made)	100	"	"
¼ Mustard	" "	100	"	"
¼ Tomato	" "	100	"	"
¾ Mustard	" "	50	"	"

Also Herring in Tomato Sauce, Kippered Herring, Kipperines in Cartons and Tins, Clams, etc. Every tin guaranteed. Price lists and information furnished promptly on request. Write or wire your order to

CONNORS BROS., Limited
BLACK'S HARBOR, N.B.

Largest Sale in the World

King Oscar Sardines

The Most Delicate Flavor and Purest Olive Oil

ASK YOUR WHOLESALE HOUSE

JNO. W. BICKLE & GREENING
HAMILTON, ONT.

Canadian Selling Agents.

In buying **CANADIAN SARDINES**

be sure and order the ***"GOLDEN RULE"*** brand.

Packed only by ***THE McDONALD PACKING CO., FAIRHAVEN, N. B.***

Packed with the greatest care in the new solderless tins. Each and every can guaranteed.
You take no risk, and your profit is good and sure.
Every first-class jobber and retailer should have them.
Insist on getting "The Golden Rule" brand.

J. W. WINDSOR, Sole Agent for Canada **MONTREAL**

PROGRESSIVE RETAILING

CARE OF EMPLOYES IN MODERN STORES AND FACTORIES.

In the great race for wealth, in the struggle of every day life to fill each moment to its utmost in order to accomplish many things, the average man of business rarely considers the little things that may mean a great deal of comfort to his employes.

In the large business houses of England it is customary to serve tea or coffee every afternoon at four o'clock. In Spain luncheon, and in some instances breakfast, is served to the workers, and they are permitted to enjoy a siesta of two hours in the middle of the afternoon, and though they work later to make up for the rest, still such a relaxation supplies them with a newly gathered force of energy with which to pursue their labors.

In New York several of the larger firms have begun to realize that, if only from a business point of view, it is profitable to minister as much as they can to the worker's comfort, and in several large factories there are some office accommodations that would make men of a few generations back open their eyes in surprise. Perhaps it is the employment of so many women and girls in a large business that has prompted this kindness.

In one of these buildings there is a charming little dining room for the use of the young women employed.

It is not compulsory that they take advantage of the kitchenette ; they are at perfect liberty to have lunches elsewhere if they choose. As the "hash house" in the neighborhood of the company's building, however, is not desirable, and the restaurants are too expensive, nearly every one lunches in the building.

Lunch in these buildings is a sort of continuous performance from twelve noon until about three in the afternoon. The dining room is, of course, not overlarge, and as there are a number of young women in the company's service, they must take lunch in relays. In one corner of the dining room stands a small ice-box. On a warm day it is very nice to be able to open this box, just as you might at home, and take from it cold meat and fruit. The room is furnished in mission style, pleasing pictures decorate the walls, the table is rarely without flowers and the Venetian blinds, half drawn, lend a mellow, soft light that suggests rest and comfort and makes one quite detest the thought of a restaurant lunch. A three-burner gas stove makes it possible for the girls to have just about what they want to eat, and a well filled china closet is supplied with dainty service for the table.

Now, in some of the banking houses the employes are served with lunch by the institution, but the heads of one down town firm hardly thought it right to do this, for a young woman is rather proud and the service might be misinterpreted by some. As this is the case, every morning the errand boy "goes to market," buying just what each young woman wants for lunch.

The building stands near the river, and almost at any time of day you may find the roof cool and pleasant. Here a little frame Summer house with a canvas top has been built, and no matter how hot the day the breezes from the river make it a place of comfort.

Oftentimes the men eat their lunches up here, and spend the entire noon hour under the canvas, where they may read, talk, smoke and be fanned by the cool breezes that blow up the bay, seated in comfortable chairs.

In one of the William street office buildings tea and coffee after the English fashion are served every afternoon at four o'clock.

This tea and coffee making is a question of some importance to the clerks of the office, for when the custom was introduced it was decided that each man must try his hand in the culinary department for a week's time.

There are bread, butter, cheese and preserves served with the coffee and by the time four o'clock comes they are more than welcome to the tired employes.

The service in this office is not as elaborate as is that of another house ; here it is a matter of men and business pure and simple, for there is but one woman in the office and she is kept busy at the telephone board. Sometimes the coffee boils over, sometimes the tea gets a little boiling, but on the whole it is pretty good, for the young woman at the switchboard has written instructions reading like this :

"One tablespoonful of coffee to each cup of water and one spoonful to the pot. Pour cold water over the coffee and let it come to a boil. Don't boil it.

"Boil water for the tea, and then to the pot put in about three teaspoonfuls of tea. Don't let it boil."

Perhaps it is in the large department stores that there has seemed to be a greater increase in consideration for the employes than in other places of business. Of course the great number of women employed in the stores has something to do with this, but ten years ago, or even within a shorter period, one did not find all the comforts that are now supplied for the saleswomen.

One of the stores in town has a unique arrangement—an emergency hospital—and many times it is put to use. This room is fitted up as comfortably as any bedroom in a private house. There is a well supplied medicine chest and a trained nurse is in attendance. There is also a house doctor, so in case of illness he is immediately called. In a store in which over two hundred women are employed it may be imagined that such a room is almost necessary, although in days gone by employers seemed not to realize the real need of kindness to their help.

Here there is also a class for young women who have been deprived of a chance in life to learn certain things about the care of their clothes, for the necessity for earning a living takes away nearly all opportunity of learning many necessary things.

In the rest room, when the girls "go off duty," there is a woman who teaches them to sew. This means that each girl may bring her wearing apparel to the store, and there, when she has an opportunity at noon, may learn, with the assistance of a skilled workwoman, to make her own clothes and make them correctly.

An hour seems but a short time to learn much, but in this time a girl accomplishes a good deal, and if she desires may come early in the morning and spend her time in sewing.

The New York Telephone Company is probably more careful to its women employes than is any other company in the city. For a woman to sit all the hours of a day at a telephone switchboard is wonderfully exhausting work, and for these girls everything is made as comfortable and easy as possible. Each has her own private locker for her clothes, which affords her room to hang her street skirt, which is generally exchanged for a workday habit. There are rest rooms and retiring rooms for those who do not feel well and desire quiet and a total absence of voices. The dining room is furnished with polished top tables, a matron is in attendance and makes the tea, coffee and chocolate, which are supplied free by the company, while the girls bring their eatables.

The day of the cash boy and girl is almost over. Still, in a few of the stores of the city these little wage earners answer, more or less energetically, to the call of "Cash !" and the rap of the saleswoman's pencil.

In one of the stores there is a chance for every boy and girl to obtain an education, at least a sort of schooling that will put their minds in training and help them to think.

In this store there are many little boys employed. A greater portion of these children have been denied a proper schooling, and the owner of the store realizes that without a proper amount of education, without a training of his young mind to methodical thought, it is pretty hard for the boy to work well when he becomes a man.

For this reason a morning school is opened in the store, and an hour and a half before the time of opening the doors to customers finds every boy in his chair before the teacher.

In this school the boys are given lessons in arithmetic, writing, spelling, reading and geography, and the interesting point of it all is that the boys seem exceedingly eager for their work, and though it is not compulsory that they attend, there is rarely ever a boy absent from the class.

Some of the business houses in the city are certainly bending every effort to give their men and women a fair chance and in nearly every case the employer finds that his employes appreciate the kindly things done for them, for it comes not as a charity, but merely as a help to the worker.

"I do not doubt," said a member of a business corporation that serves lunches to its employes, "that in time all of the large houses will do this ; the men seem to feel more refreshed after lunching quietly in our dining room, and then either going out for a walk or reading in the rest room, than if they frequented restaurants with their rush and noise. It is, all in all, a comfortable plan ; the heads of our firm, even, have their dining room and prefer lunching there rather than going outside."

Such are some of the little things done to lighten the load of bread winners, and a generous spirit seems spreading among employers, who see that it is only just to promote the comfort and happiness of those under them.

"I want to complain of the flour you sent me the other day," said Mrs. Newliwed, severely.

"What was the matter with it, ma'am ?" asked the grocer.

"It was tough. My husband simply wouldn't eat the biscuits made with it."

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Shirriff's Flavoring Essences

stand for long experience, high quality, absolute reliability. They sell well now because they have been before the people for years.

Manufactured by
IMPERIAL EXTRACT CO.
TORONTO

W. P. KAUFMANN
19 Caer Howell Street, TORONTO
Analyst & Consulting Chemist
Advice regarding processes of manufacture and technical applications of chemistry.

If you have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks or disputed accounts. Who that has "pass. book" customers has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstanding is as follows.

IF A MAN WANTS CREDIT

or $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.
ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL, Aberdeen, Scotland, is always ready to handle consignments of Canadian produce. Aberdeen is a developing market. Won't you at least give it a trial? Others did so, were satisfied, and continue shipping. Personal attention. Prompt returns.

A. C. DOUGHTY & CO.
Head Office, 20 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections a references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfiel

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

This space $30 per year.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

This space $15 per year

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers,
Covent Garden,
LONDON, W.C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U.S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

Salter & Stokes 20 King St. W. Smithfield, 226-7 Central Market, E.C., London, Eng
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield, We buy outright

JACOBS' BISCUITS

Don't forget the name, nor overlook this line of imported biscuits. Made in Dublin, and packed specially for export trade. No finer line of fancy biscuits in the world. Remember the name "JACOB."

Manufactured by

W. & R. JACOB & CO., Limited

DUBLIN, IRELAND

Canadian Agents:
Kenneth H. Munro, 324 Coristine Bld. Montreal
C. & J. Jones Bros., 424-425 Union Bank Building Winnipeg
Wilson Bros. Wharf St. Victoria, B. C.

STEWART'S

DELICIOUS
Chocolates and Bon-Bons
PURE and WHOLESOME

SPECIALTIES:

FINE CHOCOLATES BON-BONS
MARSHMALLOWS
TURKISH DELIGHT
ALAKUMA
PAN WORK
HARD BOILED GOODS
MINT LOZENGES
COUGH DROPS
ACID FLORAL and FRUIT TABLETS

THE **STEWART COMPANY** LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

If you carry in stock

MOTT'S CHOCOLATES

"Diamond" and "Elite" brands, you can offer your customers the BEST and MOST SATISFACTORY lines made.

They are ready sellers and are "MADE IN CANADA"

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, Montreal — R. S. McINDOE, Toronto — JOS. E. HUXLEY, Winnipeg

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

GIVE CONFECTIONERY A SURE PLACE.

Nearly all grocers handle confectionery to a certain extent, and it is proper that they should do so. Some, perhaps, go into the line too far, and thus usurp part of the true confectioner's business; but there are far more that do not go in it far enough. To be up to date, a grocer should not neglect the confectionery department of his business.

Biscuits, cakes and candies are lines which a grocer should certainly handle. Besides the ordinary kinds, a good variety of sweet cakes and fancy biscuits should be kept in stock.

In the lines of candies, etc., it is rather difficult for the grocer to decide just how far to go; the varieties are so many that the picking out of the best lines for the grocery business requires some forethought.

The reason that a grocer should go more into confectionery is not only because of the profit to be derived out of the line itself, but because of the advantages it can be put to in a grocery store. In the first place, the appearance of a store can be greatly improved by a display in the confectionery line. A neat looking showcase displaying a few of the most staple lines of confectionery, placed in a prominent position, brightens up a store wonderfully.

Some grocers—perhaps not very many—go into the novelty line. They have a showcase in which are displayed sundry articles, such as pins, needles, lead pencils, pens, etc.

Now, would it not be far more appropriate to the grocery trade to devote that showcase to confectionery? Of course, it would; pins and needles are surely very foreign to the grocery business.

Besides the inappropriateness of it, the appearance is far from being good; a showcase of such goods seems to be out of keeping with the rest of the store. Another advantage of having a confectionery department in a grocery store is that, if the grocer gets a large order from some person, he may have something suitable to put in "for the children." There is no better way of getting at the heart of the parent than through the child. That little bag of candies, or whatever it might be, has great influence with the mother; and being thus influenced she, in all probability, will go back to that store to make a similar purchase.

THE ART OF SAMPLING.

It is remarkable the results which will accrue by judicious sampling of a given district. First and foremost the storekeeper must be certain of his article. It should be the best of its kind, no second grade goods. The giving of a poor article will kill trade, not make it. Second. It should be neatly and attractively gotten up. The first impression is the lasting one. Given an attractive sample, the recipient expects a good thing—the first move in the direction of success. Third. Do not fail to have the name, address, and price clearly upon it.

Suppose you try this with your confectionery. A good corner of the street at the busiest time of the day; a neat, tasty confection handed to the passer-by by an equally neat and well-dressed boy with a well-worded notice of the fact in your usual advertisement space in the local journal, and you will welcome the result. A successful candy dealer in the United States has built up a large business in this way.

A GOOD ADVERTISEMENT.

Private John Allen takes a deep interest in the advertising business. Advertisements that he deems exceptionally good he cuts out and pastes in a scrap book. As he was showing this scrap book to a guest one day he said:

"But the best ad. I know of is not in here. For it wasn't written, but spoken. It earned its originator some thousands of dollars, yet I can never show it. I can only describe it, and description fails to do it justice.

"It was the work of a clothier in Nashville. He had, with his partner, the first establishment in town, and the business of the firm was considered very prosperous. The two men had married sisters and their relationship was more than friendly. Hence the greatest surprise overtook Nashville when the junior partner suddenly took out a summons and hauled the senior into court.

"'The senior partner is ruining the business,' gossip said. 'He is getting softening of the brain, or paresis, or something of that sort. Now is the height of the Spring season, when they ought to be making money hand over fist, but the senior partner's cracked methods are spoiling everything.'

"So all Nashville took a tremendous interest in the case, and, on the morning it was called, the courtroom was crowded as in a murder trial.

"The junior partner's complaint was presented strongly and directly. He wanted an injunction to restrain the senior from selling below cost. He showed that goods were being sacrificed at a fraction of their value, and he asked

Tell Your Customers

There's nothing nicer than

PERFECTION CREAM SODAS

Canada's Prime Favorites

They are dainty delicacies for particular people.

They are made from the premier flour, cream and butter by the Mooney Process—the faultless process.

are all the name implies — PERFECTION. No grocer tries to get along without them unless he wishes to miss custom.

ORDER A CASE.

THE Mooney Biscuit & Candy Company, LIMITED.

Stratford, - Canada.

DIAMOND Brand

MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

Every grocer has a call for **Maple Syrup** and **Maple Sugar.**

When you get a demand from your customers see that you have the **genuine, absolutely pure** and unblended

Grimm Pure Maple Syrup

Buy this Brand. **Write Us for Particulars.**

THE GRIMM MFG. CO., *Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies* **Montreal**

Fortify yourself against inclement season.

VAN HOUTEN'S COCOA

Best and Goes Farthest

The Ideal Winter Beverage

Grocers make friends by recommending it.

There is money and satisfaction in handling Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

What Makes Them Sell

Do you keep close tab on the way your sealed fruits, etc., sell? If you do, no doubt you find that with jams and marmalades the greatest demand is for sterling goods.

Southwell's Jams and Marmalades

have a reputation for being the purest and most delicious jams and marmalades possible to obtain. That reputation is always lived up to. Without the excellences which have made the reputation, **Southwell's Jams and Marmalades** would be like any other jams and marmalades. With the exellences they are different from any others—**better.**

FRANK MAGOR & CO.
Canadian Agents
MONTREAL

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

6 1-gal. tins to case, wine measure,	**$4.50 per case**	**24 pints to case, wine measure,**	**$2.50 per case**
12 ½-gal. " " "	**4.80** "	**12 qrt. bottles,**	**2.40** "
24 ¼-gal. " " "	**4.80** "	**5-gal. tin, Imperial measure, 1 to case,**	**3.90** "

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

THE MONTREAL MAPLE CO.
88 GREY NUN ST., MONTREAL, QUE.

that this ruinous trading be stopped, lest ruin ensue.

"The defendant's lawyer, an able fellow, secured an adjournment for three weeks.

"On the announcement of this adjournment the junior partner gave a loud groan. He leaped to his feet, and rushed out like one demented, shouting as he went, 'Merciful heavens, then the sacrifice must still go on!'

"I don't need to tell you how much business that firm did in the next three weeks."—Exchange.

TORONTO W. G. HOCKEY LEAGUE.

Owing to the mild weather, no games were played in the Toronto Wholesale Grocers' Hockey League last week. The standing of the league to date is as follows :

	Won	Lost
T. Kinnear & Co.	2	0
Grocery Brokers	1	0
Canada Grocers, Limited	1	0
H. P. Eckardt & Co.	0	2
James Lumbers	0	2

HE GOT THE MONEY.

The British battleship Dominion sailed on Saturday afternoon, the 20th ult., from Halifax under sealed orders. Just as the ship hauled out into the stream an amusing incident occurred. James Clarke, a city grocer, who had delivered a supply of groceries to the ship, was unable to get a settlement with the ship's grocer before the gangway was hauled in. He refused to leave the ship without his money, and when the tardy sailor paid up the battleship was a hundred yards from the shore. Clarke, however, was not daunted. He clambered down the torpedo net guards, jumped overboard, and swam ashore, amid the cheers of the tars and the crowd on the pier.

W. G. GUILD TO FACE THE MUSIC.

Crown Attorney Washington, of Hamilton, will proceed against the Wholesale Grocers' Guild on February 6. The charge is that H. C. Beckett and Geo. E. Bristol, of Hamilton ; John I. Davidson, of Davidson & Hay, Toronto ; Joseph F. Eby, of Eby, Blain & Co., Toronto ; Thomas Kinnear, of Thomas Kinnear & Son, Toronto ; Thomas B. Escott, of London, and W. L. Craig, of Kingston, did in the years 1898 to 1906, in the city of Hamilton, conspire, combine, agree and arrange one with the other or others of them, with the Canadian Sugar Refining Company, Limited ; the St. Lawrence Sugar Refining Company ; the Acadia Sugar Refining Company ; the St. Lawrence Starch Works ; Brantford Starch Works ; Edwardsburg Starch Works ; Empire Tobacco Company, Limited ; W. C. McDonald ; the International Brokerage Company ; the Pacific Selling Company ; the Force Food Company ; the Peterboro Cereal Company. Limited ; the Canadian Salt Company ; Crosse & Blackwell, Limited ; Canadian Canners, Limited ; Simcoe Canners Company ; Canada Grocers' Company ; Aylmer Canning Company ; Trenton Canning Company ; the Boulter Canning Company ; Thomas Lalor ; the Eastern Brokerage Company, Limited, and other firms and corporations to the complainant unknown.

INCREASED ASSESSMENT.

B. C. canners are much excited over a tremendous increase in assessment by the Provincial Government. The increase amounts to from five hundred to one thousand per cent. According to the canners. for nineteen canneries last year an average of $10,000 was taken, the total assesment being $990,000. The new assessment makes a total of over one million dollars, and one cannery alone is assessed for $150.000. The canners charge that the new rate has been arranged right in a good year, when there is a large stock on hand.

YOUR CUSTOMER

May not know that **COX'S CELATINE** has been on the market for sixty years. If you tell her this, and add that

STRENGTH and PURITY

have always been its leading qualities, she will applaud your recommendation of a good article.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture. Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to ea and good to drink. It is palatable, nutritious and health ful ; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 st. Peter St., Montreal, Can.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufaoturers, OWEN SOUND, Canada.

IRRESISTIBLY DELICIOUS

A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS :—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

BUSINESS CHANGES.

John Daze, grocer, Arnprior, Ont., assets sold.

L. P. Pepin, grocer, Montreal, Que., assets sold.

Nap. Bouthillier, grocer, Montreal, Que., assets sold.

Eugene Picher, dairy supplies, Quebec, Que., assets sold.

Poupart & Laurendeau, grocers, Montreal, Que., registered.

Labrosse & Therien, grocers, Montreal, Que., have registered.

J. W. Meloche, general merchant, Montreal, Que., assets sold.

D. Gonley, cigars, etc., Montreal, Que., effects sold at bailiff's sale.

Hunter & Thomas, general merchants, Foster, Que., have dissolved.

Robert H. Gordon, grocer, Toronto, has sold out to A. Miller.

R. J. Near, agricultural implements, Atwood, Ont., has sold out.

V. Thibault, general merchant, Sayabec, Que., has compromised.

F. Bois, general merchant, St. Louis de Ha Ha Station, assets sold.

J. S. Merkley, flour, feed, etc., Finch, Ont., is offering compromise.

Alex. Draper, grocer, Toronto, Ont., has sold out to G. E. McKee.

D. Ducharme, grocer, Magog, Que., Chartrand & Turgeon, curators.

Lakeside Meat Co., grocers and butchers, Foster, Que., have registered.

F. W. Brown & Co., grocers, Calgary, Alta., have assigned to E. G. Pescod.

John Boligan, grocer, etc., Hamilton, Ont., has sold out to John Turnbull.

J. H. Maunder, general merchant, Cambray, Ont., is giving up business.

James Brickley, tobacconist, St. John, N.B., has assigned to C. H. Ferguson.

Frank A. Stephen, grocer, Montreal (St. Louis), C. A. McDonnell, curator.

Carter, Galbraith & Co., wholesale grocers, Montreal, Que., dissolved.

G. Lafortune & Co., provisions, Montreal, Que., dissolved, A. Lafortune registered.

Forest Freres, wholesale and retail tobacconists, Montreal, Que., have registered.

Smith, Fischel & Co., cigar manufacturers, Montreal, Que., A. W. Bonham, curator.

J. Bilodeau, confectioner, Edmonton, Alta., has sold out to Maissoneuve & Terrault.

J. D. E. Lafond, general merchant, Frelighsburg, Que., has assigned to H. Lamarre.

H. W. Jacobs, cigars, Vancouver, B. C., has sold Vancouver business to W Wilzinski.

P. Massicotte & Co., grocers, Montreal, Que., have assigned to Chartrand & Turgeon.

E. A. Tremblay, general merchant, St. Irenee, Que., voluntary assignment to V. E. Paradis.

Burrard Canning Co., Steveston, B.C., has been succeeded by Burrard Canning Co., Limited.

James Harris, grocer, Canterbury, N. B., stock advertised for sale by tender to 6th inst.

D. J. Davies, general merchant, Thamesville, Ont., has sold out to G. O. Gardner.

Albert M. Vail, general merchant, Newbury, Ont., business advertised for sale by tender.

W. J. Dodds, general merchant, Caledon, Ont., stock, etc., advertised for sale by tender.

P. Maheux, general merchant , St. George East, Que., V.-E. Paradis appointed curator.

O. Desjardins, general merchant, Otter Lake, Que., has compromised at 35 cents on the dollar.

A. Desjardins, grocer and baker, St. Therese, Que., assets were to have been sold on the 31st ult.

E. W. Lewis, grocer, Wroxeter, Ont., stock, etc., advertised for sale by auction on the 5th inst.

L. H. Thouin (est. of), grocer, Montreal, Que., meeting of creditors was to have been on the 30th ult.

H. W. Legare, general merchant, Labelle, Que., meeting of creditors was to have been on the 31st ult.

P. Maher, general merchant, St. Guillaume Station, Que., assets were to have been sold on the 1st inst.

LeBlanc & Caza (estate), general merchants, Comber, Ont., stock advertised to be sold on the 25th ult.

The Great West Trading Co., Limited, general merchants, Yorkton, Saskatchewan, retiring from business.

A. McGowan, general merchant, St. Ours, Que., meeting of creditors was to have been on the 31st ult.

William Carter, grocer, Montreal, Que., absentee, meeting of creditors was to have been on the 1st inst.

Jos. Campeau, general merchant, St. Agathe Des Monts, Que., assets were to have been sold by the 1st inst.

Ant. Garneau, sr., general merchant, Pont Rouge, Que., has assigned to V. E. Paradis, provisional guardian.

Woolsey & Lefeaux, produce, etc., Revelstoke, B.C., have been succeeded by Woolsey, Lefeaux & Co., Limited.

Emile Dupont, general merchant, Notre Dame Du Lac, Que., assets were to have been sold on the 2nd inst.

Chas. Choquette, general merchant, Village Richelieu, Que., meeting of creditors was to have been on the 31st ult.

Mrs. Solomon Rotman has registered under the style of Fisher Freres, grocers and dry goods dealers, Montreal, Que.

E. Dumas, general merchant, Notre Dame du Lac, Que., has assigned. Lefaivre & Taschereau, provisional guardians.

The Vair Produce Co., Toronto, Ont., have dissolved partnership. James Vair retires and John C. Craig continues under same style.

Martin Hardy, grocer, Newmarket, Ont., has assigned to T. H. Brunton, meeting of creditors was to have been on the 27th ult.

Robert Brooks has sold his grocery business at Palmerston, Ont., to W. H. Nicholson, of Forestville, an old Palmerstonian, and possession will be given some time during February.

C. M. A.'s RESOLUTIONS.

Following are the resolutions which the Canadian Manufacturers' Association will bring before the congress of Chambers of Commerce of the Empire to be held in London, England, July 2.

Imperial Preferential Trade.

Whereas, resolutions adopted in recent years by important commercial bodies throughout the British Empire have declared their belief that mutual preferential trade measures between the component parts will effectually promote the unity and prosperity of the Empire.

Whereas, this belief is strengthened by the conditions existing in international trade competition, by the growth of the British dominions as producing and consuming powers, and by their need for further development.

Therefore be it resolved, that this Sixth Congress of Chambers of Commerce of the Empire urges upon His Majesty's Governments in the United Kingdom and in all British dominions, the advisability of arranging at an early date, to their mutual benefit and satisfaction, reciprocal trade measures with the other portions of the Empire.

Patents, Copyright and Insolvency.

That whereas, it is desirable for the promotion of trade and the safety of commercial interests within the British Empire, that the laws governing important features of commercial life should be harmonious and reciprocal.

Therefore be it resolved, that this Sixth Congress of Chambers of Commerce of the Empire recommends that immediate steps be taken through a joint conference of Government representatives to establish within the Empire uniform and equitable laws respecting copyright and insolvency.

Special Trade Representatives.

That whereas, it is desirable in the interests of British commerce and for the unity of the Empire that many of the goods now imported by British dominions from foreign countries should be purchased from British sources, and also that Great Britain should increase the amount of her purchases from the other portions of the Empire.

Therefore be it resolved, that this Sixth Congress of Chambers of Commerce urges upon His Majesty's Governments in the United Kingdom and in all British dominions, the necessity of appointing special trade representatives in every other important market within the Empire, to encourage the development of such reciprocal trade.

Weights and Measures and Currency.

That whereas, with the progress of industry and the development of trade throughout the world, the establishment of uniform systems of weights and measures, and currency, becomes more and more desirable and necessary.

Therefore be it resolved, that this Sixth Congress of Chambers of Commerce of the Empire recommends the appointment by the Imperial Government of a Royal Commission, who shall investigate and if possible recommend uniform systems of weights and measures and currency, to be adopted throughout the British Empire.

JUSTICE OF ESTABLISHED PRICES

By O. A. Keyser, in National Hardware Bulletin.

Co-operation for profit—that expresses the underlying principle of all mercantile associations.

Every business man is in business to make money. If conditions become such that the money-making possibilities of a business are jeopardized, immediate steps are taken to remove those conditions altogether or to limit their harmfulness.

The worst enemy of profit is undue competition. When my competitor acquires such an advantage over me that my chances of making money are limited or imperilled, I must endeavor to overcome my competitor's prestige or remove myself from the sphere of his competition.

There are two sure ways by which the retail dealer can overcome unfair competition: first, by selling goods which his competitor cannot get; second, by selling goods which his competitor cannot sell at less than a certain fixed price.

Since the retailer must buy manufactured goods, it is evident that he must look to the manufacturer for assistance in keeping certain goods out of the hands of his competitors and for establishing fixed minimum prices. It is, therefore, evident that the retailer needs the co-operation of the manufacturer.

Right here it may be said that the manufacturer is not forced to distribute his goods through any particular channel. He may have reasons to place the distribution with one or more classes of trade. If he finds that course most advantageous to himself, he will doubtless continue in it. On the other hand, if the class of trade with which he had entrusted the distribution of his goods does not do the line justice or does not appreciate the privilege of distributing the line, the manufacturer is not compelled to limit his output to that particular class. However, the manufacturer is only too willing to co-operate with the distributor who will reciprocate by pushing his line.

As far as the retail trade is concerned, the manufacturer will be a friend or a foe—just as retailers in general decide. If the retail storekeeper, for instance, appreciated the policy of a manufacturer who keeps his article out of the hands of catalogue houses and establishes minimum retail prices, it is natural that this manufacturer will continue his policy and co-operate with the retail storekeeper as much as possible.

In establishing prices, the manufacturer must bear several things in mind. He must price his line with respect to its intrinsic value. He must vary the price according to differences in freight tariff. He must fix prices that will insure a profit to himself and at the same time leave a good margin of profit for the dealer.

If the prices are just and fair according to these conditions, the dealer should at all times see to it that the prices are not violated either by himself or by his fellow tradesmen. Since minimum prices are established by the manufacturer for the protection of the retail dealer, it is only reasonable that the manufacturer should expect the retailer under all conditions to respect these prices. To violate a liberal policy is, to say the least, a small and ungrateful act. It belittles a dealer in his own eyes and in the estimation of his business associates.

Sometimes a dealer excuses his price-cutting on a certain article by saying that Bill Jones, up the street, offered that article below the minimum price. Such an excuse is a poor one and shows lack of thought on the part of the dealer who makes it. Why not write to your jobber or the manufacturer before meeting a cut price? Perhaps the matter can be soon adjusted. Your price-cutting doesn't remedy matters, but makes things worse.

For instance, Bill Jones, up the street, sells an article below the minimum price. Now, John Smith thinks that he has to meet this price. Bill Jones, not to be out-done, makes another cut. Then John Smith follows suit. Soon Bill gets his selling price down to cost and John has to sell at a loss to go him one better. Now wait, gentlemen. What good does it do? If you have to sell at cost or below, why not close up your shop and go into retirement before your savings are exhausted in this game of cut-throat competition.

Be reasonable. When a manufacturer will leave nothing undone to insure a profit for you, don't spoil the whole thing by slashing prices into smithereens. Ask the manufacturer to arbitrate the matter, and he will be only too glad to do so.

The manufacturer of a patented article has a legal right to enforce the maintaining of the prices which have been established by him. Patent rights are granted in order to encourage the making of useful inventions. The only profit that an inventor gets out of his invention is that which comes from having the sole right to manufacture and market it. If an inventor were not protected in this matter, he would not have any inducement to think out problems and appliances that promote the welfare of humanity in general.. The invenor is a public benefactor and deserves a reward for his effort.

Now, if everyone could manufacture a new invention as soon as it is placed on the market, what incentive would inventors have to think out new appliances? It is to place a premium upon invention that the Government gives the patentee of an invented article a monopoly as far as the making of that article is concerned.

Furthermore, of what value would this monopoly be to the patentee if he could not profitably market the article which he had invented? Suppose that the trade in general would slash the price until there would be no profit in distributing it to the public. What good would it do the patentee to manufacture his invention if its selling price has degenerated to the cost of production? It therefore stands to reason that the patentee's monopoly must include the marketing of his invention.

It has been decided by the U. S. courts that the manufacturer of a patented article has the right, by nature of his monopoly, to establish and maintain arbitrary prices on his patent. Whoever violates the established prices is an infringer and liable to a damage suit for infringement.

At first thought it may seem that such a law is a violation of the seller's liberty, but such is not the case. A dealer is free to distribute the patented article in the prescribed manner or leave it entirely alone. By accepting the agency for a patented article, the dealer accepts all the conditions along with it. If he does not like the conditions, he is at liberty to decide that he will not act as a distributor of the article.

This is no hardship. It is a protection. The dealer knows that his profit is assured by law, and, if his competitor violates the prices which have been established, recourse for satisfaction may be taken to legal procedure. The manufacturer is in this way empowered to make the handling of his product advantageous to the dealer who wants to do a straight business with clean profit.

The retail dealer who takes advantage of a manufacturer's co-operation is wise. Your strongest ally in settling questions now confronting the trade is the man who makes the goods which you sell for a livelihood. Don't lose sight of this fact. By your reciprocation, encourage the manufacturers whose liberal selling policy means coin in your till.

"Some makers call me a tobacco crank, but the men who smoke my cigars are thankful I am such."—*J. Bruce Payne.*

After all, the cigar-smoker is dependent on the conscientiousness of the cigar-maker as regards "cigar value."

Once a reputation is won and cigars are selling nicely, it is so easy to cut off a little quality here and a little quality there,—**and receive more profit.**

The man who makes his cigars as good **to-day**, when he has the people with him, as he made them in the days when he was trying to get the people with him, is the ideal cigar-maker, is he not?

Yet such is the policy I follow, and by such a policy the

Pebble and Pharaoh

Cigars are made. The tobacco used has to please me—my standard—and the cigars themselves have to suit me—my taste.

Do you wonder I am called a "crank"? Do you wonder why the best trade of the country has come to me? Do you wonder why, on the above evidence, I ask **you** to enlist as a **Pebble** and **Pharaoh** salesman."

"1000 of my cigars assorted on the **best** terms"—will you consider the offer?

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

The Powers Behind the Tobacco Throne

3. The way it is advertised.

If tobacco is advertised by the makers it will not have to be advertised by the retailers. That makes quite a difference in the division of profits, doesn't it? We advertise

T. & B.

throughout the country to create sales for **you.**

Smokers **ask** for **T. & B.** You have just got to keep up your stock and that is all. The preliminary work is done outside your store.

In other words, we take less profit and give you more sales.

Grocers who sell the best-known, best-liked tobacco—**T. & B.**—are provident grocers. Ask yourself why.

The Geo. E. Tuckett & Son Co., Limited

Hamilton, Ontario

TOBACCOS, CIGARS AND ACCESSORIES

A SMOKE STORY.

A well dressed young man stood in the doorway of one of Chicago's temples of commerce, smoking a cigar. A benign old gentleman who was passing thought he saw an opportunity for a little missionary work and accosted the young fellow with: "Pardon me, my young friend, may I speak to you for a moment?" The young man readily assented and was asked how many cigars he smoked in a day. He answered that he used from five to eight. "And what do they cost you?" continued the old gentleman. "Oh, from fifteen cents to a quarter each," was the reply. The old gentleman, thinking he had sufficient material for his argument, then said: "Young man, do you know that if you were to stop smoking, and properly invest the money thus spent, by the time you are my age you could own one of these large buildings?" The young man in surprise asked, "Did you never smoke?" "No, sir!" exclaimed the other as he thumped his walking-stick upon the sidewalk, "I am seventy-five years old, and proud to say I have never smoked in my life." "Do you own any of these buildings?" continued the young fellow. "No," was the answer, "I do not." The young man replied, "I do."

HEAVY CONSUMPTION OF TOBACCO

In the tobacco and cigar industry the United States has enjoyed a record-breaking year. The generally prosperous conditions of the country have been reflected in the steadily increasing consumption of cigars, cigarettes, manufactured tobacco, little cigars and snuff, and in the closing months of the year manufacturers of cigars and cigarettes have found it literally impossible to keep pace with the demand.

The increase in the production of cigarettes has been simply phenomenal. In spite of adverse legislation, which made the manufacture, sale and consumption of cigarettes illegal in certain states, the total output for the year promises to exceed by considerably more than a billion that of 1904, which had shown an increase of some 43,000,000 over the number produced in 1903.

The cigar product of the United States for the first ten months of 1905 was 5,813,820,863, against 6,708,505,599 for the twelve months in 1904, but as the output for November, 1905, brings the total probably not far from the seven billion mark, it is safe to assume that when the official returns are available they will show an increased production of many million cigars during the year 1905.

HONESTY AND UPRIGHTNESS WIN

The cigar business is a business to be conducted on business principles of honesty and fair dealing, writes W. F. Monroe in considering employments for men who work. Gambling is no accessory to the conduct of a proper cigar store. No store of the kind ever built up a solid business with the dice box or the slot machine. Rather, these have ruined many bright prospects. Naturally, they are likely to drive away the best type of customer by their associations, and more vitally still they attract the attentions of employer and employes until the customer waiting at the counter in front to make a legitimate purchase is overlooked and goes out, never to enter the place again.

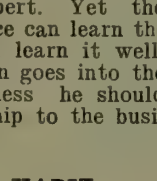
To a great extent the prospective adventurer into the business should have been "born to it." It is doubtful if the best tea taster in the world can tell an intelligent layman how he tastes tea in judgment of its quality. It is much the same with the cigar expert. Yet the man of average intelligence can learn the business if he will, and learn it well. But before any young man goes into the cigar and tobacco business he should benefit by an apprenticeship to the business.

A QUESTION OF HABIT.

That smoking is but a question of habit and education, Mr. Walter A. Schiffer convincingly demonstrated before the U. S. Ways and Means Committee the other day by an illustration so apt that it deserves to be reproduced again. He said:

I attended a social function in Rome some three years ago, and after a very fine dinner, the host passed around a box of fine Havana cigars. My neighbor at my right, an American who had lived in Italy for a number of years, declined the fine Havana cigar, and took out of his pocket an Italian Regie cigar, called a Virginian, made entirely of Kentucky tobacco, and informed me he was so used to smoking Italian cigars (which are notoriously bad) that he did not care to smoke anything else, regardless of quality, showing that smoking is a question of habit and education.

SWEET CAPORAL



CIGARETTES
STANDARD
OF THE
WORLD
Sold by all leading Wholesale Houses.

CLAY PIPES
A perfect article. Sell it.
Insist upon having McDougall's.
D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers
Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer.

GOOD ADVICE

EAT MORE CHEESE

MEAT cannot compare in nutritive value with well-made, whole-milk cheese. "Imperial" Cheese is wholesome and nourishing. It sustains and stimulates. It is easily digested and assimilated. It is a perfect food.

Mac Laren's Imperial Cheese

has a rich, appetizing, delicate flavor that satisfies and delights the most exacting taste. It adds a zest to any dish it is served with. There is nothing so good in the way of cheese as Mac Laren's "Imperial" Cheese.

Packed in dainty, sealed opal jars, it is protected from every source of contamination. Always clean, fresh and soft. It spreads like butter. Will not dry, sour or become stale. Good all the way through. Ready to serve at any time, from hasty lunch to finest feast. Your grocer has it from 10c. up.

A. F. Mac Laren Imperial Cheese Co., Ltd.
Detroit, Mich., Toronto, Can.

We sell every kind of cheese—**Get our prices for Canadian Large Cheese, Flats and Stiltons** (colored and white).

Direct importers of

Roquefort Camembert Neufchatel Edam Gruyere
Limburger Gorgonzola Pineapple Oka, Etc., Etc.

A. F. MacLAREN IMPERIAL CHEESE CO.

Head Office: TORONTO LIMITED

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Feb. 1, 1906.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	$0 40
" ¼ " "	0 75
" ½ " "	1 25
" 1 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"KING" BAKING POWDER.

	Dozen
16-oz. cases, 2 doz.	$2 40
8-oz. " 4 "	1 50
4-oz. " 4 "	0 90

Lot 5 cases, freight paid.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	3 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb. 16½c

"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb. 12½c

"Union"—14-lb. boxes, assorted. 1 & ½-lb. pkgs., per lb. 10c

Black Lead.

Reckitt's, per box $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

Reckitt's Zebr paste, ½-gro. boxes, per gross $10.20

JAMES' DOME BLACK LEAD.

	Per gross
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

0-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.

Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg 0 08

" " 7-lb. cotton bags, per bag.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins, per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—

Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	3 35
Royal Navy Rock, "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—

Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections— Per doz.

Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate— per lb.

Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa— Per doz.

Concentrated, ½'s, 1 doz. in box	2 40
" ½'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ½'s, 12 lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case, per doz.,	$ .90
1 " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

SUCHARD'S CHOCOLATE AND COCOA.

	Per box
Milka, 36's (36 tablets in a box)	$2 25
" 24's (24 tablets in a box)	3 00
Velma, 24's (24 tablets in a box)	3 00

	Per doz.
Milka Croquettes	$2 25

	Per lb.
Economique, in ¼ and ½-lb. cakes	$0 32
Premium, unsweetened	0 35

SUCHARD'S SOLUBLE COCOA.

	Per doz.
¼ lb. tins (4 doz. in a box)	$2 25
½ lb. tins (2 doz. in a box)	4 20
1 lb. tins (1 doz. in a box)	7 80

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 2lc. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.

12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Neotar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb

"Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars, per doz.	$8 25
Medium size jars "	4 50
Small size jars "	2 40
Individual size jars "	1 00
Imperial holder—Large size "	18 00
Medium size "	12 00
Small size "	12 00
Roquefort—Large size "	1 40
Small size "	3 40

"Batger's"

Put up in a high-grade, and attractive looking glass jar, made from the finest English garden strawberries, retaining their natural form and flavour—such is Batger's Strawberry Jam. Include a case of 4 doz. in your next order from your wholesaler. You will be fully satisfied with the results. They will be interesting and profitable.

Whole Fruit

It Retails for 20c.

AGENTS :

Rose & Laflamme

Montreal and Toronto

Strawberry Jam

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling ?

ROSE & LAFLAMME, Agents, - Montreal

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

		Per doz
4-oz. cans		$ 0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents
The Davidson & Hay, Limited, onto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10-cent packets, $3 per box, or three boxes for $3.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

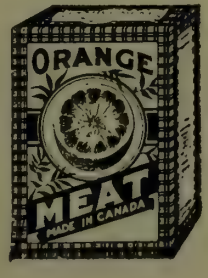
Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.10
5 case lots	4.10
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 50
Corked " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

BEE" BRAND

'Bee" braud, 8oz., cases, 120 pkgs.	$30 case
" 10 oz., cases, 96 pkgs.	
" 16 oz cases, 60 pkgs.	

Brands that for purity, uniformity and hygienic perfection are unequalled in the world are

BORDEN'S

BRANDS

"EAGLE" BRAND CONDENSED MILK

They are no "skim milk" products—Always reliable and profitable—For sale by all jobbers—

"PEERLESS" BRAND EVAPORATED CREAM

WILLIAM H. DUNN, - **MONTREAL AND TORONTO**

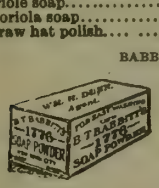
Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10	20
" " black..... "	15	30
Oriole soap..... "	10	20
Gloriola soap..... "	12	00
Straw hat polish..... "	10	20

BABBITT'S.

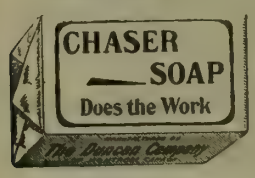


Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.

Babbitt's "Best soap, 100 bars $4 10 per box.

Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40

Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)....	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap).....	3 90
100 5c. bars (Santa Claus Soap).....	3 80
100 5c. bars (Clairette Soap).....	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$ 0 05½
No. 1 " " 8-lb. "	0 05½
Canada laundry.....	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters....	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs.....	0 05
Canada White Gloss, 1-lb. pkgs...	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07
Canada Pure Corn	0 08½
Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.....	0 08½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz 0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 04½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 05½
Barrels, 200 lb.....	0 05
Kegs, 100 lb.....	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.....	0 07½
6-lb. enameled tin canisters, 3 in case.....	0 07½
Kegs, ex. crystals, 100 lb.....	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 06½
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 06½

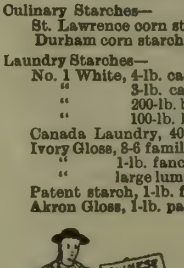
SAN TOY STARCH.

10c. pkges, cases 5 doz., per case.... 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb .	0 06½
Durham corn starch, 40 lb.....	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb..	0 05½
" 3-lb. cartons, 36 lb..	0 05½
" 200-lb. bbl.....	0 05
" 100-lb. kegs.....	0 05
Canada Laundry, 40 to 46 lb.....	0 04½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.....	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb..	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

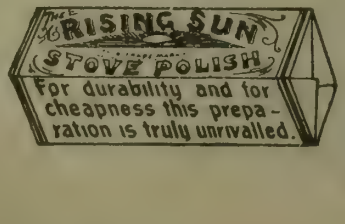
J. & J. COLMAN'S, LIMITED.

Rice Starch—

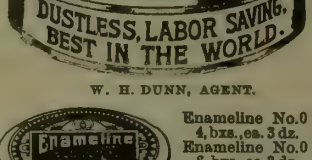
Packed in cases of 56 lbs. each (cases free)

	Per lb.
No. 1, London—	
In papers of 4 to 5 lbs.....	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs net weight.....	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste, 5c. size, ½-gross boxes....	5 00



W. H. DUNN, AGENT.

Enameline No. 0 38 4, bxs., ea. 3 dz.	
Enameline No. 0 65 6, bxs., ea. 3 dz.	
Enameline liquid, bxs, ea. 0 80 3 doz.....	
Blackene, 5-lb. 0 10 cans, per lb..	
Enameline stove dressing, per doz.....	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case.....	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

SMALL'S BRAND—Standard.

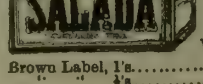
5 gal. tins, per can.....	4 40
1 " " per case.....	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA

put up in 3J, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.....	0 18	0 25
" " ½ lbs.....	0 19	0 25
" " 1 lbs. & ½s..	0 20	0 30
" " 1 lbs. ½s & ¼s.	0 28	0 40
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

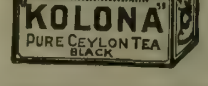
3 p.c. off 30 days or 3 months.



Teas.

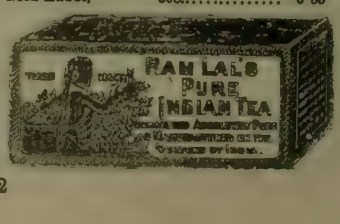
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 [illegible]
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label, ½'s.....	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 19
½-lb., "	0 20
Blue Label, retail at 30c.....	0 22
Green Label. " 40c.....	0 28
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label, " 80c.....	0 55



Cases, each 60 1-lb.....	$0 35
" " 60 ½-lb....}	
" " 30 1-lb....}	0 35
" " 120 ¼-lb.....	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's.....	$0 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 [illegible]

"CROWN" BRAND

	Wholesale.	Retail.
Red Label, 1-lb. and ½s.....	$ 0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes.....	$0 42½	
" II 40-lb. boxes.....	0 37½	
" III 80-lb. boxes.....	0 32½	
EMD AAA Japan, 40 lb "at.....	0 30	
" AA " 40 "	0 27½	
Blue Jay, basket fired Japan, 70 lbs.,	0 25	
"Condor" IV 80-lb. "	0 27½	
" V 80-lb. "	0 [illegible]	
" XXXX 80-lb. boxes....	0 21½	
" XXXX 30-lb. "	0 22½	
" XXX 80-lb. "	0 19	
" XXX 30-lb. "	0 20	
" XX 80-lb. "	0 18	
" XX 30-lb. "	0 18½	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25	
"Condor" Ceylon black tea in lead packets		
Green Label, ½s, ¼s and 1s, 60-lb. cases .....retail	0 25 at 0 20	
Grey Label, ½s, ¼s and 1s, 60-lb. cases .....retail	0 30 at 0 23	
Yellow Label, ½s and 1s, 60-lb. cases .....retail	0 35 at 0 26	
Blue Label, ½s, ¼s and 1s, 50-lb. cases .....retail	0 40 at 0 30	
Red Label, ½s, ¼s and 1s, 50-lb. cases .....retail	0 50 at 0 34	
White Label, ½s, ¼s and 1s, 50-lb. cases .....retail	at 0 40	
Black Teas—"Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1 ..... per lb.	0 35	
No. 2 ..... "	0 30	
No. 3 ..... "	0 25	
No. 4 ..... "	0 20	
No. 5 ..... "	0 17½	

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 46
" Amber, 8s. and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality..	$0 32½
Condor, pure distilled.....	0 27½
Old Crow.....	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case...	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 3 doz. 5c....	1 00
Victoria " 3 doz. 5c....	1 00
" " 3 doz. 10c...	1 80

DWIGHT'S

BAKING SODA

To recommend an article of undoubted merit to your customers strengthens their confidence in all your other articles—

As an example,

"Cow Brand"
Baking Soda

has no equal for ***PURITY*** and ***STRENGTH,*** the two most necessary qualities towards good results—

There can be no better ***BAKING SODA*** than "Cow Brand."

For sale by all jobbers.

CHURCH & DWIGHT, Limited
Manufacturers
MONTREAL

SNOWFLAKE MARK

Ask your Jobber for

SNOWFLAKE SOAP POWDER

S. S. SODA

TWO TRADE-WINNERS

Quantity the Largest ═══ Quality the Best

Sell at 5c. a package.

It is more profitable and pleasant to handle this class of goods in package than in bulk.

ALBERT HUGLI

Telephone, Park 2148. 15 FISHER ST., TORONTO, CANADA

Manufacturer of Snowflake Soap Powder, S. S. Soda, I.X.L. Chip Soap, Textile Soaps, Electric and Laundry Soaps, Sal-Soda, Michigan Soda—and dealer in Soda-Ash, Caustic Soda and Silicate of Soda.

TEA HINTS
FOR RETAILERS
By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.
Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

MYERS' ROYAL SPICE
STOCK FOOD

HORSE AND CATTLE.

	per 100 lbs.
500 lb. Lots	6.15
250 "	6.15
100 "	6.15
50 "	6.15
25 "	6.15
5 lb. Sacks	7.38
2 lb. pkgs., cases 2 doz.	5.54 per case

POULTRY.

25 lb. Bags	9.23
5 lb. Sacks	9.23
2 lb. pkgs., 360 lbs. in case	7.75 per case
½ lb. pkg., " "	1.00 "
Hog Powders (5 gross)	3.08 per gross

Less 5% for cash on all lines.

H. N. BATE & SONS, Limited, OTTAWA

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Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

Gold Decorated Glassware

Several good assortments in different styles of this good selling line ready for immediate shipment.

Write for particulars.

GOWANS, KENT & CO. LIMITED
TORONTO

SAVE MONEY

by writing to-day for our price on

OLD ENGLISH MINCE MEAT

"Ready-to-use," packed in 7-lb., 14-lb., 28-lb. pails ; 65-lb. tubs ; half-barrels and barrels.

Write us sure. You never know what you can do until you try.

We pay cash for dried apples. Have you any? Write us.

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Preserved Ginger, Ginger Chips, Sweet Stem Ginger in 7-lb. boxes, Plum Puddings, 1-lb., 2-lb., 3-lb. and 4-lb. tins.

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, FEBRUARY 9, 1906. NO. 6.

The Trade are all handling

COLMAN'S No. 1 White RICE STARCH

Attractively put up in

Pounds, Halves and Quarters

to sell at convenient and profitable figures

COLMAN'S STARCH is **all** Starch, no admixtures
all crystals, no dust or powder.

Liberal sampling among your customers on receipt of list addressed to
Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

There is confidence all around in the sale of

"Crown" Brand Table Syrup

—the customers' confidence
—the consumers' confidence

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

A product that is made from the finest selected corn and under the most modern and most hygienic principles deserves the recognition and support of the trade and public. To-day "Crown" brand **TABLE SYRUP** is **CANADA'S** most popular and reliable line.

EVERY JOBBER SELLS IT

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

184 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

THERE ARE MANY DOCTORS, NURSES, MEDICAL STUDENTS, ETC., who must have

BURTON'S ALL HEALING TAR SOAP

Won't you supply them?

A pure fragrantly antiseptic soap. It is a sick room necessity, one of the excellent soaps manufactured by

THE ALBERT SOAPS, LIMITED, MONTREAL

Conviction Follows Trial

Those dealers who tried a sample order of Mathieu's Syrup are **now convinced** that it is one of the best and most reliable sellers upon their shelves.

MATHIEU'S SYRUP

OF TAR AND COD LIVER OIL

sells all the year round, but more especially just at this season when Coughs, Colds, etc., are so common. Your holding of this remedy cannot very well be too large.

Headaches are an all-the-year-round ailment; therefore Mathieu's Nerve Powders are good sellers all the year round.

THE J. L. MATHIEU CO.
PROPRIETORS SHERBROOKE, P.Q.

Y. & S.
SCUDDER
M. & R.
} **STICK LICORICE**

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

R. S. McIndoe
Selling Agent, 120 Church St., Toronto

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - -	TORONTO
JOHN W. BICKLE & GREENING, -	HAMILTON
GEO. H. GILLESPIE, - - -	LONDON
JOSEPH CARMAN, - - -	WINNIPEG

Hannah's Scotch Pickles

First—the pickles are sound and crisp. Second—they are preserved in genuine Malt vinegar which is brewed by the picklers themselves. Third—they are packed with scrupulous care. Fourth—the bottles bear very showy and most attractive labels. Could you ask more than all this for highest pickle quality? (10, 16, 20, 30 and 40-ounce bottles.)

Quality Tells!

"Shell" Castile Soap

Absolutely free from animal matter and hence free from any chance of decay.

No smells, no odors like ordinary soap. Contains 67 per cent. of pure oil—7 per cent. more than others.

For the skin or for fine laundry work it is unexcelled.

In pressed cakes and in bars.

ARTHUR P. TIPPET & CO., Agents
8 Place Royale, Montreal
20½ Front St. East, Toronto

Manufacturers' Agents and Brokers' Directory

BARBADOES, W I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins', Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
Montreal.
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

FELLOWES & FELLOWES
MANUFACTURERS' AGENTS
6 St. Sacrament St. - - Montreal.
We are open to introduce a few new lines of high-class grocers' specialties. Could handle a line of Canned Goods and Sauces.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

OWEN SOUND.

J. K. McLAUCHLAN
Commission Merchant.
Warehouseman, Shipper and Steamship Agent.
Owen Sound, - Canada

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. E., TORONTO
Calling on best Grocers and Mfg. Confectioners.
Could handle another first-class specialty for Manufacturers.

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KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

A. F. MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

CURRANTS
ON SPOT.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

POTATOES
Let me quote a price on a car of my celebrated Selected Delaware Potatoes
Delivered at your station.
R. W. HANNAH
300 Board of Trade Building, - Toronto

HAMILTON, ONT.

Long Distance Phones
OFFICE 715 HOUSE No. 1556
Norman D. McPhie
Broker and Commission Merchant
OFFICE, 58 KING ST. E.
HAMILTON, - ONT.

WINNIPEG.

CALGARY STORAGE
In a new brick block centrally located
Dingle & Stewart
Winnipeg, Man. - Calgary, Alta.
COMMISSION BROKERS.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited.

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

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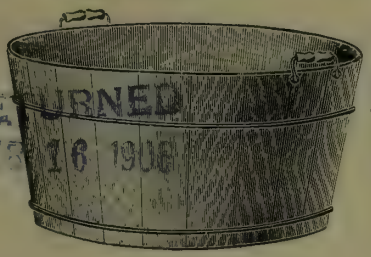
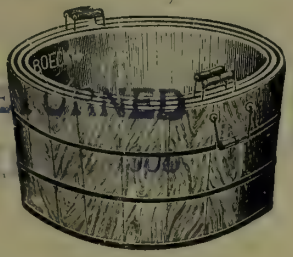
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Cane's Cane's Cane's Cane's

CANE'S NEWMARKET

PAILS, TUBS, WASHBOARDS AND CLOTHES PINS

are all high-grade articles and have made the name "**CANE**" famous for woodenware quality and durability, and invariably give satisfaction.

Only choicest selected timber, which is thoroughly seasoned and kiln dried, is used.

Pails and Tubs are made with Flat Steel or Electrically Welded Wire Hoops.

The Mammoth Plant at Newmarket is equipped with specially designed machinery, which is operated by skilled workmen.

GOOD WOODENWARE IS THE RESULT

UNITED FACTORIES, LIMITED

Head Office, TORONTO

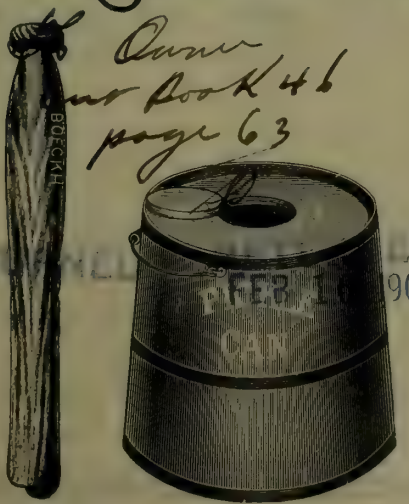
CANADA

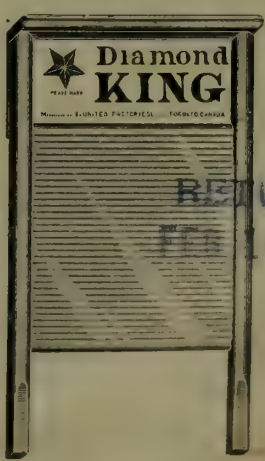
THE STANDARD GOODS OF CANADA

SOLD BY ALL RELIABLE DEALERS

All cuts we have belonging to them returned Feb 16/06 W Mc

Cane's Cane's Cane's Cane's





Owner ledger book 46 page 63

It's quality alone that wins on the rough road of competition.

Pure Ceylon Tea—Black and Green—unalloyed by other blends is the tea to satisfy your customer. It also pays best.

Sell only Ceylon Green Tea.

It pleases your customers and profits yourself.

HINTS TO RETAIL MERCHANTS

ARTICLE 1.—HOW TO DOUBLE YOUR PROFITS AND PLEASE YOUR CUSTOMERS.

Many of your best Customers do not know that there are four grades of Canned Peas, namely :

No. 4, known as "Standards."
No. 3, known as Sifted, labelled "Early Junes."
No. 2, known as Extra Sifted, labelled "Sweet Wrinkled."
No. 1, known as Extra Fine Sifted, usually labelled "Petit Pois."

"The Standard" is the largest grade and although tender and sweet, it is not as select as the smaller varieties ; besides, in this grade the profits are usually cut very close.

"Early Junes" are a smaller grade than the "Standards," uniform in size, tender and sweet. "Early Junes" invariably sell at 2c. per tin (24c. per dozen) more than "Standards" and the cost is only 7½c. per dozen extra.

"Sweet Wrinkled" is probably the **choicest grade packed,** small-sized, sweet and tender. If your customers had their attention called to this luscious grade, it would not only mean greatly increased sales, but **trebled profits** and well-pleased customers.

"Petit Pois," Extra Fine Sifted, sweet, tender and simply melt away when eating. Superior to imported French peas because they are free from coloring and other injurious preparations.

Your customers, when they know, will greatly appreciate the better grades of Peas and will gladly pay the extra price. If you require any of the extra quality, and have not the four grades already in stock, write at once to your wholesaler and obtain supplies—if only one case of each of the finer grades. Take a little time with your customers to explain the difference in quality and you will have an established trade for high-class quality, with greatly increased profits.

A little care and attention will easily treble your profits, and not only that but greatly please your customers. A good recipe for preparing for table will be found at foot of page.

There is only one more important question in this connection, namely :—when buying, to insist on getting the old established brands, which have stood the test for the past quarter century, namely **Aylmer, Log Cabin, Horse-Shoe, Auto, Little Chief, Lynnvalley, Maple Leaf, Kent, Lion, Thistle, Grand River, White Rose,** etc, etc., for sale by all the leading Wholesale Grocers in the Dominion of Canada.

Yours respectfully,

THE CANADIAN CANNERS, LIMITED

DIRECTIONS FOR PEAS.—Open the can, empty contents into a colander and thoroughly rinse with hot water, then turn into a saucepan ; add butter about the size of a walnut, or if preferred half a cup of sweet cream, and heat thoroughly. Season to taste.

Japan Teas

require no talking up, once your customers realize how much superior they are in every respect to teas of any other country.

They are sweet, clean, pure, healthful, delicious, and invigorating.

They are without the nerve-racking astringent qualities of "boomed" teas.

They are the safest teas for young and old to drink.

Japan Teas are at all times the most profitable to handle—Study them in your own and your customers' interests.

We're not afraid

But, who are you shoving?

Is the constant lament of the Japan Tea interests in opposition to "SALADA" Natural Green Teas of Ceylon. . . very sorry, gentlemen, if we're crowding you a little, but the trade and public appreciation of the Superior Cup Quality and value of these teas is so pronounced and indisputable that it is no longer a debatable issue as to the fate of Japans.

That "SALADA" Green Teas will yet dominate the Japan Tea market is as sure as night follows day.

We pack "SALADA" Natural Green Teas in sealed packets only—same form, style and prices as the famous Black Teas of "SALADA" Brand.

Wholesale Terms on application. Samples cheerfully furnished. **"SALADA" TORONTO, MONTREAL**

Large Profits

on cheap goods don't pay in the long run.

Your profits on **Gillett's Goods** are good all the time because the goods are **PURE, well advertised** and **steady sellers.**

Try **MAGIC BAKING POWDER** as a sample test.

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

The brand that never disappoints — the celebrated

STERLING BRAND PICKLES

Not sometimes good, but always good—quality that runs even in all lines.

ASK YOUR JOBBER

The T. A. LYTLE CO., Limited

TORONTO, Can.

Windsor Salt

must not be confounded with ordinary Salt. In quality, it is as high above the common Salt of trade as can be imagined. It won't cake—it is pure, white, dry. There is no impurity in it because of the care taken in manufacturing. It is sifted, not ground. Every particle of it is a separate Salt Crystal. It pays to sell Windsor Table Salt, because it is so good, clean, pure—

it is all Salt.

The Canadian Salt Co., Limited
Windsor, Ont.

This is the brand

"RAYON D'OR" OLIVE OIL

You cannot be too careful in the selection of your Oil.

FIRST, consider PURITY.———SECOND, decide for PURITY.
THIRD, order "RAYON D'ORS," and you will get PURE OLIVE OIL.

Produced, Maufactured and Packed by MENGERT, CAGNOLI & CIE, Ane. Maison SUAUT & CIE, growing their own OLIVES in their own production-districts of Bari, Lucca and Nice. Agencies in 150 of the largest cities of the world. Write for prices and samples to

J. RUSSELL-MURRAY, 6 St. Sacrament St., Montreal, Exclusive Agent for Canada.

MENGERT, CAGNOLI & CIE, Ane. Maison SUAUT & CIE.

What "PURITY" means

It has many definitions, all depending on the manner in which it is applied. Here is one :

Freedom from foulness or dirt:
Free from fault or taint,
Free from that which defiles and pollutes.

Coffee is a most delicate and sensitive production of nature.
Foreign substances absolutely spoil it as a beverage.
The public taste is getting more highly educated each year.
Meet it, satisfy it, delight it with ***WOOD'S COFFEES,*** absolutely free from everything that "defiles and pollutes."

CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., - - MONTREAL.

TEAS

We are offering something particularly attractive in a fine sweet liquoring Japan to retail at a quarter.

SPLENDID LEAF—BETTER LIQUOR

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

A GOOD PROFIT AND A GOOD ARTICLE

Lily White Gloss Starch

is that kind of a combination for the dealer.

When a stock of this well-known brand of Laundry Starch is put in, the grocer feels that he is not taking any long chances. It is distinctly a case of "backing the favorite." He knows it will "move"—and quickly. No bargain sales from tubs, at the season's end, of miscellaneous nondescripts. What a satisfaction it is to sell a Starch that you know from trial in your own home to be the "real thing!"

Attractive packages, heavy advertising—everything, in fact, that could be done to help the grocer has been and will be done continuously.

BRANTFORD STARCH WORKS, Limited
Brantford, Canada

RICES

Special offerings in all grades Staple and Fancy Rices :

Rangoon ***Japan***
Patna ***Java***
Carolina

Rice is one of our leading lines, so it will pay you to get our prices.

WARREN BROS. & CO.

WHOLESALE GROCERS
TORONTO

MOLASSES

Brls. and ½ Brls. Get Our Price.

Thomas Kinnear & Co.

TORONTO AND PETERBORO

MAPLE SUGAR

Largest Exporters of

PURE BEAUCE COUNTY SUGAR

D. RATTRAY & SONS

QUEBEC **Montreal** **OTTAWA**

"The best business man is the one who learns wisdom from his own mistakes."

If you have made the mistake of not keeping

Paterson's Camp Coffee Essence

learn wisdom—and learn it as soon as possible. You may have a call for Paterson's any time, as it is a fast seller, and then it looks so bad to be "just out."

ROSE & LAFLAMME, MONTREAL, AGENTS.

"KLAUS'S" IMPROVED SWISS MILK CHOCOLATE

Is the best of all Swiss Milk Chocolate. Acknowledged to be the most delicious and wholesome. Manufactured with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. It is bound to be asked for more than ever this year, as it is held in high repute by everybody. It also possesses great nourishing qualities for invalids and children. Shows a nice profit to you and is a good seller.

Don't Be Without It.

Agents for Canada :
ROSE & LAFLAMME, - Montreal

GROCERS:
BEWARE of Imitations!

THERE IS ONLY *ONE* GENUINE
Worcestershire Sauce

Lea & Perrins

BUY THE RIGHT THING WHEN BUYING TABLE SAUCE—

Lea & Perrins' Worcestershire Sauce

J.M. DOUGLAS & CO.
MONTREAL

IF

you are asked to recommend a good jelly, recommend the best.

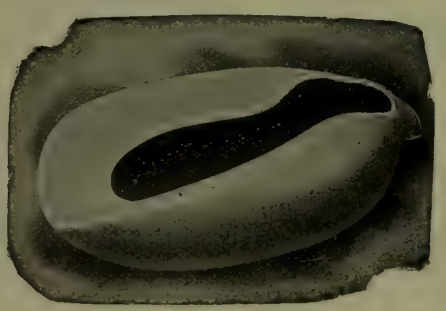
Recommend one that will please your customers and keep their patronage.

In other words, recommend

above all—"KKOVAH"

SUTCLIFFE & BINGHAM, *Limited*
17 St. John Street,
MONTREAL.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

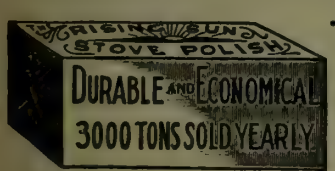
The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**



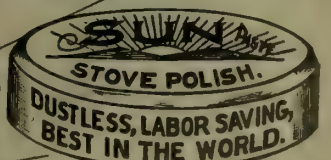
THE WELL KNOWN AND RELIABLE

RISING SUN STOVE POLISH

CAKE. &

SUN PASTE STOVE POLISH

TINS GUARANTEED TO THE TRADE



"YOU SELL IT."

SUN PASTE Stove Polish in tins sells fast wherever introduced. As some one has said, "You don't have to keep it. You sell it." That is what you want; and don't forget that our guarantee is behind every box. We promptly and cheerfully protect our guarantee if any of these goods are found defective at any time.

MORSE BROS., PROPS., CANTON, MASS., U.S.A.

Is your Coffee Trade satisfactory? Is there no room for improvement?

Diamond E. Blend Coffee

is quite the finest heavy-bodied, full-flavored Blend we have placed on the market. **You are interested in good coffee.** We want **you**, and every grocer who can judge its **merits, to try "Diamond E."** The price is 30c., freight paid. **Improved Quality is the consideration.**

Let us mail you a sample, or, better still, ship you a tin (50 lbs.) on a 30-day trial basis, to be returned entirely at our expense **"if the trial does not prove a convincing argument of genuine merit."** Remember, you are not taking any chances. Guaranteed by a reputation of over half a century. Write to-day.

S. H. & A. S. EWING

Established 1845

Montreal Coffee and Spice Steam Mills, - 55 Cote Street, Montreal

---

82 St. Peter Street,

Montreal, Feb. 1, 1906.

The firm of Carter, Galbraith & Co. having been dissolved by mutual consent,

The undersigned begs to announce that he has admitted MR. WESLEY GALBRAITH as a partner and will continue the WHOLESALE GROCERY BUSINESS as heretofore under the firm name of

WILLIAM GALBRAITH & SON

Having purchased the old warehouse, 82 St. Peter Street, so long occupied by Carter, Galbraith & Co., the business will be carried on there after the 1st of May. In the meantime temporary premises are being secured.

The firm as at present constituted are hopeful that by close attention, coupled with long experience, they will be able to retain the confidence of their customers and the trade generally.

WILLIAM GALBRAITH

WILLIAM GALBRAITH & SON

MONTREAL

REINDEER

Condensed COFFEE

EVERY TIN CONTAINS

Pure Coffee
Rich Milk
and Sugar

COMBINED READY TO USE

A cup of excellent Coffee is prepared by simply adding boiling water.

It is not necessary to remove the Coffee from the tin when it is opened, but may be used a little at a time if necessary.

The Coffee will keep until the whole is used.

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

How to increase your yearly profits—"By purchasing the Best."

Mother's Favorite

"MELAGAMA" Ceylon Tea

Quality unsurpassed.
Strength and Flavor a top notcher.
Appearance and Weight guaranteed.

Secure our quotations for bulk and package teas before placing your next order.

MINTO BROS., Toronto F. J. WHITE, MANAGER.

Supremacy of Quality

When quality is paramount, satisfaction is on every side. Cheap teas are unprofitable alike for seller and user. A high-grade tea like

Blue Ribbon Ceylon Tea

is profitable to both user and seller. It is a valuable asset to any grocery store. The people will have **Blue Ribbon Ceylon Tea** no matter how far they have to go for it. They shouldn't have to go any farther than your store. Your customers like "**Red Label.**" **Order it.**

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

RETURNED FEB 16 1906

You don't know what a treat you are missing if you are not using

"Norka"

The best selling and the best paying

CEREAL

on the market.

Sells all the year round.

THE EBY, BLAIN CO'Y LIMITED

Sole Agents for Canada and the British Isles

TORONTO

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Telephone orders receive prompt attention.

Canned Meats

Now in Store

1 Carload "AYLMER" and "KENT"

Boneless Chicken
Boneless Turkey
Chicken Soup
Pigs' Feet and Duck

PRICES ARE RIGHT

SEE US BEFORE PLACING YOUR ORDER.

L. CHAPUT, FILS & CIE, - Wholesale Importers

MONTREAL

RETU... Dec/11/05 to Owner

C... 55

P... 55

aaw.

Just a Splendid Line to Stock This Year

"MOKARA" is a home drink for everybody. It is the best and cheapest substitute for **Tea** or **Coffee** on the market.

If you want a rapid seller and profit maker, write for sample and particulars of Mokara.

Retails at 10c. pkge.

Mokara Mills

21, 23, 25 Cosford Street, - - MONTREAL

GREIG'S WHITE SWAN COCOANUT

Made in all styles, Featherstrip, Shredded, Desiccated, etc., and packed in barrels, boxes, pails, tins, and packages.

Our **WHITE SWAN** guarantee stands behind every pound and means absolute satisfaction or money back.

Samples and prices sent cheerfully on request

THE ROBERT GREIG CO., Limited

WHITE SWAN MILLS
TORONTO

M.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

This space $30.00 per year.

This space $15.00 per year.

JENKINS & HARDY.
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto Street. Toronto.
52 Canada Life Building, Montreal.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

This space $15.00 per year

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, K. C. Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

This space $30.00 per year.

IRWIN & JONES, Barristers, etc.
H. E. Irwin, K.C., Clerk of the Peace, County of York; B. Morton Jones, B.C.L.; Solicitors for Equity Fire Insurance Co., Berlin Fire Insurance Co.
24 King St. W., Toronto. Weston, Ont.

W. G. WILSON
Barrister, Solicitor, Notary, Conveyancer, etc.
Napanee, Ont.

MEWBURN & AMBROSE
Barristers, Solicitors, etc.
S. C. Mewburn, E. H. Ambrose,
Hamilton, Ont.

WM. A McLEAN
Barrister, Solicitor, Etc.
Head Office. Guelph, McLean's Block.
Branch Office, Acton, Town Hall.
Corporation Solicitor, Etc

ROBINSON & GREEN
Barristers, Solicitors. Etc.
John A. Robinson. John R. Green.
Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.

LOUGHEED & BENNETT,
Barristers, Solicitors, Advocates, etc.
Calgary, Can. Cables: Lougheed, Calgary
Solicitors for: Bank of Montreal Canadian Bank of Commerce, Bank of Nova Scotia, Merchants' Bank of Canada.

This space $30 per year.

ALCOHOLISM

The best treatment for all persons affected with the disease of drunkenness, is known only to

DR. MacKAY, Address City Hall, Montreal, Que.

Absolutely private treatment.

The Belleville Business College, Limited

Business firms get the best results by applying to us 10 days before vacancies occur in their employ.

See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw, Secretary. } **BELLEVILLE, ONTARIO** { J. Frith Jeffers, M.A., President.

Gentlemen:-
We are in receipt of your favor of the 2nd instant and beg to assure you that the matter referred to will be treated as strictly confidential.
The several other matters treated in your communication will receive our careful attention.
Very truly yours,
UNDERWOOD
No 5

THE UNDERWOOD

The Writing-in-Sight Typewriter

Will do your work 25% to 50% faster than any other writing machine. Highest award "Grand Prize," St. Louis Exposition, 1904.

UNITED TYPEWRITER CO., LIMITED

7 ADELAIDE STREET EAST, TORONTO — *and at* — **99 ST. FRANCIS XAVIER STREET, MONTREAL**

HAMILTON LONDON OTTAWA QUEBEC ST. JOHN, N.B.

"Chinese" Starch (Empois Chinois)

is the *original* and *only genuine Chinese* Starch—and is the standard of all laundry starches—There is only one Chinese Starch and it is made only by

Ocean Mills—MONTREAL

Beware of imitations! Your customers using Chinese Starch want no other—See that your Starch has the Chinese laundryman on the label.

"Chinese" Starch is a line that sells well and pays well.

"Chinese" Starch is sold by all leading jobbers in Canada and the United States.

Ocean Mills, MONTREAL

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

THE MONARCH TYPEWRITER

IS NEW

in improvements, giving absolutely fullest visible writing.

IS OLD

in method of construction, in the experience of its makers, in the principles on which the broad, pivotal, frictionless (patented), typebar bearings are made

IS GUARANTEED

to wear as well as any; to do better work and more work with less effort—Yes, you may buy the new—old—Monarch Visible with perfect confidence.

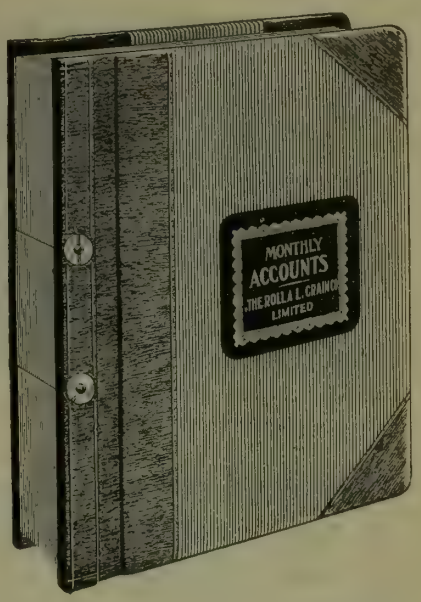
The Monarch Typewriter Company, Limited

3 Toronto Street, Toronto, Canada

BRANCH OFFICES:

Montreal, P.Q., 23 St. John Street. Hamilton Ont., 14 Main St. East.
London, Ont., 110 Masonic Temple.

Do You Give Credit?



If you do, this will interest you, for we know you are inrerested in being up-to-date. The **Crain Continuous Systems** are up-to-the-hour in every line, but our

MONTHLY ACCOUNT SYSTEM

is just a little in advance of any system yet devised for saving of time and worry in keeping accounts.

Don't put it off. Write us to-day for further information, or if we have a representative in your city call them up and they will call on you.

THE Rolla L. Crain Co LIMITED. OTTAWA, CANADA.

TORONTO—18 Toronto St.
MONTREAL—74 Alliance Bldg.
WINNIPEG—Sylvester-Willison Bldg.
Schofield Bros., Agents, St. John, N.B.
White & Bindon, AGENTS, Vancouver, B.C.

cured and [illegible]
mile walk to Broadway.

A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggesion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE LODGES

$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R. methods.

N. C. R. Company
Dayton Ohio

Tear off here and mail to us today

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name _____

Address _____

No. of men _____

"WALKER BINS"

"Modern Grocery Fixtures."

Our new catalogue showing a complete line of Walker Bin Fixtures will be ready about February 1st.

All grocers who are building, re-modelling or contemplating changes n store interior are invited to write for a copy of "Modern Grocery Fixtures."

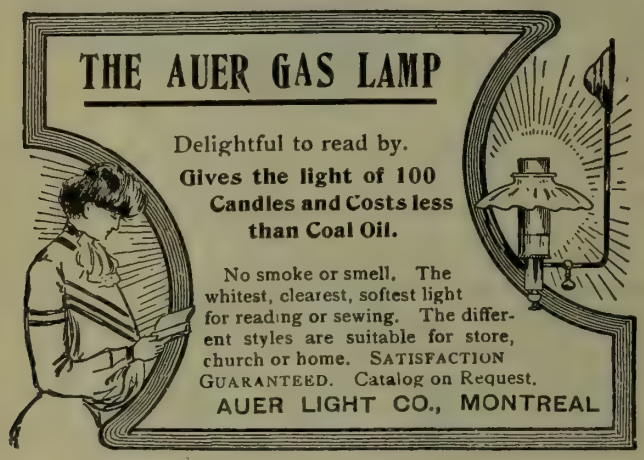
Sketches and estimates of cost will be furnished upon application.

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.

BERLIN, - ONTARIO.

B.C. Representatives:—W. J. BANNISTER & CO., VANCOUVER, B.C.
Montreal Representative:—J. H. MAIDEN, 131 PLACE D'YOUVILLE, MONTREAL, P.Q.

THE AUER GAS LAMP



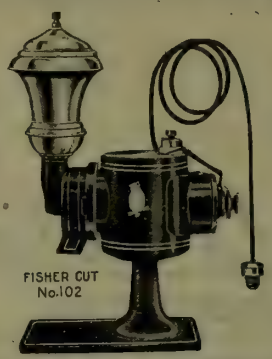
Delightful to read by.

Gives the light of 100 Candles and Costs less than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL

ELECTRIC POWER COFFEE MILLS



This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL, Aberdeen, Scotland, is always ready to handl consignments of Canadian produce. Aberdeen is a developing market. Won't you at least give it a trial? Others did so, were satisfied, and continue shipping. Personal attention. Prompt returns.

A. C. DOUGHTY & CO.
Head Office. 20 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, Al, Western Union. Highest References.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL,
Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US.
139 REDCLIFFE ST., BRISTOL, ENG.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfiel

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs.
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO.,
FRUIT AND PRODUCE BROKERS,
5th Ed. A.B.C. Code,
CARDIFF, WALES.
APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON,
15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E.C. T. A., "Acriton, Liverpool." Code, A. B. C., th Ed.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

This space $15 per year

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. MEEKER & CO.
11 and 12 Bedford Hotel Chambers, Covent Garden,
LONDON, W.C. - - - ENGLAND
European representatives and distributors, Earl Fruit Co., California, U.S.A.
SPECIALTIES,
FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
Codes, A.B.C. and Lieber's.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

Salter & Stokes 20 King St. W. Smithfield, 226-7 Central Market, E.C., **London, Eng**
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield, We buy outright

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

or $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

SELL

SYRUP OF MALT

EXTRACT OF MALT

and thereby secure for yourself the handsome profits these goods yield. **Syrup of Malt** is a cough cure; **Extract of Malt** is a tonic.

Send for Samples.

GEO. SLEEMAN, Guelph, Ont.

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO. TORONTO, CAN.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer n plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADTSREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

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WHOLESALE GROCERS

HAMILTON

OLIVE OIL

We have just received from Geo. Dalidet & Co. a shipment of their extra superfine Olive Oil.

It is put up in three different sizes in glass, also in gallon and half-gallon tins. Those who have used it testify to the admirable quality of the goods. For the use of the invalid it is absolutely the best.

There is a little faucet which goes with each tin. The bottles are wired or not, just as the buyer wishes.

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Wholesale Grocers

HAMILTON, - ONT.

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of our!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

THE DOMINION SALT AGENCY

LONDON, ONT.

Telephone No. 1971

Office: 2nd FLOOR MERCHANTS BANK BUILDING. Entrance on Queen's Avenue.

To the Trade . . .

In PARRY SOUND, NIPISSING and ALGOMA DISTRICTS.

Mr. W. S. Fair (formerly on the travelling staff of James Turner & Co., Calgary) will commence representing us in the ParrySound, Nipissing and Algoma Districts, at once, and will advise, through the mails, the date of his intended call.

We take this opportunity of thanking our many friends, who favored us with their business by mail, during the time we were unfortunately unrepresented, and trust all our friends will reserve their business until Mr. Fair can see them.

In case of wants in the interval, write or wire at our expense.

JAMES TURNER & CO., HAMILTON, ONT.

UPTON'S

—SEASON 1906—

SEVILLE BITTER ORANGES

HAVE ARRIVED AND ALL ORDERS FOR

ORANGE MARMALADE

are being filled with new goods

THE T. UPTON CO. LIMITED.

Tartan BRAND COFFEE

ROYAL STUART BLEND
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All Winners. *Give Us Sample Order.*

Are you wanting

Evaporated Apples, Prunes, Apricots, Peaches?

Write us for quotations, or phone 596 at our expense.

BALFOUR & CO.

Wholesale Grocers

HAMILTON, ONT.

THE HISTORY OF CURRANTS

Just now when currants are occupying the thoughts of so many people, the following article which appeared in our contemporary, the Produce Markets' Review (England), will prove of interest to our readers. Reverting to an article which appeared some time ago in the British Economic Journal, by Mr. Burlumi, the recognized authority upon the subject, under the title of "The Overproduction of Currants: a Novel Experiment in Protection," our contemporary says Mr. Burlumi began by pointing out that the Governments of several countries had to solve, at various times, the question of how to reserve the home market to the home producer by the exclusion of the foreigner; but the problem before the Greeks was much more complex, for it was how to protect the producer of currants against himself, not in the home, but in the foreign markets.

* * *

The vine was first reared in the temperate corner of Western Asia, and wine, in prehistoric times, was made from grapes dried in the sun. The resulting beverage obtained was attributed to divine origin. Hence the ancient Greeks gave the preference to wine made from dried grapes. Pliny, writing in the first century of the Christian era, mentions the tiny Greek grape of fine quality and thin skin. The Greeks of the present day will hear of no other land as the mother of the currant vine than the classic plains of Corinth, from which the product derives its Greek name.

* * *

During the Turkish occupation of the Peloponnesus, the quantity of currants produced was very small, as was to be expected under the grinding despotism of the Ottoman Government, but after the liberation of Greece, the crop, which was only 2,500 tons in 1831, outside the production of the Ionian Isles, rose to 6,500 tons in 1845, to 27,000 in 1851, and in 1860 to 52,000, including 13,000 from the Ionian Isles. In 1871, 81,000, and in 1878, 101,000 tons were produced. In 1871, the Hellenic Parliament passed an act to facilitate the sale of national lands in small plots with the object of promoting the creation of peasant proprietors. A large area of this land, chiefly in Peloponnesus, was planted with currant vines, and in the years 1877-8 these plants began to give full crops. The production then over-ran the consumption, and, the supply being in excess of the demand, prices fell to the lowest level on record.

About this time the phylloxera was committing enormous ravages, which reduced the French vintage to less than one-half of ils former yield, and to considerably less than what was required for the consumption of France itself. The French wine trade sought to supply the deficiency by manufacturing wine from dried currants. Currant wine factories were established all over France, and, in spite of an imposition of a considerable dutv. in the year 1889-90, France imported and turned into wine more than 70,000 tons of currants. The currant wine soon became very popular in France, as it was superior to any rough wine of the country, especially in its keeping qualities. While this was going on, the phylloxera had been partly conquered by replanting the vineyards with American stock, which were proof against the insects. The French home production of wine had begun to increase and the price to fall.

* * *

The wine-growers thereupon set to work to find the cause, and a violent agitation was set on foot in favor of protection. A law was passed that wine made from currants was to bear a special mark on the casks that it was currant wine, or the seller would incur heavy penalties. In August, 1890, a manufacturing duty was imposed on currant wine equal to 4s. 8d per cwt. of currants, and in 1892 the French protective tariff raised the import duty on currants to 6s. per cwt., but the manufacturing duty at the same time was reduced to 1s. 7d per cwt. Nevertheless, the wine-growers continued to denounce currants as their arch enemy, and the import duty was again raised to 10s. per cwt. Even this was insufficient to kill the industry, and finally an enormous duty was put on, the final charges making in all 30s. 7d per cwt., or 500 per cent. on the original value of the raw material.

* * *

It will be noticed that France appeared as a consumer of currants in 1878, just in time to put an end to a crisis which threatened the numerous class of currant growers. As soon as the danger passed and a market appeared to have been found for currants at remunerative prices, this same class devoted itself to the increase of currant plantations. Not having the necessary capital, these proprietors borrowed it of local capitalists at high interest, on the mortgage of their estates. With these forces in operation, Greece produced in 1888 twice as many currants as were produced in 1876.

The crop of 1875, of 72,300 tons, realized an average price of 23s. per cwt. in bond; the crop of 1877, of 80,860 tons, realized only about 8s., or one-third of the price realized by the 1875 crop. It occurred to Mr. Burlumi that this small excess of 10 per cent., which affected the price of the whole crop, might be diverted to other uses, and that the fruit offered to other countries should be regulated so as not to exceed their requirements. He then proposed that the State should take the land tax in kind, and the total of the tax should be equal to the excess of the estimated production of the coming season over the universal consumption of the last. In supporting this proposal, it was shown that the fall in price—to much below the cost of production—was not due to competition of a similar article produced in another country, but to the competition of the Greek currant growers themselves. However, Mr. Burlumi's plan, although it attracted general attention at the moment, was forgotten with the advent of the French demand, which seemed to have put an end to the crisis. Mr. Burlumi however, foresaw that the great French consumption was only temporary, and he felt sure that a greater crisis was likely to befall the currant industry. This came in November, 1893. In May of that year the lowest price in the London market was 21s. per cwt., and in November of the same year, in consequence of an abundant crop in Greece, and a large vintage in France, the same currants were offered at 6s. per cwt. only, equal to a total loss of the fruit, and, in addition, of 2s. 6d per cwt. for charges—the duties, taxes, freight and other disbursements being no less than 8s. 6d per cwt.

* * *

This unprecedented fall in the value of currants led to disastrous consequences. Scores of the most important currant houses of Greece fell, and the whole commercial class of the Peloponnesus, and almost of the whole kingdom, reeled under the terrible blow. The capital value of the currant plantations was twenty millions of pounds before the crisis, and this value had disappeared with the disappearance of all net income. Mortgagees could get no interest on their loans, and no one would lend a farthing on the security of a currant plantation. Many of the large proprietors offered to let their lands for nothing, in order to save them from ruin. The foreign money brought into the country by the sale of currants was the life-blood of almost every industry—and when this blood ceased to flow every-

thing was paralyzed. Wages, rents, etc., fell over 50 per cent., and the depreciation of paper money reduced the purchasing power of the curtailed incomes still further. This crisis was brought about partly by the increase of production which in 1893 reached 165,000 tons, but principally by the decrease of the consumption in France. Growers thereupon realized the position, and, while it was generally agreed that something had to be done, there was very little agreement as to what course should be taken.

* * *

The Chamber of Commerce of Patras formed a committee, of which Mr. Burlumi was one. He drew up a report in favor of the State regulation of the export of currants. This regulation was to take the form of retention of a certain percentage on the quantity declared for exportation. The percentage retained was to be deposited by the shipper in Government stores, and this fruit was not to be exported in its natural state, but to be used in Greece solely for manufacturing purposes. While the shippers adopted this attitude the authorities were not yet convinced of the necessity for action. Later on, a parliamentary committee of 40 members was appointed to go into the question, and the committee recommended the adoption of the measure proposed by the Patras Chamber of Commerce. In 1894, the Greek premier brought in a bill putting these proposals into effect, but it was not passed owing to the unsatisfactory way in which it had been drawn. The bill was afterwards modified, and was ultimately lost by a majority of two.

* * *

The rejection of this bill was followed by a further fall in the price until the lowest on record was reached in April. In fact, the grower was obtaining about 9d per cwt., out of which he had to pay the cost of production, amounting to more han fifteen times that sum, without allowing one penny for interest on capital. A demand for 10,000 tons of currants from Russia raised the hopes of the growers, but it turned out that Russia could only take currants at a price lower than the cost of production. The crop of 1894 could not be disposed of on better conditions than that of 1893, and the agitation in favor of State intervention commenced afresh.

* * *

The prospect of the failure of another crop made the poorer class of growers desperate, and the newspapers were full of heartrending reports from the places in distress. The public press began to interest itself in the question, and the Acropolis, one of the leading Greek daily papers, sent a representative to London, who interviewed the leaders of the dried fruit trade, and all of them, without a dissentient voice, supported the scheme, on the ground that the consumer has no interest in the ruin of the producer of an article which he wants to buy. Currants could not be produced at the prices then obtained, and the consequence would be restriction of production, and the diminution of supplies would necessarily lead to undue appreciation.

* * *

On the re-assembling of the Greek Chamber, the question again came forward, and led to a great deal of discussion. At the end of 1894 a resolution was carried in favor of the principle of retention; a bill was thereupon introduced, but it did not meet with favor, and a dissolution followed. The new chamber was opened in June 1895, and when the agitation in favor of state intervention was again at fever heat, a bill was brought in, and eventually it became law. The main provisions of this Act, as well as the legislation that has since followed it, are well known, and it is unnecessary for us to recapitulate them here.

COMPANIES INCORPORATED.

Codville & Co., of Winnipeg, are applying for incorporation, the new firm to be known as Codville, Georgeson Co., Limited. The incorporators are J. J. Codville, Wm. Georgeson, H. Bruce Gordon, Arthur W. Chapman, and Lawrence Bonny. It is reported that the capitalization will be $1,000,000.

A Dominion charter has been granted to Hudon, Hebert & Cie., Limited, of Montreal, with a capital stock of seven hundred and fifty thousand dollars, the chief office to be situate at Montreal, Quebec. Provisional directors are Joseph Hudon, C. P. Hebert, Albert Hebert, Zephirin Hebert, and Leandre Brault.

A company has been recently formed in the town of Carman, composed of leading residents, which will be known as the Carman Milling Company, Limited. The headquarters will be in Carman with a total capital stock of $40,000. The incorporators are Alfred Henry Snelgrove, miller; Samuel McClain, merchant; David Honeywell, insurance agent, all of Carman; Thomas Lawson, farmer, of Greysville; Edward Jobin, farmer, of St. Claude.

A company which is to be incorporated as the Canadian Fishing Company is being organized in Vancouver. Mr. Joseph N. Henderson, president of the Henderson Brothers Drug Company, and Captain A. Freeman, Captain Wilbur Johnston, Mr. J. M. Atkins, and Mr. H. H. Watson will be associated with him in the undertaking.

License has been granted to Frank H. Fleer & Company, a corporation incorporated under the laws of the State of Delaware, to manufacture, purchase, sell and otherwise deal in essential oils and essences and extracts out of wood, bark, leaves and roots or other substances, and any other extract for tanning, cleansing, dyeing or other purposes; and to manufacture, make, import, export, purchase, deal in and sell chewing gums or other products or extracts of gum chicle or other gums, sugar, flavor or other substances, all or any of them. This license is granted provided that the company in so doing shall not use in Ontario any larger amount of capital than the sum of forty thousand dollars. The company has appointed Paul Fleer to be its attorney.

Provincial charter has been granted to P. McIntosh & Son, Limited, to buy, sell, manufacture and deal in grain, seeds, cereals and the products thereof, and provisions, fodder and foods of all kinds for man or beast. The share capital of the company to be three hundred thousand dollars divided into three thousand shares of one hundred dollars each, the head office of the company to be at the city of Toronto, and the provisional directors of the company to be Reginald Kerr McIntosh, William Dobie, William Hector Lamont, Walter Abbott Strowger and Robert Urquhart McPherson.

Provincial charter has been granted to the Stamford Park Wine Company, Limited, to manufacture, produce and sell native wines, the share capital of the company to be one hundred and fifty thousand dollars divided into three hundred shares of five hundred dollars each, the head office of the company to be at the township of Stamford, and the provisional directors of the company to be James Marsh, Albert William Marsh and Fred Charles Marsh.

Provincial charter has been granted to the Capital Vinegar Works, Limited, to manufacture and deal in vinegar, pickles, sauces, jams, jellies, canned goods and other kindred products, the share capital of the company to be forty thousand dollars divided into four hundred shares of one hundred dollars each, the head office of the company to be at the city of Toronto, and the provisional directors of the company to be Andrew Dods, Gideon Grant and Albert Ernest Lyon.

NO RECIPROCITY WITH U. S.

A discussion on commercial conditions between the United States and Canada was held at the White House between the President and James McMullen, a member of the Canadian Senate, who was presented by Senator Warner (Missouri).

"A few years ago," said Senator McMullen, "a strong movement was started for reciprocity between the United States and Canada, but with us the subject now is scarcely mentioned. Our people are becoming convinced that they must look abroad for an outlet for their surplus products. Our producers are able now to lay down in Great Britain fruit, fresh meat, and other perishable stuff in as good condition as we can put them into the United States. They are building up a fine export business and are very prosperous. If we should enter into a reciprocity agreement with the United States, we should be obliged to change our relations with Great Britain. Our people have no desire to do that. In Great Britain and in some foreign markets Canada is a competitor of the United States.

"In other respects, our people entertain the most friendly feeling for the people of the United States."

PEANUT HARVEST.

January is the month when American peanuts are harvested. There is a short crop this year, which has caused the producers to demand a high price. The Americans consume annually 6,000,000 bushels of peanuts at a cost of over $14,000,000.

THE GOVERNMENT ANALYST ON ADULTERATION AND HOW TO SUPPRESS IT.

Dr. J. T. Donald, official analyst to the Dominion, in a lecture at the Natural History Society, Montreal, on "Food Adulteration," said :

"Food adulteration and the efforts of communities to suppress the same is, in one respect, a very old story, and yet in another sense it is a very modern matter. A knowledge of the composition of food is dependent on analytical chemistry, and this science, as applied to foods, is one of the last few decades only.

* * *

"It was in 1875," the lecturer continued, "that the first Act of Parliament in our own land taking cognizance of the adulteration of foods was passed. The Act under which the country's food is now protected by the Government is known as the Adulteration Act, which was passed in 1886, and to which amendments have been made from time to time.

* * *

"The carrying out of the provisions of this Act is entrusted to the Inland Revenue Department, and is largely in the hands of the Deputy Minister of that department. There is a principal laboratory at Ottawa with a chief analyst, and a competent laboratory staff under the control of one of the first chemists on the continent. In addition, there are official analysts at various important centres from Halifax to Victoria. Officials known as food inspectors collect samples throughout the country by purchasing them as an ordinary householder would.

* * *

"The samples are sent to the head laboratory, or to the official analysts of the various districts. All reports as to purity, or otherwise, of these samples are sent to the chief analyst, who in turn reports to the Deputy Minister. The latter, in consultation with the Minister and the chief analyst, decides as to the best way in which to deal with manufacturers who are guilty of adulteration. Sometimes delinquents are warned, and, it may be said, that warning is often more effective than harsher measures would be. At other times, legal action is taken, and fines are inflicted on adulterators. This course was pursued lately in connection with the adulteration of maple syrup.

* * *

"At frequent intervals the Government issues bulletins setting forth the results of analyses, giving the names of sellers and manufacturers of adulterated goods. These publications are very powerful influences for good. A manufacturer whose foods are reported as adulterated, very soon finds that such a report handicaps him in the race with his competitors, who use a good report as a powerful advertisement.

* * *

"The first report on adulteration in Canada was issued in 1876. Over half of the various samples analysed during that year were found to be adulterated. Every single sample of cloves, cinnamon, ginger, and mustard was adulterated. The work of the Government has immensely improved matters. Adulteration, it is true, still goes on, but there has been a vast improvement. In the early years the adulteration of milk was carried on to such an extent that about 68 per cent. of the samples examined were adulterated, whilst during the last few years adulteration has been found in only about 10 per cent. of the samples examined. In the case of coffee, instead of 75 per cent. of early years, adulteration has declined to about 40 per cent. of the samples collected. In 1876, from 80 per cent. to 90 per cent. of the samples of pepper analysed were adulterated, whereas now only 25 per cent. of such samples show adulteration.

* * *

"The work done by the Government analysts shows that at the present time adulteration is practically unknown in many of our standard foods. Adulteration is not found in flour, cereals, butter, cheese, lard, canned fruits, vegetables, meats, tea, and sugar. On the other hand, there is more or less adulteration in coffee, cocoa, milk, maple sugar, and syrup, spices, cream of tartar, jams, jellies, catsups, olive oil.

* * *

"In the list of goods subject to adulteration, the adulterants are not usually of harmful or dangerous character. For instance, coffee, when not pure, is usually mixed with roasted cereals and chicory. Starch or flour is added to cocoa, spices, cream of tartar, etc. Maple sugar is adulterated with ordinary cane sugar, whilst jams and jellies are composed in many cases largely of glucose and apple pulp.

* * *

"It may be asked why these adulterations are not suppressed? We have to deal with a difficult situation. If we take jams and jellies, for example, we find that the articles made with pure fruits and cane sugar, are expensive, and largely beyond the reach of the poor man. The manufacturer comes forward and says he can supply a cheaper article and yet a wholesome one, if he is allowed to use apple pulp, instead of the true small fruits, and glucose in place of the more expensive sugar. He claims that the eagerness with which certain classes of the community buy his goods proves that there is a necessity for these cheaper, but still wholesome, articles. To meet this situation the Government says you may manufacture and sell these articles, provided you mark them as "compound," in order to distinguish them from the genuine article. The same rule applies to coffee, cocoa, etc."

* * *

The question of artificial colors in jams, jellies, catsups, etc., was discussed. It was shown that these were used largely to meet the public demand, that these goods shall have a pleasing color. No doubt the articles in question would be better without these colors, for it has been shown that in general they retard digestion. At the same time the quantities used are so small that the amount consumed in an ordinary lifetime cannot be very large.

The manufacture of compound lard, which is a mixture of stearin and cotton-seed oil, was illustrated. It was explained that this is a distinct article of commerce. It is in no sense used as an adulterant, but is sold openly under its own name. The manufacturers supply it in pails of a special color, so that it may be distinguished from pure lard.

Finally, the question of preservatives in foods and meats was briefly touched upon.

The lecture was illustrated by experiments showing methods of detecting adulterations. By means of lantern slides the audience was introduced to the chief officials who have to do with the enforcement of the Adulteration Act, including the Deputy Minister, the chief analyst, and the chief of the laboratory.

AN OPPORTUNITY FOR THE GROCER.

The delicatessen department of the grocery business offers one of the most promising fields for the employment of extra energy and capital by the grocers, as it seems to be capable of almost indefinite exploitation. We have urged the grocers to launch out more in the delicatessen department, and are glad to see the advice has been heeded by some of the dealers. The choicest grades sell in the delicatessen department although a few feet away the commonest groceries may be in demand.

It is a fact that in some stores where low grade flour, coffee and starch, cheap syrup, etc., are preferred to the better kinds because they cost less, the delicatessen counter will be selling some of the choicest preserved meats, game, etc.

Then the store that has never sold any sauces, pickles and salad dressing to speak of, is as likely as not to develop a lively trade in these goods as soon as the owner opens a delicatessen department.

In the delicatessen business cheese is near the throne, if it be not indeed the king. Here are kinds kept in stock by the better class of delicatessen stores : Gervais or cream cheese, Swiss or Gruyere cheese, Fromage de Brie, Roquefort, Gorgonzola, Philadelphia cream, Neufchatel, Camembert, Stilton, Cheddar, English dairy, rarebit cheese. Glass covers or glass show cases are indispensable when cheese is exhibited in the store or window. It helps the sale of fancy cheese if the dealers circulate leaflets containing receipts for preparing dishes in which the cheeses are used. From the tasteless domestic cheese, just from the factory, to the rich, highly flavored soft cheeses of the continent of Europe, the cry is far indeed, and yet many consumers are acquainted with no other kind of cheese than the simple domestic article. Is it not to be supposed that, if through the agency of the grocer's delicatessen department, they could be posted on the good points of fancy cheese, they would like to buy it with comparative freedom ?

SHIP PROMPTLY.

Country merchants should ship their eggs promptly. They are much more valuable to the commission man when they are fresh than when they have been held back for a month.

BUSINESS MANAGEMENT

By Howard R. Wellington.

SYSTEM IN A RETAIL STORE.

A great deal of time is devoted in these days of advanced business methods to the application of systems to every class of industrial pursuit. Care should be exercised, however, to avoid the introduction of systems which are cumbersome and necessitate a large amount of detail work with practically no better result than could be obtained by the adoption of a simple yet productive method. It is a question whether the business done by a retail store would warrant the expenditure of time and money necessary to maintain an elaborate system, but the following ideas may suggest some methods which might be adopted to advantage.

Stock.

Cards, alphabetically arranged according to the various lines carried in stock, may be used to keep an up-to-date record of the stock on hand.

Brushes.	Bought.			Sold.			In Stock.	Invoice Price		Selling Price.	
S. P. & Co.	Apr.	10	60	Apr.	15	10	50		[illegible]		07

This card may be used also for a cash record of all invoices by the addition of other columns for further particulars, such as "List Price," "Net Price," "Advance on Cost," etc. It may seem at first sight that this record would entail a large amount of work, but if the posting is done daily from the sales record, the information which the cards contain will more than offset a few minutes extra work in keeping the cards up-to-date, and besides, the actual stock on hand and cost and selling prices may be obtained at once from the cards instead of counting stock or looking up the purchase invoice, as the case may be. Orders may be placed in time to re-stock goods which have run very low, thus avoiding the loss of sales necessitated by not having the goods in stock and a good assortment may be kept constantly on hand. Of course, if the merchant does most of the selling himself and can watch the stock carefully, and order accordingly, no such method would be necessary, but where several clerks are employed and the stock is being handled constantly, some systematic record of the stock should be kept.

Purchase Invoices.

A box file will be found a very convenient receptacle in which to keep the invoices for goods purchased until paid. When the goods are received and have been entered in a receiving book or checked off from the invoice, whichever method is employed, though different lines should be posted to the stock record cards, the invoice then being placed in the box file for payment. These invoices are filed alphabetically, according to the concern from which goods were purchased.

Paying Accounts.

To insure the saving of all cash discounts, if the retailer is in a position to take advantage of discounts allowed for short terms, the creditors should be notified to make drafts when the account becomes due. In this way the dealer is free from any anxiety in this regard. The statements when received may be checked off from the invoices and then attached, forming a complete record of the settlement, the net amount being charged direct to the "Merchandise Account." If it is convenient to protect drafts, or if the retailer prefers to pay by cheque, or by other means, and also wishes to take advantage of cash discounts, the statements may be arranged according to due date and settlements made accordingly, although the draft method will be found less cumbersome.

Sales Record.

The method in general use is the duplicate "cash" or "charge" books, a complete record being kept of all sales, whether cash or on credit. Several of the books may be in use at one time, but if the amounts of each sale are recorded carefully on the recapitulation sheet provided for this purpose at the end of the book, the total sales may be obtained. A column should be provided for "cash sales" and "charge sales," the total of the "cash sales" column agreeing at the end of the day with the amount received by the cashier from the different salesmen. The original of the "cash sales" slip should be handed to the cashier with the cash. The "charge sales" slips are marked or stamped "charge" and the original sent along with the goods to the customer as an invoice, the duplicate remaining in the "sales book" to be charged to the customer direct. The sales slips are numbered, and in this way every slip may be accounted for, either through the original in the hands of the cashier or through the charge direct to the customer.

If the stock cards are kept, the posting of different lines sold may be made right from these sales slips each day, and the balance of stock on hand ascertained at any time without actually taking stock.

THE NIMBLE PENNY.

Quite a common error with the small retailer, particularly the young retailer, is taking too liberal advantage of quantity prices, says an exchange. The extra discount on a big order in one line is a big temptation, but it is the nimble penny that catches the money. Many a store and many a business is loaded down with these same large orders, bought at a big discount and kept at a great expense of tied-up capital while they are being unloaded. It costs less freight, but the interest on the money invested is more than enough to cover the extra freight. Freight only has to be paid once, while interest is a constant expense, whether it applies to tied-up or to borrowed capital. How many men have seen opportunities of some special nature escape that they would most gladly have embraced if they had felt able to afford it; opportunities that only required perhaps a small part of the idle capital represented by many an unwise purchase!

One fact, like the beggars, we have always with us: that some unwise purchases will surely be made. The best of buyers have often to regret their liberality in some direction; seldom is any buyer worthy of the name called on to seriously regret his parsimony. Big discounts are a fine thing for those who can afford them, but let the little fellow rather aim to keep his capital rolling over so actively that it will earn him greater interest than the discounts represent. It can be done. Why not do it?

LOOSE LEAF SYSTEMS NOW A NECESSITY.

There are very few business houses today who do not use some form of the loose leaf system in one or more departments of their business. It is no longer experimental, but is recognized as an absolute necessity by progressive business houses generally.

The advantages of the loose leaf system are now so well known that we will not go into detail further than to say that the idea permits of adaptability to meet to best advantage changing business conditions. It permits of any classification and the maintenance of the arrangement continuously or as desired. This system permits the greatest amount of information to be kept in condensed form, in the least time, and the most accurate manner. Accounts and records of all kinds can be kept by this system in any business, large or small, with equal advantage.

ANTIQUITY OF TEA.

The tea plant, a tree allied to the camellia, grows wild in Assam, and there is a legend that it was carried to China by an Indian traveler in the sixth century B.C. Be this as it may, tea was a national beverage among the Chinese in the early centuries of this era, when mead was the national drink of the western world, and there was a Celestial tax upon tea as far back as 793.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

W. C. LATIMER'S ADVERTISEMENT.

The Beaverton Express has no reason to complain of W. C. Latimer's advertising patronage. Two advertisements of Mr. Latimer's that appeared in the Express are forwarded for criticism. The one that is herewith reproduced in miniature was about 220 lines deep and about 5 columns wide — certainly so small advertisement. The other was about 150 lines deep and 3 columns wide.

* * *

I don't like the word "cheap" as a slogan. It implies more than low prices and has a detractory effect. Then, in the semi-panelled corners it is stated that "Latimer's entire stock of clothing, furs, gents' furnishings, boot (boots), shoes, and rubber stock must be reduced in this great 10-day sale." "Reduced" should have been "cleared out," or something synonymous.

* * *

"12,000 worth of millinery," etc., would have been more correct than the present "$12,000 in millinery," etc. "An unusual large stock" obviously should have been "an unusuallv large stock."

* * *

The subsidiary heading, "Fall and Winter Clothing," etc., could easily be better arranged. I would have had something like the following: "Fall and Winter Clothing, Overcoats, Tweeds, Gents' Furnishings, Ladies' Jackets, Skirts, Dress Goods, Millinery, Furs, Boots and Shoes, Crockery, Glassware, etc."

* * *

"Our grocery stock will compare with any town in Canada for qualities and prices" should have been "The quality and prices of our grocery stock will compare favorably with the quality and prices of any other grocery stock in Canada"—that is, if such a sweeping declaration was to be made.

* * *

"More" should have been transposed to a place between "few" and "dozen" in the opening sentence under "millinery," and the word "out" might have appeared after "clear." The next sentence should have stopped at "amount."

* * *

The little talk about "Underwear," confined to practically one sentence, should have been divided into about three sentences, and certain words and expressions left out. The first change would be to make "If there is any wise men," "If there are any wise men."

* * *

The following typographical errors occurred in the advertisement under review: Spaces transposed and omitted in the line reading "Entire stock of"; wrong font "2" in "$12,000.00"; "o" for "a" in "bargains"; turned "s" in "purchaser"; cap "I" for lower case "l" in "glassware"; "Ladie's" for "Ladies'" in the paragraph headed "coats"; "ff" for "fi" in the word "figures" under "Big Sale of Boots and Shoes." This does not, by any means, include all the errors.

* * *

Yet despite these blemishes there is something about Mr. Latimer's advertisement that appeals to one. The chief and subsidiary headings both stand out prominentlv. The illustrations are suitable, the border is not too heavy, nor does the division of items by turned rules appear as grotesque as do some in many of the advertisements sent to me.

* * *

My criticism is registered against a few of the parts that go to make up the plan of this advertisement, but it is not registered against the plan itself.

* * *

W. C. Latimer's plan is a good one for this particular case—a special sale. The items are grouped off with uniformity and due regard to relevancy.

* * *

But I claim that art and business can go together in an advertisement — that there can be good arrangement, good phraseology and good typography.

* * *

If I didn't believe what I have just said it would be mere cavil on my part to find the faults I have found. On the other hand, to tell a grocer he has prepared a first-class advertisement when he has not benefits the grocer little and robs this department of its usefulness.

* * *

I am anxious to see the grocers of this country develop a true advertising spirit and at the same time enough sagacitv to know advertising values from a purely business standpoint.

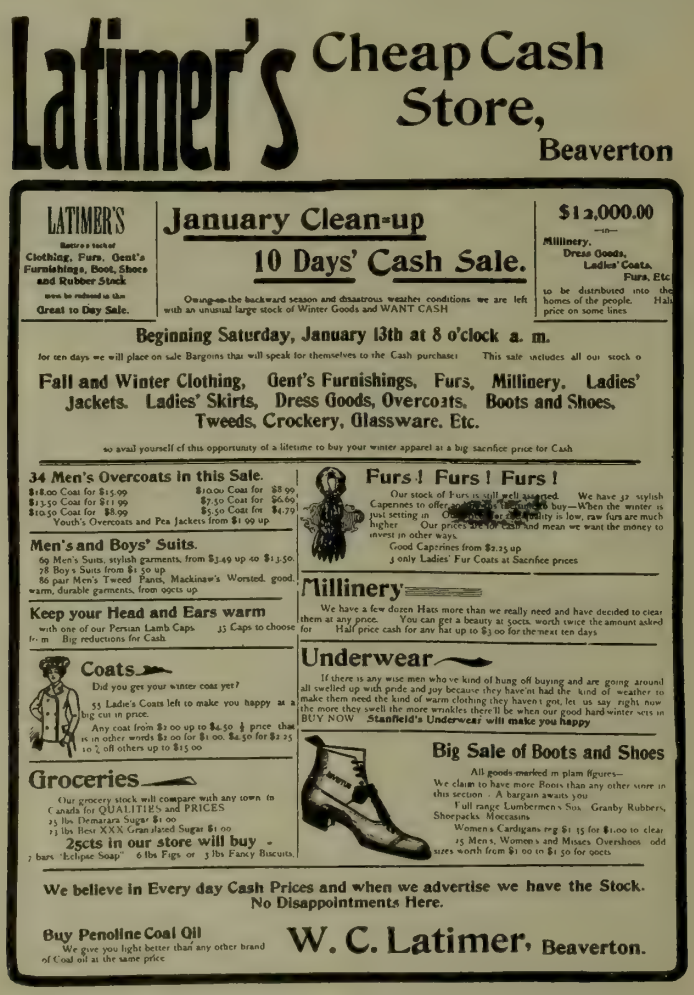
* * *

To further this end, if any grocer will send me a rough draft of a circular he intends issuing, I shall be pleased to give him my opinion on it.

* * *

A criticism of Mr. Latimer's other advertisement will appear at another time.

A. A. B.


Latimer's Cheap Cash Store,
Beaverton
LATIMER'S
Entire stock of Clothing, Furs, Gent's Furnishings, Boot, Shoes and Rubber Stock now be reduced in the Great 10 Day Sale.
January Clean-up
10 Days' Cash Sale.
Owing to the backward season and disastrous weather conditions we are left with an unusual large stock of Winter Goods and WANT CASH
$12,000.00
—in—
Millinery, Dress Goods, Ladies' Coats, Furs, Etc
to be distributed into the homes of the people. Half price on some lines
Beginning Saturday, January 13th at 8 o'clock a. m.
for ten days we will place on sale Bargains that will speak for themselves to the Cash purchaser. This sale includes all our stock o
Fall and Winter Clothing, Gent's Furnishings, Furs, Millinery, Ladies' Jackets, Ladies' Skirts, Dress Goods, Overcoats, Boots and Shoes, Tweeds, Crockery, Glassware, Etc.
so avail yourself of this opportunity of a lifetime to buy your winter apparel at a big sacrifice price for Cash
34 Men's Overcoats in this Sale.
$8.00 Coat for $5.99
$7.50 Coat for $5.69
$10.00 Coat for $8.99
$7.50 Coat for $6.69
$10.50 Coat for $8.99
$5.50 Coat for $4.79
Youth's Overcoats and Pea Jackets from $1 99 up
Men's and Boys' Suits.
69 Men's Suits, stylish garments, from $3.49 up to $13.50.
78 Boy's Suits from $1 50 up
86 pair Men's Tweed Pants, Mackinaw's Worsted, good, warm, durable garments, from 99cts up
Keep your Head and Ears warm
with one of our Persian Lamb Caps 35 Caps to choose from Big reductions for Cash
Coats
Did you get your winter coat yet?
55 Ladie's Coats left to make you happy at a big cut in price.
Any coat from $2 00 up to $4.50 ½ price that is in other words $2 00 for $1 00, $4.50 for $2 25 to ½ off others up to $15 00
Groceries
Our grocery stock will compare with any town in Canada for QUALITIES and PRICES
25 lbs Demarara Sugar $1 00
23 lbs Best XXX Granulated Sugar $1 00
25cts in our store will buy
7 bars 'Eclipse Soap' 6 lbs Figs or 3 lbs Fancy Biscuits.
Furs! Furs! Furs!
Our stock of Furs is still well assorted. We have 37 stylish Capernes to offer at [illegible] to buy—When the winter is just setting in Cheap Furs, as a rule is low, raw furs are much higher Our prices are for Cash and mean we want the money to invest in other ways.
Good Caperines from $2.25 up
3 only Ladies' Fur Coats at Sacrifice prices
Millinery
We have a few dozen Hats more than we really need and have decided to clear them at any price. You can get a beauty at 50cts worth twice the amount asked for Half price cash for any hat up to $3 00 for the next ten days
Underwear
If there is any wise men who've kind of hung off buying and are going around all swelled up with pride and joy because they haven't had the kind of weather to make them need the kind of warm clothing they haven't got, let us say right now the more they swell the more wrinkles there'll be when our good hard winter sets in BUY NOW Stanfield's Underwear will make you happy
Big Sale of Boots and Shoes
All goods marked in plain figures—
We claim to have more Boots than any other store in this section A bargain awaits you
Full range Lumbermen's Sox, Granby Rubbers, Shoepacks Moccasins
Women's Cardigans reg $1 15 for $1.00 to clear
25 Men's, Women's and Misses Overshoes odd sizes worth from $1 00 to $1 50 for 90cts
We believe in Every day Cash Prices and when we advertise we have the Stock. No Disappointments Here.
Buy Penoline Coal Oil
We give you light better than any other brand of Coal oil at the same price
W. C. Latimer, Beaverton.

IDEAS FOR THE INDUSTRIOUS.

THE PRICE OF SUCCESS.

The receipts for success are so many and so vivid now-a-days that one might think all young men lucky enough to step on the stage at this particular moment would infallibly reach the goal.

Yet now, as always, out of a score of young men who graduate from high school, each throbbing with high endeavor, perhaps one may be found a score of years later to have climbed much above the lower rounds of the ladder.

And the fact still stands that retail storekeepers who fail wholly far outnumber those who succeed largely, and that the great majority never achieve anything more than a mere livelihood.

Evidently, something more is needed than a simple recipe.

No two men who have reached that mystic goal called "Success" agree in reciting all the steps of the journey, but all agree in the first step, which is concentration.

It is the man who brings to bear on his chosen business every last ounce of mental and physical energy he can summon, who wins.

Take care of your business, if you want your business to take care of you. Live close to it. Think it. Eat it. Sleep it. Know it from stem to stern, from hold to topsail.

We respect the man who deliberately chooses to be content with a small business—who, with his eyes open, is willing to step aside and let the throng of rivals for material success sweep by him. But he who yearns for material success and then fritters away his energies has no claim on our respect or our sympathy.

The retail merchant who mixes society or horse-racing with his storekeeping may get more fun out of life than he who does not, but he will not make the success of his business that he might have made.

Do not have too many irons in the fire. Every outside interest will decrease the energy with which you push your main business. Let your competitor run a farm or a factory "on the side." He'll have just so much the less energy to put into the store.

Concentration is the price of success.

KEEP PERSONAL FEELINGS DOWN

Don't allow your personal feelings to influence you in the day's work. If you will look at it clearly you will see how easy it is to get ahead of the fellow who allows personal feeling to sway him in business. I know a man who was the head of a department who took a dislike to one of the men under him because the man had an independent air that the head of the department did not think was becoming to a mere working man. The dislike grew in his mind to such an extent that it didn't leave room to see any good in the other fellow at all. When the other fellow made a suggestion or advanced a proposition it was sometimes politely and sometimes brusquely turned down.

One day the man who was always being turned down offered one of his ideas to an opposition firm, and they gave him a good job with a desk to sit at and lots more pay than he had been getting. The idea turned out such a good one that the head of the house the man with the idea had left inquired into the facts of the case. When he had the story all in hand he didn't say anything to the head of the department who had let the idea get away, but when his contract to the firm ran out six months later it was not renewed.

When Franklin McVeigh, the Chicago merchant, was making his institution one of the largest of its kind, he was asked to referee a quarrel between two valuable men in one department. He told them that no man with sense would allow personal feelings to bother the day's work, but inasmuch as they were both old employes, he would try to straighten out the trouble, and gave each of them charge of a different department and put a new man in the charge of the one they had been quarreling in. They both felt they had been wronged and sulked instead of going to work to redeem themselves. One of them finished his career with the house running the employes' elevator and the other man got lost in the shuffle somewhere. Personal habits. like bad habits, have to be left aside unless you have enough money to indulge in them so that you can stand for a loss if they warp your judgment.

DON'T BE TOO CAUTIOUS.

The best advice a merchant can give to a young man who enters his employ to learn the business or art of selling goods, is, "Don't be afraid of making mistakes." The man who never made a mistake never amounted to anything. This point finds striking illustration in the story told by Success of the late Ellen D. Jordan, the millionaire drygoodsman of Boston.

One day he inquired of one of his lieutenants :

"What sort of a fellow is Smith ?"

"The best sort," replied the lieutenant.

"I am glad to hear that," said Mr. Jordan. "He has had charge of this department for ten years, I believe."

"Yes, sir, and he has a great record. He has never made a mistake."

"Eh ? What's that ? Discharge him at once."

"Sir ?" stammered the surprised subordinate.

"No, on second thought," continued Mr. Jordan, "you needn't discharge him right away. I'll give him another chance. Send him in to me."

When Smith showed up he said to him, in substance : "I don't like men who never make mistakes. What I need here is a progressive man—one with plenty of push and enterprise. Now, a man who is full of zeal for me and primed with ambition for himself is sure to make a mistake now and then.

"The man who never blunders is too cautious, too slow to be worth much. I have had a statement made out showing me the percentage of increase or decrease in the business of each department. Your department is the only one that causes me any uneasiness. I find the reason to be that you are too infernally cautious. You never make any mistake !"

FROM CANDLES TO CABINET.

It may not be generally known that the Right Hon. John Burns worked as a boy in Price's Patent Candle Works, London, Eng., and the directors of Price's Patent Candle Company. Limited, have just sent the right hon. gentleman a letter conveying the congratulations of the directors, the staff, and the workmen of the firm upon his appointment in the British Cabinet.

GROCERS' CLERKS AND TECHNICAL EDUCATION.

With a view to encouraging the development of the technical education movement amongst grocers' assistants in England, a leading firm in the trade has presented a handsome lantern and slides, through Mr. J. Aubrey Rees, to the National Association of Grocers' Assistants. The popular lecture on "Technical Education," which Mr. Rees has already given in several towns, will be repeated this year in other parts of the country, and the gift mentioned above will enable the lecturer to add to the interest of the lecture by giving various illustrations of trade commodities.

A SMART BOY.

A story is going the rounds regarding the action of a certain Tasmanian who is now holding a responsible position in a grocery establishment on the northwest coast of Tasmania.

The individual concerned was engaged as grocery boy, when an old lady entered and asked, "Have you any red cabbage plants ?" "No," said the boy, "but we will be having some shortly." "Well," said the old lady, "I want sixpennyworth." "If you care to pay for them now, madam," said the lad, "I will send them along to you when they come in." The old lady remarked that that would do nicely, paid her sixpence and departed.

Now, what do you think the boy did ? He bought threepennyworth of seed and planted it in the back yard. In due time the old lady received a portion of the crop. Thus the transaction ended with profit and satisfaction to all concerned.

That boy is now first counter hand in the grocery department of that store, and you should see him smile when red cabbages are mentioned.

SEASONABLE REVIEWS OF SOUVENIRS AND BOOKLETS.

Since the opening of the year The Grocer has been the recipient of many neat and attractive book and card souvenirs from many friends and many places.

Hillcrest Orchards, Kentville, N.S.

From N. S. we have an exceedingly attractive double post card, one card showing a Summer orchard scene, with trees in full bloom. The picture has been taken from an eminence, and gives about as realistic a view of a growing orchard as is possible. On the outside are five small and effective orchard scenes. The sister card is one similar in every respect, except that the scene is a Winter one of the same orchard; the contrast of the two cards is most effective.

What perhaps is most noticeable in these cards is the small amount of advertising upon them, which is practically reduced to a simple statement, viz.: Ralph S. Eaton, Hillcrest Orchards, Kentville, N. S.

G. T. Rogers, Cranbrook, B.C.

From the other end of the Dominion we have a little card of kindly wishes from our friends, G. T. Rogers and staff, Cranbrook, B.C., which in itself is a novelty to be kept, seeing that it contains a set of photos of the whole staff.

Short & Co., Montreal.

Short & Co., of Montreal, have sent us a tasty little calendar card scenery, which we presume is of far distant Japan, as this firm are Canadian agents for Shirkigumi Co., Kobe, Japan, makers of fancy goods.

Old Homestead.

"Searching the globe to find a spot where Old Homestead goods are not consumed" is the text of advertisement of a 1906 wall calendar, issued by the Old Homestead Canning Co., Picton, Ont. The picture is from Louis Moeller's "Home Again," and shows three of the old school closely scrutinizing a globe. The calendar is destined to be eagerly sought for by any home or office both for ornament and utility.

H. Andiamio, Congleton, Eng.

From the Old Country we have been reminded that enterprise is not yet dead in the good old mother land, for we have before us a kind of booklet and price list combined from H. Andiamio & Co., Congleton, England. This firm is known as suppliers of high-class cigars, and the booklet bristles with testimonials from many well-known in high places in Great Britain. It contains, too, some useful and instructive hints.

C. and B. Illustrated.

Crosse & Blackwell, Limited, have sent us one of their latest catalogues. The get up of this booklet is really superb, containing, as it does, fac simile of all their manufactures. It is elaborately illustrated and highly colored to imitate their various products. Reading matter is conspicuous by its absence, the idea apparently being to familiarize the buyer with the goods themselves. A truly handy reference for every trader to have.

United Factories.

United Factories, Limited, have just issued a nicely bound and fully illustrated catalogue of Boeckh's brushes and brooms, and Cane's Newmarket woodenware, for the grocery trade and general stores. It also contains a large assortment of baskets, mops, mats, butterware and a full line of grocers' sundries. Any dealer desiring a copy of this catalogue may have one sent to him by applying to the head office in Toronto. It will suggest much to the enterprising grocer.

Griffin & Co., Winnipeg.

J. Y. Griffin & Co., Limited, of Winnipeg, have issued a new price list, a copy of which is before us. The frontispiece shows their extensive works at Louise bridge, Winnipeg, while the inside teems with good things to tempt the epicure. The different brands of hams, meats, etc., with the prices opposite are set up in clear, striking type, so that he who runs may read. On the back cover is a brief resume of the progress of the firm since 1880; and the advance made since then is certainly something to be proud of.

E. W. Gillett Company.

The neat attractive booklet issued by the E. W. Gillett Co., Limited, is not elaborate, but it is in excellent taste and has an attractiveness which holds one's attention throughout. The cuts of the entrance, the general manager's office, and the general offices, show signs of the prosperity which has attended the E. W. Gillett Co. during the comparatively few years they have been in business. The interiors of the offices combine beauty and utility, every late improvement for convenience of transacting business being there. On the back cover is shown an exterior view of the plant.

The Red Feather Co.

The Red Feather Co. has issued a very handsome book of labels for canned goods which could not fail to attract the purchaser's eye and make a good impression. The samples cover a complete line of fruits and smaller vegetables that are put up for the trade. A special brand of salmon is also on the list. The raspberry and strawberry labels are particularly enticing in appearance. They have the rich, natural color of the freshly plucked fruit, and stand out in clear embossing. A cluster of cherries with a touch of green foliage is also very attractive. The tomatoes, peas, beans, etc., follow the berries, and are as nearly as possible true representations of the natural product. Each label has the company's registered trade mark—the "Red Feather" standing out prominently. Altogether the labels are a credit to the designer, and will present a good appearance on the grocer's shelves.

An Egg-o-See Pamphlet.

"Back to nature" is the title of an attractive booklet which has fallen into our hands. The "get up" of the book itself is sufficient to whet the appetite. It is at once artistic and inviting, and the temptation to peruse its contents is irresistible. The Egg-o-See Cereal Co. has certainly struck a happy idea in issuing a pamphlet which gives so much information and advice in so small a compass. It deals with the question of diet in a specific and conclusive way, and the reader cannot fail to leave its pages a better and wiser man, even though he were never persuaded to adopt Egg-o-See diet. In addition to dealing with the science of diet, and giving a full week's menu table compiled by an expert, it gives a sort of synopsis of manual exercise for both men and women, which will be studied with the greatest interest by both young and old. The illustrations are such that a child could follow the lessons described. Finally are given several pages of very useful receipts, inexpensive, nourishing and appetizing.

CRANSTON NOVELTY CO.

The Cranston Novelty Co. have removed from Galt to the Medical Council Chambers, 157 Bay street, Toronto, Canada. This company manufacture and supply aluminum, brass and silver trade checks for all purposes, advertising coins, stencils, seals, signs, calendars, office specialties and necessaries, brushes, coat and skirt hangers, and general advertising novelties.

Mr. J. K. Cranston, manager of the company, has had experience in many fields of industry and this insight into things commercial no doubt accounts for the practicality of the Cranston check systems, all of which, we are informed, are legal.

BEET SUGAR BOUNTIES.

The returns of the Wallaceburg and Berlin sugar beet factories have been received by the Provincial Secretary, because the industry receives a bounty from the Government of one-half a cent per pound. From the Wallaceburg factory 11,276,066 lbs. were turned out, and from Berlin 9,510,753. The total bounty in one year must not exceed $75,000; according to the terms of the Act, so the companies will have to share this sum this year. This means that the Wallaceburg concern will get $40,684.68, while $34,315.32 will go to Berlin. The Act granting the bounties set aside $375,000 for the purpose, and next year's bounties will exhaust this amount. The total bounty has been earned for the first time during the past year, but the firms came very close to it in the two preceding years.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Bode's Gum Co., Montreal.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Imperial Biscuit Co., Guelph.
Jacob, W. & R., & Co., Dublin, Ireland.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cabincts.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk and Canning Co Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Cupon Co., Indianapolis, Ind.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance.
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts, A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton. Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Millman W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
American Pure Food Co., Montreal.
Egg-O-See, Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co. Goderich.
McFall A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Sutcliffe-Muir Milling Co., Moosomin.

Grocers—Wholesale.
Balfour & Co., Hamilton.
O. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Major, S. J., Ottawa.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Grocers Engineering Co., London, Eng.

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fittings.
Fletcher Mfg. Co., Toronto.
Walker Pivoted Bin & Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Cram, Rolla L. Co., Ottawa.

Malt Extract.
Sleeman, Geo., Guelph, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Fellowes & Fellowes, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McLauchlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Ozo Mfg. Co., Montreal.
Paterson's—Rose & Laflamme, Montreal.
Suaut Co.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
James' Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Potatoes.
Hannah, R. W., Toronto.

Poultry and Cattle Food.
Bate, H. N., & Sons, Ottawa.
Myers' Royal Spice Co., Niagara Falls, Ont

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Dominion Salt Agency, London, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
Duncan Co., Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Kenney, T., & Son, Hallerton, Que.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville & Co., Winnipeg and Brandon
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Salada Tea Co., Montreal and Toronto.
Minto Bros., Toronto.
Mokara Mills, Montreal.
Todhunter, Mitchell & Co., Toronto.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.
Hugli, Albert, Toronto
Reckitt's Blue—Gilmour Bros., Montreal.
Sawyer Crystal Blue Co., Boston, Mass.

Wines, Liquors, Etc.
Sleeman, Geo., Guelph, Ont,

Woodenware.
Woods, Walter, & Co., Hamilton.

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NEW ADVERTISEMENTS

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Monarch Typewriter C .
Nestle's Chocolate.
United Factories.
Vincentelli, P. & F.

BUSINESS MEN AND LEGAL COMBINATIONS.

Lawyers have been having a busy time lately in investigating the workings of different associations of manufacturers and merchants. From the evidence that has been brought out in these investigations it is quite evident that there was need for the investigation, although, as we pointed out in a former issue, their zeal has led them to the prosecution of associations which probably should have been left alone.

When the lawyers have completed their task would it not be well for the business men's organizations of this country to start an investigation of the combine that exists among lawyers? One thing is certain, there is a combination among lawyers and it is a combination so strong that it is master of the situation.

A lawyer has been described as "one who collects your money for you and appropriates it unto himself." While this is a somewhat exaggerated way in which to define a lawyer, everyone who has had experience with lawyers, and especially in cases before the courts, has come to the conclusion that the lion's share of the proceeds in most cases for the recovery of money goes to the lawyer and for other legal expenses.

There is no combination of business men that possesses the power the lawyers do. If business men, for example, were to state conditions and limitations under which men should enter into business, such a cry would rise up all over this country as would soon cause their dissipation. Practically, however, this is what the lawyers do.

Paradoxical as it may seem to say so, it is because the lawyers have largely the making of the laws of the land that we have a great deal of law and very little justice. As the law stands to-day, the complainant too often finds that while he gets the verdict the lawyers get nearly all the money which proceedings have been taken to recover.

There is no class in the community which feels as keenly as business men the unjust condition of affairs which exists in the administration of the law regarding business matters, largely because the legal profession is surrounded by a combination of the most objectionable description.

IMPROVE COMMERCIAL AGENCIES

The work done by the Canadian commercial agents has undoubtedly been a good one, and the results have fully proved the wisdom of establishing such branches of service. The importance of this work cannot be overestimated, and its extension and further development should be at once proceeded with.

The securing of markets and introduction of Canadian produce and manufactures into every possible land is of equal importance to the immigration movement, and should receive an equal amount of attention.

It is well understood that the commercial strength of a nation is measured by its export capacity. To be only self-supporting may appear nice reading, but is poor business. At the present moment our cousins across the border are somewhat alarmed at discovering that the very strong position they thought they had has been surely weakening, and that the last returns show a decrease in their exports and an increase in imports. Their discomfiture is clear proof, if proof were needed, of the value set on the export trade.

If, therefore, we are to see our country settle down on rock foundation, it must be by first extending her commerce so that reliable markets are secured with the least possible delay and expense to commerce. The first question for consideration, and by no means an unimportant one, is the kind of men which should be selected, and we say emphatically they should be, they must be, men of business—approved business ability—no novices or patronage men. The question is of too great moment to be trifled with. Upon these men to a large extent will be staked the rise or fall of Canadian commerce. The academic test is all right in its place, but is out of place here. A rigid examination in commercial methods and laws would be more to the point, combined with a particular aptitude to discover requirements and conditions of foreign markets.

It is not easy to find suitable men to fill the bill; many and varied are the services they will be called upon to perform. Quick perception, keen foresight, clear judgment, and a strong personality must be some of the prominent features in such men, for they will have to be advisors and confidential agents at all times and at a moment's notice.

The United States are just about to reorganize their consular service, and it is proposed to put it on a graduated line of service, each grade to be classified according to ability and experience. Probably something on this line would be a good idea for commercial agents. There would thus be an inducement to the younger men to push ahead for promotion.

The remuneration, too, is a point of great importance. These men should be paid a salary that will place them at once beyond suspicion or temptation, and provision made for them when compelled by age, or breakdown, to retire. And last, but not least, they should be kept in touch with their department long after their retirement, their experience and knowledge being of incalculable value.

DON'T CARRY OVER.

This is the season of the year when the wide-awake and up-to-date merchant in almost every line is spreading upon his tables his broken lines and stocks of goods which he does not wish to carry over another season. In nine cases out of ten he would rather get back his money actually invested than to leave it tied up in merchandise till another season rolls around. The shopper gets the advantage of this condition, but at the same time it is a wise policy to move all stock which would otherwise have to be carried. The first loss is the best loss.

BE PROMPT, BE FAITHFUL.

One of the most common failings in the business man of to-day—perhaps the most common—is his lack of promptness in action and faithfulness to his promise. The two things really go together; where you find one failing you are sure to find the other.

Quite recently the writer knew of a young man who had been promoted over the heads of older servants, on account of manifest ability, but he did not hold the new post six months—simply would not be prompt.

Another instance is of a large manufacturing firm, the manager of which will readily promise a date for delivery without giving careful thought to its possibility of fulfilment, and just as easily break that promise. On one occasion this ready promise cost the company a good deal of loss. A firm for whom they were making a special article for Summer use, was so distracted by the many disappointments that they at last made them carry the goods over for another season, thus locking up a large amount of capital.

Promptness in keeping promises or in turning out work of any kind plus thoroughness in following work up and following it through to the very end is a combination hard to beat (and hard to find. With a proper use of the desk tickler it is possible to work out such a combination most satisfactorily. This is the method advised by System :

Make a tickler slip for every promise given, file it far enough ahead of the date of promise to enable you to get started in ample time. When the time to start comes, start—"do it now." Don't put it off. If the work is something that demands your attention from day to day, or at frequent intervals, keep your tickler slip running ahead in your file to come up and jog your memory. If the completeness of the work depends upon several details, list these details on the slip, so that your attention will be called to each one and nothing overlooked.

If the slip covers work to which you alone are giving attention, it is simply a matter of keeping faith with yourself until the work is finished; if it is something you have turned over to others the slip should come up with about the same regularity, in order that you may thoroughly and tactfully follow it up to the end and keep in touch with the details. Always file a tickler covering work turned over to others at a date that will give you time to catch and rectify any mistakes, or to get things moving fast if they have been neglected or forgotten since they were first turned over. Make those under you or around you to whom you give out work keep your promises and act as promptly as you would yourself. There is nothing like the follow-up tickler to accomplish that.

Never make a promise that you cannot reasonably keep, and when you have once made it, live up to it. If unforeseen and unavoidable conditions arise to upset your plans, be careful to advise the one to whom the promise was made and give him a new promise. Always do this before he has had a chance to make any inquiries of you.

It is an excellent plan to work out everything you have to do to a definite date. If not required to make a promise to someone else, make one to yourself. Set a date for the completion of every task and hold to it.

Here is an altogether practical suggestion for the office man who is keen on self-improvement : See how long you can go without confessing that you forgot and without falling down on a promise. Keep a record for a year.

A GOOD DEAL IN A NAME.

There is sometimes a good deal in a name. At one time we had an office at room 1241, New York Life Building, Broadway, New York. This office was closed about a year ago, but since then it has been occupied by another firm boasting of the name of the McLean Publishing Co., the only difference between the name of our company and theirs being that they spell their name "McLean," whereas our firm name is spelled "MacLean." Although that company has no connection whatever with ours, some confusion has arisen.

Enquiries that have been made there have not led to the discovery of any person connected therewith who bears the name of McLean, nor have we discovered the character of the publication which they are supposed to issue. Why, therefore, our firm name has been retained we are at a loss to understand.

We trust that this notice will be sufficient to prevent further confusion.

QUALITY BEFORE QUANTITY.

Charles M. Schwab has uttered a note of warning to manufacturers in America regarding their output. A recent visit of his to the industrial establishments of Germany showed him clearly the reason of the German's success in the metal and other industries. Their love of research has taught them a thoroughness unheard of in this country. They aim at perfection, and are not satisfied until their object is achieved. Quantity with them is not thought of until quality is assured. They read and think and study and experiment, until some definite result has been attained. Himself a manufacturer on a large scale, Mr. Schwab was not slow to realize what the adoption of similar methods would mean in this country, and has already acted on his own suggestion regarding a better quality of output. He advocates more attention being paid to higher grades of manufacture.

Herein is a lesson for every manufacturer in Canada. With an ever increasing demand, our manufacturers are finding difficulty at times in keeping up with orders. Speed, economy of production, and quality, are paramount, the inevitable result of which is a tendency to forget that quality should be the first consideration. We in this country cannot afford to overlook the object lessons of older established countries. Our prospects to-day are not excelled, and our resources are incomparable, but we must remember that even so we cannot lead in industrial pursuits unless we lay broad and deep the foundation of quality, and having secured this the superstructure of quality will rise in towering strength.

IT DOESN'T PAY.

How much can a merchant afford to attack the methods of competitors, either in his home town or a department store in a neighboring city ? As a matter of fact, most of the outcry against opponents ends where it begins —in talk—and results only in some free advertising for the opposition.

Isn't there room enough for all, or, rather, so long as the hardwareman leaves so much of his own territory still unworked himself, isn't an occasional intruder about what he can expect ? If all the energy wasted in these fruitless criticisms were expended in working our own field a little more thoroughly, if all the grey matter expended in working out ingenious methods to circumvent the ways of certain other people, were used in the improvement of our own, it would be better for us, even if it did not restrain our enemies. One thing is certain, no one can be in two entirely different fights at once and devote his whole energies to either one. These trade wars look first-rate in print, but it is awful hard to growl and bite at the same time, and it is well for us to be sure that while we are doing our little act of working the growler some other dog may not be chewing up the bone.

OUR QUESTION PAGE

THE GROCER will be pleased to receive enquiries on any interesting subject, for answering on this page.

Ques.—A reader of The Grocer has written us asking: "Will you be kind enough to inform us how long paper sacks have been in use in the grocery business?"

Ans.—By paper sacks we presume our correspondent refers to the larger kind of bag commonly used for flour (50 to 90 lbs.) This sack has been used in England for a great number of years, certainly previous to the present generation. It is gradually giving way to the linen bag, which in fact has almost entirely replaced it on account of its extra strength. In Canada the paper sack has been brought prominently into use during the present generation and is now being largely brought to the front as a convenient method for handling less quantities than 100 lbs. The small paper bag is the natural evolution of the paper wrapper, and it would be difficult to place an exact time for its introduction.

* * *

Ques.—A British Columbia reader of The Grocer asks the following question: "I have a scheme in view of giving a cash discount of 5 per cent. off all grocery purchases (excepting flour and sugar) in the shape of a rebate check, good in trade in any article in glass or crockery ware. These checks are in the form of a small bill, value 1 cent, signed by myself with a rubber facsimile or signature. Will you kindly inform me whether this conflicts with the new Trading Stamps Act?"

Ans.—In replying to this question we will give the whole revised act as it appeared for publication. There are those who consider giving a discount check redeemable in goods is permissible, but the goods must be the property of the vendor and given on the premises where goods are purchased. The National Cash Register Company advise their customers that discount checks are legal as used by them. The act reads:

An Act in amendment of the Criminal Code, 1892.

His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:

1. The Criminal Code, 1892, is amended by inserting the following sections immediately after section 526:

"(a) The expression 'trading stamps' includes, besides trading stamps commonly so called, any form of cash receipt, receipt, coupon, premium ticket or other device, designed or intended to be given to the purchaser of goods by the vendor thereof or his employe or agent, and to represent a discount on the price of such goods or a premium to the purchaser thereof, which is redeemable either

"(i) by any person other than the vendor, or the person from whom he purchased the goods, or the manufacturer of the goods, or

"(ii) by the vendor, or the person from whom he purchased the goods, or the manufacturer of the goods, or in cash or goods not his property, or not his exclusive property, or

"(iii) by the vendor elsewhere than in the premises where such goods are purchased, ... or which does not show upon its face the place of its delivery and the merchantable value thereof, or is not redeemable at any time; but an offer, printed or marked by the manufacturer upon any wrapper, box, or receptacle in which the goods are sold, of a premium or reward for the return of such wrapper, box, or receptacle is not a trading stamp within the meaning of this section;

"(b) The expression 'goods' means anything which is merchandise or the subject of trade or manufacture;

"(c) The expression 'every one,' 'vendor,' 'purchaser,' 'merchant,' 'agent' or 'person' includes any partnership or company or body corporate.

"2. Every one is guilty of an indictable offence and liable to one year's imprisonment, and to a fine not exceeding five hundred dollars, who, by himself or his employe or agent, directly or indirectly, issues, gives, sells or otherwise disposes of, or offers to issue, give, sell or otherwise dispose of trading stamps to a merchant or dealer in goods for use in his business.

"3. Every one is guilty of an indictable offence and liable to six months' imprisonment, and to a fine not exceeding two hundred dollars, who, being a merchant or dealer in goods, by himself or his employe or agent, directly or indirectly, gives or in any way disposes of, or offers to give or in any way dispose of trading stamps to a purchaser from him of any such goods.

"4. Every one is guilty of an offence and liable on summary conviction to a fine not exceeding twenty dollars, who, being a purchaser of goods from a merchant or dealer in goods, directly or indirectly receives or takes trading stamps from the vendor of such goods or his employe or agent."

Any executive officer of a corporation or company guilty of an offence under subsection 2 or subsection 3 of the next preceding section who in any way aids or abets in or counsels or procures the commission of such offence, is guilty of an indictable offence and liable to the punishment stated in the said subsections respectively.

This Act shall not apply to any trading stamp issued by a manufacturer or vendor before the first day of November, one thousand nine hundred and five.

* * *

Ques.—Will smoked meats and salmon wrapped in manila paper and then parafined keep from molding in a damp climate?

Ans.—It depends to a very great extent on the thoroughness of the parafining. This should be so done as to make an air-tight package or it will prove ineffective. Of course even thorough parafining will not prevent molding for an indefinite period, but it will defer it for a reasonable time. See that the meats are thoroughly dried before wrapping them in the paper.

* * *

Ques.—Please tell me whether it is better to paint or stain an edge grain, fir floor. How should stain be applied?

Ans.—Provided the floor is smooth and clean, staining is preferable to painting, as the stain which soaks into the wood wears well and is very attractive. A very satisfactory staining material is a weak solution of permanganate of potash. This when first applied produces a wine color, but on exposure to the air quickly oxidizes, becoming a rich oak shade. In preparing the stain the permanganate of potash should be dissolved in water and diluted, and a little of it applied with a brush to a piece of smooth board of the same material as the floor; this should be allowed to stand exposed to the air for half an hour; if the color is too dark the stain must be further diluted with water until the desired shade is produced. The floor should be made very clean and dry, soiled places being sandpapered. One application of the stain should be given, and when thoroughly dry, one or two coats of good varnish should be given. This will protect the stain, leaving a beautiful surface in which the natural grain of the wood may be seen.

PROCEEDINGS AGAINST GUILD.

The proceedings against the Dominion Wholesale Grocers' Guild on the charge of conspiracy in restraint of trade were to have begun in Hamilton on Wednesday morning. When the case was called, however, the parties were not ready and it was remanded till Thursday.

Mr. J. Stanley Cook, of Montreal, secretary of the guild, was present with the books and papers of the guild, which were handed over to Prosecuting Attorney Washington, who will in the meantime examine the documents.

The Attorney-General has granted an order permitting the defendants to be represented by counsel, and not in person, at the trial, which promises to be a long one.

The charge made against members of the guild is that certain firms have conspired to lessen competition and enhance prices. Upward of a score of wholesale grocery firms extending throughout the country are more or less interested in the case.

TO WINNIPEG AND THE COAST.

Mr. W. H. Millman, of the firm of W. H. Millman & Sons, grocery brokers, expects to leave here Monday next, 12th inst., for the west, calling at Winnipeg, Brandon, Calgary, Edmonton, Vancouver and Victoria, combining business with pleasure. During his trip he intends visiting his son, P. F. Millman, who is secretary for the Southern Okanagan Land Company headquarters, Penticton, B.C.

TORONTO GROCERS AT HOCKEY.

Two games of hockey were played this week at Varsity rink for the Tillson trophy, Grocer Brokers defeating H. P. Eckardt & Co. 5 to 0, and James Lumbers defeating Canada Grocers 9 to 2. This gives the Brokers a good lead. The standing to date is as follows:

	Won.	Lost.	To play
Brokers	3	0	5
T. K. & Co.	2	1	5
Jas. Lumbers	2	2	4
Grocers	2	1	5
H. P. E. & Co.	0	3	5

Games Friday—Brokers vs. Jas. Lumbers, H. P. Eckardt & Co. vs. T. K. & Co.

RETAIL MERCHANTS' ASSOCIATIONS AND THEIR PROBLEMS*

There is nothing truer in this world than that "In union there is strength." You realize that relief must be obtained from certain business conditions, and if you would accomplish these reforms you must organize. No great reform was ever accomplished except through organized effort. A strong united organization of honest, fearless men, honestly and fearlessly directed, is practically invincible. This truth has been demonstrated from time immemorial. The moral tone and business capabilities of an association are no higher than the personal and business qualifications of its membership. "A river never rises above its source," therefore the first requisite to membership in such an association is high moral character and business ability.

Mercantile Integrity.

I think we agree that to be a worthy member of an association the retail merchant must possess integrity and sound business principles. Character determines the man. It is the measure of his value in society, in the business world and in the state. Addison has said, "There are no more worthy members of a commonwealth than its merchants. They knot mankind together in a mutual intercourse of good offices, distribute the gifts of nature, give work to the poor, wealth to the rich and distinction to the great." Shakespeare immortalized your business when he wove about the character of one of your calling his greatest comedy, Antonio, the Merchant of Venice, was the soul of honor. As you know, he gave his bond for his friend, and though its requirements were unjust and unreasonable, he did not falter when the time came to meet his obligation. Shakespeare, in his works, refers over fifty times to merchants and merchandising. All of his references are commendatory of your calling. He recognized the important part which you play in the world's history and the affairs of mankind.

Charity of the Retailer.

The retail merchants throughout this great land are daily, hourly, silently doing works of kindness and philanthropy of which we never hear. Their praises remain unsung. What man is there among you who cannot relate, if he would, the numberless times he has extended to some unfortunate that credit which enabled him and his family to live, which enabled him to occupy his place in society, and to either regain his health, if it were sickness that had overtaken him, or to secure employment if he were financially embarrassed. These acts of kindness he is continually doing, thereby aiding in sustaining the social fabric and in the uplifting of its members. Sometimes, unfortunately, he receives in return for his acts of beneficence only base ingratitude, but, fortunately, such cases are rare. This is the most effective philanthropy, for it is applied when most needed.

Harmony in Trade.

We believe that to get the fullest benefits from retail merchant associations there must be perfect harmony and accord extending from the local association, through the state association, into the national organization. Our company has realized from the commencement of its business that cooperation and reciprocity with your organization is absolutely necessary, and there must exist that feeling of mutual interest if either retailer or manufacturer would succeed. We have always conducted our business with this idea in view, considering the retail merchant the natural distributor of our product, and, consequently, have always, (and always will) refused to sell mail order and catalogue houses. While this is one of the most important problems affecting the retail merchants at the present time, we will touch but briefly upon it, as this question will be more fully and ably discussed by one of the speakers to follow.

To Meet Mail Order Houses.

We believe that the mail order and catalogue house competition, and the parcels post and postal currency question, are so closely allied in their bearing for the retail merchants' interests and business welfare, that to check and correct the influence of one is to curtail the evil effect of the other. We would suggest as a means of meeting mail order and catalogue house competition, first, that the retail merchant individually should in every way improve upon his present business methods. Make your store more attractive, insist upon more courteous treatment of your customers by your clerks, and make it more desirable for consumers to come in personal contact with yourselves in making their purchases. Use your personality, study the characteristics of your customers, for in this respect the catalogue houses are at a decided disadvantage.

Retailer's Personality.

No matter how cleverly worded an advertisement may be, or how attractive the prices displayed in their catalogue, they cannot compare with the pleasing personality and the attractive display of the actual goods. Another suggestion: The retail merchant should confine himself to the sale of widely advertised goods of standard quality. We believe that the retail merchant individually, and if possible the associations, should use cleverly worded advertisements in their local papers, calling attention to the benefit of purchasing goods locally, and appealing to the patriotism and local pride of the consumer. The consumer should be convinced that a dollar spent locally will return partially, at least, to enrich the spender, but that the same amount sent to a mail order house goes out of circulation in that community.

We believe that the retail merchant, to a great extent, has the remedy for this evil in his own hands. If he will consistently and persistently refuse to purchase or sell the product of any manufacturer who recognizes these houses and sells to them on a jobbing basis, he will very shortly bring about the conditions which he desires. You, gentlemen, must not forget that you are the great distributors and that the mail order houses are decidedly in the minority. You have the power, if you will only use it.

In devising ways and means to meet this undesirable competition is where the influence and benefit of the retail merchants' associations comes in. While to a certain degree each member of an association must be a healthy competitor of his brother member, on questions of this kind he should show a united front to the common enemy.

The Premium Evil.

One of the worst evils that the retail merchant is contending with at the present time is the practice on the part of certain manufacturers of bribing or subsidizing the jobbers' salesmen by the payment to them in some instances of a cash bribe, or in other cases, a premium rebate. The result of this action upon the part of these manufacturers is to load the retail merchant with a lot of unadvertised, undesirable, inferior and unsalable goods. Mr. Merchant, have you ever thought, when some jobber's salesman was using his personality and influence to induce you to purchase a quantity of goods made by a company whose business methods are antagonistic to your best interests, that it is his own selfish interests he is considering, regardless of your welfare? This is an evil which should have the immediate attention of every association in the country. It is not only a rank injustice to the retail merchant in placing upon his shelves unsalable goods, but it is an injustice to the consumer, as it places the retail merchant in the position of being obliged to force upon the unsuspecting customer these inferior goods.

Are Equal to Task.

As we see it, these are some of the perplexing and important problems which confront you. We believe that the retail merchants of this country, through their different organizations, are equal to the task of accomplishing these reforms and the solution of other questions that may arise. We hope the work of organization and education of the retail merchants of this country will continue until there is enrolled among your membership the name of every retail merchant in this country. We believe the vital questions concerning not only our commercial but our national welfare, can be safely intrusted to this great body of honest, fearless and conservative citizens.

* Extracts from an address by Mr. J. E. Linihan, General Manager of the Egg-o-See Cereal Co., before the Indiana Retail Merchants' Convention.

Quebec Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

MONTREAL.

Tomatoes—Advanced to $1.00 per doz. for this district.
Dates—½c. higher.
Fish—Smoked Haddies lower.
Rolled Oats—Declined 20c.

GROCERIES.

Trade, generally, is reported quiet in wholesale grocery circles. Complaints of poor roads by travelers are given as cause of quiet business from country points. The local guild advanced price of tomatoes to $1.00 per dozen. It is within the early probabilities that a further advance of 10c. to 15c. per dozen is in sight. The consumption of tomatoes, due to the low price as compared with last year's prices, has stimulated consumption and inroads have been made upon stocks all along the line. Peas are worth considering by the trade, as the price is so low that retailers can afford to give them profitable attention. Teas are quiet in all lines, with a general feeling that the market will remain firm for some time. Ceylon greens and blacks are strong, China greens scarce on spot and held firm in London, Japans firm with no likelihood of weakening. The sugar market keeps the trade guessing and little buying is done. Fish are having a good sale and the near approach of Lent is already noticeable by buying of frozen fish on part of the outside trade. In coffees and spices no changes of note are observed. In provisions the market is firm. Rolled oats are being cut.

Canned Goods—The market generally is quiet. The feature of interest is the advance in this city of tomatoes to $1.00 per dozen. The advance applies only to Montreal and district. The consumption has been heavier than was anticipated by both packers and the jobbing trade, and it is considered that before many weeks the price will be up to $1.00 and $1.15. There is no opportunity this year of securing tomatoes from the United States, prices there ruling at present around $1.10, and the stocks are insufficient for home consumption. Fruits are in fair demand, as are also salmon, lobsters and haddies.

Group No. 1 comprises—
"Canada First," "Little Chief" "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.
Group No. 2 comprises—
"Lynnvalley" "Maple Leaf," "Kent," "Lion," "Thistle" and "Grand River" brands.
Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands

FRUITS

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Currants—		
Red, heavy syrup	1 60	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 81	3 77½
Pie, not peeled, gal	3 27½	3 25
gal	....	2 50
Pineapple—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 20
2½'s " " " "	....	1 57½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " " "	....	1 62½
3's " " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " "	....	1 72½
3's " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " "	....	1 80
3's " " "	....	2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins	....	0 72½
Rhubarb—		
2's preserved	1 17½	1 15
3's preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz	0 95	....
Gallon tins, per doz	....	0 92½

FISH

Lobster, talls	....	3 50
" ½-lb. flats	....	3 85
½-lb. flats	....	2 00
Mackerel	....	1 00 1 25
Salmon, Horse Shoe, Maple Leaf Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½- b. Flat, 5 cases and over, "	....	[illegible]
½-lb. " less than 5 cases, "	....	97½

Sugar—The sugar situation since the last decline of 10c., is unchanged. The latest report is that beets are lower, but the general impression is that no decline is in sight. Jobbers report only fair business and refiners also say that business is on the quiet side.

Granulated, bbls.	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, barrels	4 60
" " half-barrels	4 70
" " boxes, 100 lbs	4 60
" " boxes, 50 lbs.	4 70
Extra ground, bbls.	4 45
" " 50-lb. boxes	4 65
" " 25-lb. boxes	4 75
Powdered, bbls.	4 25
" 50-lb. boxes	4 45
Phoenix	4 05
Bright coffee	4 00
" yellow	3 95
No. 3 yellow	3 90
No. 2 "	3 80
No 1 " bbls.	3 70
No. 1 " bags	3 65

Syrup and Molasses—The position of the molasses market is unchanged. Firmness locally is the feature, despite the fact that the Barbadoes market for new crop opened low. Holdings are light and there is no disposition to shade. Prices are unchanged. In corn syrups a fair business is reported.

Barbadoes, in puncheons	....	0 35
" in barrels	....	0 37½
" in half-barrels	....	0 38½
New Orleans	0 22	0 35
Antigua	....	0 33
Porto Rico	....	0 45
Corn syrups, bbls.	....	0 02½
" ½-bbls.	....	0 02½
" ½-bbls.	....	0 03
" 38½-lb. pails	....	1 30
" 25-lb. pails	....	0 90
Cases, 2-lb. tins, 2 doz. per case	....	1 90
" 5-lb. " 1 doz. "	....	2 35
" 10-lb. " ½ doz. "	....	2 25
" 20-lb. " ¼ doz. "	....	2 10

Tea—The tea situation during the week shows little change. Quietness seems to prevail in all lines. Ceylon greens are firm and offers from this side have been turned down in Lonodon and Colombo. China greens, Young Hysons and gunpowder of all kinds have advanced, and the market is lightly stocked. In Japans there is little to report except that the firm tone is maintained, and some little business has turned. China blacks are quiet and little trading.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 28
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 21
" " pinhead	0 28	0 32
Congous—Moning, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 1½	0 15
Pakling,—boxes	0 1½	0 20
fine	0 2½	0 30

Coffee—Market quiet and no change since last report. Prices are firmly maintained. Business in New York is on the quiet side, as compared with same period last year. Local roasters and jobbers report fair amount of trade. Messrs. Watt, Scott & Goodacre, in their weekly report of February 5, say:

"Figures verify the contentions that after the turn of the year the world's visible would show a record-breaking decrease each month. Jobbers' stocks are, in particular, very small, as the buying for the last two years has been of a hand-to-mouth nature, consuming markets having taken the waiting side of the market.

Business this week has been exceedingly difficult; there is no pressure in Rio and Santos to sell, and stocks there are running below even date last year. Exchange is about one-third higher and very firm, with a tendency upwards.

The Journal of Commerce of 3rd inst. states the shrinkage to date is even larger than expected, the world's stock of coffee being now close on 2,000,000 bags less than at this time last year. We advise keeping on the long side.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio, No. 7	0 09	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

Foreign Dried Fruits—Valencia raisins: Some little demand has arisen since our last, the ruling low prices evidently having induced purchasing for future requirements. Currants are remarkably firm, as stocks are reported in Greece pretty well under control of the purchasing syndicate. Dates have advanced owing to short stocks, both in London and New York. California prunes are also higher and firm. Nuts: A further advance has taken place in shelled walnuts, also in Tarragonas and filberts. Speaking generally, although there is no active demand on the moment in dried fruits, the outlook is favorable to holders.

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05½
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
" Excelsior Window Clusters,"		4 50
" " " ⅛		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 05½	0 06
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Spices—The market is unchanged. Cloves in good demand. Peppers are reported slightly lower; gingers, cassias and pimento firmer. Nutmegs in good demand by grinders, with prices steady and unchanged. Business is reported satisfactory by the jobbing trade.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Honey—Very little business is reported during the week; stocks are in good shape and supply and prices firm. Comb honey is somewhat scarcer and firmer in price. Buckwheat also is held firm.

White clover, extracted tins	0 08	0 09
" kegs	0 07½	0 08
" comb, new	0 13	0 14
Buckwheat	0 07	0 07½

Beans—A good supply of beans during the past few weeks has eased the firm tone and feeling that prevailed, and it is possible to get choice prime at $1.65. One of the largest operators reported, however, that the shortage in the west was being credited by the trade and he looked for higher prices. The jobbing trade is also looking around for supplies. In small lots, $1.70 to $1.75 is obtained.

Choice prime beans	1 70	1 75
Lower grades	1 60	1 65

Maple Products— Dullness rules in maple products. Dealers say absolutely nothing doing of noticeable value. Orders are light and demand, both local and from country points, dropping off. Prices unchanged.

Maple syrup, in wood, per lb	0 05½	0 06
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 07½
Pure Beauce County, per lb	0 08½	0 09

Evaporated Apples—Firmness is still characteristic of the evaporated apple market. Holders are few and stocks light. Prices range from 10c. to 10 1-2c. Not much buying is indulged in by the jobbing trade, as these figures are too high to suit the retailer.

Winter varieties	0 10	0 10½

Fish—The demand for fish of all kinds is now more active owing to the seasonable weather which has affected frozen fish especially. Frozen fish of all kinds are in good supply, and the demand is only fair so that prices are a little easier, particularly on frozen haddock. Large frozen herring are extremely scarce and prices on same have advanced. In salt fish the Lenten demand is coming on, and scarcity is being felt, in consequence, prices have advanced on many lines, including Labrador herrings, also green cod and haddock. Dealers expect further advance in green cod, as the supply will not be equal to the demand. In smoked fish, haddock are lower owing to the heavy arrivals; bloaters are also more plentiful with prices a little lower than previous quotations. In oysters there is not much new to note, there being only a fair demand for bulk oysters. Prices are firm at last quotation. Shell oysters are practically out of the market.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Feb. 8, 1905.

BUTTER—No change. Better feeling in trade due to cold weather. Better retail demand. Choicest October, 22c. to 22½c. Finest creamery, 21½c. to 22c. Dairy, 19c. to 20c.

CHEESE—Firm with little business doing. Prices 13c. to 13½c.

EGGS—Improved market. Cold weather helping Fresh laid, 25c. to 26c. Select stock, 20c. to 21c Limed, 17c. to 18c.

PROVISIONS — Firm at unchanged prices as quoted.

Fresh frozen fish—		
Fresh haddock, per lb	0 03½	0 04
" market cod, per lb	0 03½	0 04
" steak cod, per lb	0 04½	0 05
B.C. salmon, per lb	0 08½	0 09
Qualla, salmon	0 07½	0 08
Halibut, per lb	0 08½	0 09
Dore, per lb	0 06½	0 07
Large whitefish, per lb	0 08½	0 09
Small frozen whitefish	0 05½	0 06
Round frozen pike	0 04½	0 05
Sea trout, per lb	0 07½	0 08
Lake trout "	0 08½	0 09
Striped bass, per lb		0 15
Large herring, per 100 fish	2 10	2 20
Medium		1 40
Smelts, No. 1, per lb		0 08½
Mackerel		0 12
Tomcods		2 00
Smoked fish—		
Haddies, 15 and 30-lb. boxes, per lb		0 06
Kippered herring, per box		0 80
Bloaters, 100 in box, per box		1 10
Yarmouth bloaters, 60 in a box		1 10
New herring, in small boxes, per box		0 13
Oysters and Lobsters—		
Standards per imp. gal		1 40
Selects, per imp. gal		1 60
Oyster pails, pints per 100		0 90
" " quarts, "		1 25
Prepared fish—		
Winterport, 1-lb. bricks, cod		0 09
Golden, 2 " "		0 08
Boneless cod, favorite		0 06
" fish, 1 and 2-lb. bricks, per lb		0 05½
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, 100-lb. cases, per case		6 00
Salt and pickled fish—		
No. 1 Labrador herring, per bbl		6 00
" " " per half bbl		3 e2
" " " per pail		0 80
" " salmon, tierce		18 00
" " " in bbls		13 00
" " " in ½ bbls		7 50
" B.C. salmon, bbls		12 50
" " half bbl		7 00
" Labrador sea trout, bbls		10 00
" lake trout, per keg		4 75
" mackerel, per pail		2 00
" large green cod, per bbl., 200's		9 00
" medium, " " "		8 00
" small, " " "		6 50
Pollock, msd., green, per 200-lb		7 00
Haddock, per 200-lb		7 50
Salt eels, bbls		0 07½
Sardines, bbls., 200 lb		5 50

AT HOME IN HAMILTON.

The commercial travelers of Hamilton are arranging for an "At Home," to be held at the Royal Hotel of that city, on the evening of Friday, February 23.

The arrangements are in charge of Charles Smith, of the Empire Tobacco Company, chairman, and a capable committee, and there is every assurance that the "At Home," as all undertakings of the Hamilton travelers, will be a thorough success. It is not so long since the "Gala Day" that this should have been forgotten.

Mr. F. J. Smye is in charge of the committee on invitations and printing, and Mr. Geo. Mathewson that on music.

With their customary hospitality, the Hamilton travelers extend a hearty invitation to their brothers of the grip from all other points in Canada to be present.

DISSOLUTION OF WHOLESALE GROCERY PARTNERSHIP.

The well known wholesale grocery firm of Carter, Galbraith & Co., Montreal, has been dissolved by mutual consent, the dissolution taking effect February 1.

Mr. William Galbraith purposes continuing in the wholesale grocery line, taking his son, Mr. Wesley Galbraith, who for many years has been manager of the sample room and sales department of Carter, Galbraith & Co., as partner. Mr. William Galbraith has for over thirty-five years been one of the leading figures in grocery circles in the east, and his personal connection with the retail trade in Quebec and Eastern Ontario should secure to the new firm a goodly share of the trade.

BANQUET FOR TORONTO GROCERS.

The event of the month for the retail grocer in Toronto is undoubtedly the banquet to be held in the Temple building on Wednesday evening 21st inst. The annual at home is looked forward to with a good deal of anticipation. It has always proved an unqualified success, and this year's gathering of the Toronto Retail Grocers' Association will unquestionably be in no way behind its forerunners. Particulars can be had from D. G. Beaton, secretary 450 Wellesley street, Toronto.

Ontario Markets.

GROCERIES.

Toronto, Feb. 9, 1906.

There has been a better aspect to trade since our last issue, but not of great volume. Ever since the holiday things have been quiet, and it appears impossible to move business. Travelers coming in spoke of extreme quietness and inactivity, and no apparent prospect of movement. Since our last, however, there has been a bristling up all round, and better feeling is the result. On the street there is very little doing, and wholesalers show little inclination to increase stock. The weakness in sugar still continues, and many think a further decline not improbable.

Canned Goods—There has been active trade in all lines since our last report. Trade appears to be more healthy than is usual at this season. There has not been the overstocking on part of retailers, and consequently buying has been more evenly regulated. Generally speaking, stocks are showing signs of reduction, but not sufficiently to cause anxiety.

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's		1 00
" preserved, 3's		1 25
" standard, gal.		2 50
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Chernes—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H.S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25

VEGETABLES.		
Asparagus—		
2's, tips	2 52½	2 50
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 45	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	0 95	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 22½	1 20
Sweet wrinkle	0 82½	0 80
Early June	0 70	0 67½
2's, standard	0 62½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal.	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's	0 95	0 92½
Gal.	3 02½	3 00
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.		
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 55	0 90
" " gal.		4 50
" jugs	7 70	12 00

FISH.		
Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		0 95
½-lb. " less than 5 cases, "		0 97
Sardines, French ¼'s		0 14
" ½'s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 40

MEATS, ETC.		
Beef, corned 1s, per doz		1 40
" 2s, "		2 50
" 6s, "		7 80
" 14s. "		17 50

	Aylmer	Simcoe Kent	Delhi Lalor
Chicken, 1's, boneless	3 20	3 10	
Turkey, 1's, "	3 20	3 10	
Duck, 1's, "	3 20	3 10	
Tongue, 1's, lunch	2 85	2 75	
Soup, 2's, giblet	2 05	1 95	
" 2's, tomato	1 00	....	
" 3's, "	1 45	....	
Pig's feet, 1's, boneless	....	1 65	
" 1½'s "	2 40	....	

Sugar—There is no feature of interest to report. Trade has been dull and unimportant since our last issue, the recent drop making no impression on dealers' sentiments. It is still considered a weak situation. On foreign markets the tone is also one of weakness, both New York and European have declined in raws since our last report, and Willett & Gray in their latest report on refined say:

"The only change in price for the week was the reduction of five points in American and Howell Confectioners' A.

"Federal still are the lowest sellers, quoting basis of granulated at 4.40c. less 1 per cent. cash, the other refiners still naming 10 points higher than this.

"The demand has been very light in the way of new orders, while withdrawals are made only as sugars are required for immediate distribution.

"Trade buyers have supplies coming to them under contracts, which will not run out until the middle of February, therefore a dull tone prevails.

"The tendency is in buyers' favor."

Paris lumps, in 50-lb. boxes	4 83
" in 100-lb. "	4 73
St. Lawrence granulated, barrels	4 18
Redpath's granulated	4 18
Acadia granulated	4 08
Berlin granulated	4 08
Phoenix	4 18
Bright coffee	4 08
Bright yellow	4 03
No. 3 yellow	3 98
No. 2 "	3 88
No. 1 "	3 78
Granulated and yellow, 100-lb. bags, 5c. less than bbls.	

Syrups and Molasses—Business has shown considerably more interest since our last report, and trading has been fairly brisk in both syrups and molasses for table uses. Prices, whilst unchanged, are firm, with upward tendency.

Syrups—		
Dark	....	....
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02½
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
" open kettle	....	....
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

Tea—Local trade has been somewhat slow. There has been very little movement since the holiday, and buyers seem to be uninterested. The reports to hand from London market denote a material weakening in prices, and little disposition to recover at the moment. Gow, Wilson & Stanton, in their latest report, state:

"The effect of the recent over-supply was distinctly marked in this week's sales and occasioned great irregularity in the bidding. Auctions this week were fortunately on a smaller scale, and next week's offerings are also moderate. Meanwhile duty payments are progressing satisfactorily, and are so far slightly ahead of last January, while this week has brought a welcome improvement in the demand for export.

In Indian teas, although the quantity brought forward showed a considerable reduction, the market has not yet recovered from its depressed condition, prices in some instances even showing a further weakening, brokens especially being again cheaper and common teas in only poor demand.

"In Ceylon teas no doubt the smaller auction has afforded some relief to the market, but there has not yet been sufficient time for it to recover from the late heavy supplies; consequently bidding was somewhat slack, and prices again rather easier except for whole leaf teas suitable for export, many of the Pekoes showing some advances owing to a slight revival in the foreign demand. Quality does not show much change although lower than a few weeks back—as frequently happens at this season of the year.

"In Java teas, with fair competition, the small sale passed at about last week's rates, and a much smaller proportion was withdrawn. Whole leaf teas were occasionally a somewhat dearer market."

Coffee—Domestic trade has been fairly active since our last issue. There is every indication that business in coffee is advancing in consumption, and that more interest is being taken in coffee drinking. The general situation of the primal markets, as reported in Willett & Gray's latest report, is of special interest, therefore. They say:

"Whatever may be the actual reasons in the respective countries, it is apparent that the coffee crops in every direction are turning out smaller than expected, and the figures up to date confirm forcibly arguments to this effect given in these reports from week to week. Venezuela and Hayti were formerly two of the largest mild crops. Early forecasts said they would give large yields this year, but now it is known that the flowerings which looked so promising did not turn into good crops after all, as the Venezuelan crop will be less than last year, and in Hayti only about half a crop. It shows that too much attention should not be given to reports that are too often biased and premature. It is common sense to expect that the coffee plantations the world over at low prices for the product, are not in as good condition as they were kept in when prices were high, and as the low prices lasted about ten years it is reasonable to conclude (the same as matters developed 20 years ago) that the trees are not in a condition necessary to withstand the stress of weather they are subject to, and, therefore, year after year the promises based upon the flowerings turn out disappointing. The report received here yesterday of falling fruit in San Paulo is only in line with this view, and early or premature predictions of large crops or small crops for the ensuing season are too unsafe to follow. For more than fifteen months past, detailed statements of the unsatisfactory conditions of plantations have come from various parts of Brazil, which must be taken to mean that large crops are unlikely with labor scarce and high and money too difficult to properly attend to the cultivation.

"The trade knows well enough the requirements of consumption of coffee are all the time increasing. With production so much inferior to consumption it is of great importance and interest to properly heed the causes."

Foreign Dried Fruits—Trade has made little or no improvement since our last issue. Reports from primal markets all report continued firmness. In Valencias this is particularly marked, stocks being short. Shelled almonds are also very high on primal markets, and any well sized fruit is readily sold. Currants are also well maintained, and in view of the bank arrangements, are not likely to show any weakening. Latest reports from primal points are of an advance equal to 12c. per crate.

	Per lb.		Per lb.
Prunes, Santa Clara—			
90-100s, 50-lb boxes	0 06½ @ 06½	60-70s, 50-lb boxes	0 07½ @ 07½
80-90s "	0 06½ @ 07	50-60s "	0 08 @ 08½
70-80s "	0 07 @ 07½	40-50s "	0 08½ @ 09
		30-40s "	0 10 @ 10½
Candied and Drained Peels—			
Lemon	0 09½ @ 10½	Citron	0 16 @ 18
Orange	0 10½ @ 11½		
Figs—			
Elemes, per lb			0 10 @ 14
Tapnets, "			0 04
Apricots—			
Californian evaporated, in 50-lb boxes			0 14 @ 15
Peaches—			
Californian evaporated, " "			0 14 @ 15
Pears—			
Californian evaporated, per lb			0 13
Currants—			
Fine Filiatras	0 05½ up	Vostizzas	0 07½ @ 08½
Patras	0 06 @ 06½		
Raisins—			
Sultana			0 05½ @ 07
" Fancy			0 10 @ 14
" Extra fancy			0 15 @ 16
Valencias, selected			0 05½ @ 06
Seeded, 1-lb packets			0 11 @ 12½
California, loose muscatels—			
3-crown			0 07½
4-crown			0 09
Dates—			
Hallowees	0 04½ @ 05	Fards new choicest	0 09 @ 10½
Sairs	0 04 @ 04½	" new choice	0 09½
Domestic evaporated apples			0 10

Foreign Nuts—

Almonds, Tarragona, per lb	0 12 @ 12½
" shelled Valencias	0 25 @ 28
Walnuts, Grenoble, "	0 15½ @ 16
" Bordeaux, "	0 11½ @ 12
" shelled	0 20 @ 25
Filberts, per lb	0 10
Pecans, per lb	0 14 @ 17
New Brazils, per lb	0 14½ @ 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 10

Spices—Trade in spices is uninteresting, and no new feature of interest is manifest.

Spices—	Per lb.
Peppers, blk	0 18 @ 19
" white	0 27 @ 28
Ginger	0 18 @ 20
Cassia	0 21 @ 25
Nutmeg	0 45 @ 75
Cloves, whole	0 25 @ 35
Cream of tartar	0 25
Allspice	0 15
Mace	0 80 @ 90

Rice and Tapioca—Trade continues good in these lines, with prices firm, but no quotable change is manifest at present moment. Tapioca is in good demand and exceedingly firm.

Rice and Tapioca—	Per lb.
Rice, stand. B	0 03½ @ 03¾
Rangoon	0 03½ @ 03¾
Patna	0 05 @ 05½
Japan	0 06 @ 07
Sago	0 03½ @ 04
Carolina rice	0 08 @ 08½
Louisiana rice	0 05 @ 07
Tapioca, staple	0 05
" double goat	0 06

Honey—The market is still reported active, with no new feature of importance to remark. Prices remain unchanged, with firm indications. Quality is continuing to maintain a good report.

Honey, extracted clover, in 60-lb. cans, per lb	0 08
" " " in 5 lb. & 10 lb. cans, lb.	0 08½
" sections, No 1, per doz	2 00
" " No. 2, "	1 50
" Buckwheat, per lb	0 04½ @ 05
" " sections per doz	1 00 @ 1 25

Beans—Active trade is reported in beans, but without distinctive feature. Prices continue firm at previous quotations.

Beans, handpicked, per bush	1 85
" prime, No. 1	1 75
" Lima, per lb	0 07 @ 07½

Fish—Business has shown great improvement since our last report, the soft weather had been very detrimental to trade, and dealers were getting somewhat depressed. Trade has, however, taken a decided turn. Prices remain unchanged.

Frozen halibut, per lb	0 10
Fresh haddock "	0 05
Frozen trout "	0 09
Fresh cod steak, per lb	0 06½
" lobsters, boiled, per lb	0 25
Frozen B.C. salmon, per lb	0 10
Shrimps per gal	1 25
Whitefish, per lb	0 09
" winter caught, per lb	0 09½
Herring, per lb	0 03½ @ 04
Pickerel "	0 07 @ 07½
Oysters, standard, small pail	4 00 @ 4 20
" selects, pail	4 80
Finnan haddies	0 06½ @ 07
Ciscoes	1 25
Kippers, 80 to box	1 25
Bloaters, 80 to box	1 15
Mackerel, per lb	0 10
Labrador herring salt, No. 1, half bbl	3 25
Frozen sea herring, per 100	2 25
Boneless fish, per lb	0 05
Cod fish, 1-lb. bricks	0 07½
Quail-on-toast, per lb	0 05½ @ 09
Flitched cod fish, in cases of 100 lbs., per lb	0 07½

Hides—The market has a still further downward tendency, but no quotable change is apparent. The conditions are still those of uncertainty, and little confidence is expressed by dealers. Arrivals are in fair quantity, but no more than demand requires.

Hides, inspected, steers, No. 1	0 11
" " " No. 2	0 10½
" " cows, No. 1	0 10½
" " No. 2	0 09
Country hides, flat, per lb	0 09
Calf skins, No. 1, selected	0 13
" " No. 2	0 11
Sheep skins	1 20 @ 1 30½
Horse hides, No. 1	3 00 @ 3 25
Rendered tallow, per lb	0 04½ @ 04
Pulled wools, super, per lb	0 22 @ 24
" " extra "	0 24 @ 25

Fur Skins.

	No. 1, Prime
Badger	$0 60 @ $ 1 00
Bear, black	7 00 @ 15 00
" yearlings	3 00 @ 7 00
Fisher	3 00 @ 6 00
Fox, red	1 50 @ 2 75
" cross	3 00 @ 10 00
Lynx	3 00 @ 6 00
Marten, dark	4 00 @ 20 00
Mink, dark	2 50 @ 5 00
" pale	1 25 @ 3 25
Muskrat	0 11 @ 0 13
Raccoon	0 90 @ 1 40
Skunk	0 80 @ 1 65
Weasel, white	0 20 @ 0 50
Wolf, timber	1 00 @ 2 00
" prairie	0 50 @ 1 25
Wolverine	3 00 @ 5 50

Mr. St. Clair Balfour, of Balfour & Co., leaves on Saturday for the west in the interests of Tartan brand goods. He will go through to the coast.

B. C. News.

Vancouver, Feb. 1906.

Pending the hearing of argument by legal counsel before the Railway Commission, the British Columbia wholesale merchants decided on advice of the counsel they have retained, to call off the boycott against the C.P.R. which has been in force for weeks. The legal opinion, which was given by Mr. Joseph Martin, was that as the C.P.R. had recognized the arguments of the merchants and obeyed the instructions of the Railway Commission as to filing a stated defence, the merchants would not be serving their case in any way by continuing the boycott. It was, therefore, decided to suspend hostilities until after the case is heard by the commission. The hearing comes up at Ottawa early in February. The Victoria merchants had withdrawn from the boycott a fortnight previous to its being called off.

* * *

Vancouver trade and shipping interests are much relieved by the action of the Australian Government in rescinding the resolution of a few months ago, whereby Canadian goods were valued on basis including freight charges to the seaboard or to the Canadian border, in case of shipment via the U. S. routes. The matter caused a great deal of comment at the time, and it would, if continued, have affected the trade from this port to Australia very seriously. In fact cargoes out-bound by the Canadian-Australian SS. line had already shown the effects. The representations from merchants and shippers both here and in the Commonwealth have had their influence in bringing the matter to the attention of the Government so that the rescission has been ordered.

* * *

Following the erecion of the first wheat elevator in Vancouver, a flour mill of 500 barrel capacity is to be erected by the same parties. The Hall Elevator & Grain Co. has just completed its elevator and now has the plans in hand for the flouring mill. The intention is to seek some concession from the city in way of exemption from taxation and free supply of water, by way of indirect bonus to the proposal. The first installation of machinery will be for 250 barrels per day, but the plans will provide for the full capacity being installed later. Alberta wheat will be shipped here and a chain of elevators in the western prairie province will collect the cereal. There are three flouring mills in the Okanagan district and one at Victoria. The latter was built a number of years ago, but has not been regularly operated. The Brackman-Ker Milling Co. have a mill for oatmeal and other cereal foods owned by them at New Westminster.

* * *

A notable feature of cargo movements from this coast is the small proportion of flour from Washington State mills which is being shipped to the Orient, though formerly very large export shipments were made. The big 11,000 ton freight steamer, the Oanfa of the Blue Funnel line, took out but 70,000 sacks from Tacoma recently when she sailed. The backwardness of the trade is due to the Chinese boycott of American goods. Usually at this time the flour shipments are heavy.

* * *

City Engineer Clement has been asked by the committee of the city council in charge of the market proposition to prepare preliminary plans, the recent plebiscite taken at the municipal elections having been strongly in favor of such an establishment. A location on the False Creek waterfront and Westminster avenue, south of the bridge, has been selected. Here rail and water access can both be had.

* * *

The first sailing of the steamer Bucentaur, one of the vessels secured for the new British Columbia-New Zealand service, will be on April 15 from New Zealand. The second vessel, the Transvaal, will follow. Later, a third steamer is to be secured.

* * *

Tantalus, appropriately named, has the cold weather record for the Yukon, which has had a spell of Arctic weather recently. At Dawson and on some of the creeks, the thermometer, where records could be secured, went down to 75 degrees below zero. At Tantalus, which is half way between Dawson and White Horse, it registered 85 degrees, with a terrific gale blowing from the north. For the first time on record the stage line of the White Pass Co. was suspended by cold, this being the record in the history of the Yukon.

* * *

The Market Situation.—Wholesale men express themselves as well satisfied with their January trade. This month and February are expected here to be the two quiet months, but trade has kept up very well. In fact, the January business has shown a large increase over the same season last year.

* * *

Groceries.—Canned goods are moving fairly, with no change in previous prices. Stocks are yet sufficient, but dealers anticipate that there will be a shortage of tomatoes. This year there can be no stocks of tomatoes brought from the U.S. as there is a shortage there. Dried fruits are selling briskly, especially California prunes, which are 1 1-4c. per pound higher all round. They now run from 7c. for 60-70's, which is the size mostly sold, up to 8 1-2c. per pound for 30-40's, the large choice Oregon prunes. Peaches are quoted at 12 1-4c., apricots at 12 1-2c. and pears at 11 1-4c. White figs for cooking are now 6c. per pound. These are, of course, all California origin. Raisins, which suffered the expected slump after Christmas, and went down 2c. per pound, are now held firmer, having risen fully half a cent to 1c., the quotation perhaps averaging 10c. per pound, in 1-lb. cartons. Evaporated apples are held up for expected northern orders, which will arrive for opening of Yukon navigation. As high as 12c. is asked for choice stock. Sago and tapioca are higher and hard to get orders filled. The receipts here have been light for months, though the big freighting steamers come direct from Singapore. The trouble seems to be that past low prices have discouraged production. The ruling price now is 5 1-2c. per pound.

* * *

Produce.—Fresh laid, local eggs are now selling in jobbing way at 35c. to 37 1-2c. The supply is better. Candled pickled stock is being turned over at about 26c. to 28c. Cheese, which is fairly well stocked, is held rather firmer at 16 1-4c. for large and 16 1-2c. for twins. Butter prices have not changed. Local fresh creamery jobs at 35c. and retails at 40c., and demand takes all that is offered. Eastern stock is fairly well represented and on basis of 56's is selling at 28c. New Zealand stock is expected next month. Flour prices are unchanged at $5.70 per barrel for the standard brands.

* * *

Fruit.—Apples are now well cleaned up, nothing but the residue of Okanagan stocks offering, and the Coldstream and other big packers reported as cleaned up. Notwithstanding the small surplus the price is still $1.50 to $1.75 for choice Okanagan apples. Locals are scarcely quotable. As choice Oregon and Washington stock is bringing as high as $2.75 in Seattle, there is little fear of importations. California oranges are moving fairly well. Supply here has not been short, though three weeks rain stopped shipments for that time. Since resuming shipping, the packers in California are getting higher prices, averaging 50c. per box. Quotations to the trade here are now from $2.25 for standards, up to $3 50 for extra fancy. Bananas are selling at $3.50 per bunch though the last car one dealer had in, he tried the experiment of selling by the pound, the price being 5 1-2c. Some pineapples received a week or so ago from Honolulu are bringing $4.50 per dozen. They were particularly fine specimens. Malaga grapes still remain, and are $7.75 per keg.

* * *

Vegetables.—Ashcroft and Yakima potatoes bring $30 per ton still. The Ashcrofts are so very scarce that a carload is brought in every little while from Yakima. The lower mainland stock is plentiful, but price no higher on account of quality. California fresh vegetables are high. The interruptions to the steamer service have caused rail shipments to be brought forward at higher freight charges. Cauliflower and celery received thus are quoted at $1.75 and 90c. per dozen respectively. Cabbage is also from California now entirely, the local stock having been cleaned up. It is 3 1-2c. per pound. Ripe tomatoes are very scarce this week. Fresh lettuce is firm and regular in supply from Victoria at $1 50 per crate.

N. S. Markets.

Halifax, N.S., Feb. 5, 1906.

Trade throughout the province is greatly hampered owing to the lack of snow, and the very unseasonable weather. While collections keep at a fairly good average, the volume of orders coming in thus far is small. Plenty of snow and good hard weather is necessary to add stimulus to business. The markets, generally, are on the dull side, and prices show but slight change.

Butter and Eggs.

The receipts of butter on this market have not increased very much and prices hold firm. The open weather, however, has increased the supply of fresh butter slightly, there being more of this article on the market at present than is usual at this season of the year. The market is now well supplied with new laid eggs. The shore ports are all open, and the vessels are bringing in quantities of good stock. In consequence of this there has been a slump in prices, new laid selling at wholesale for 22c. This has also caused a drop in the price of case eggs to 19c. and 20c. Cheese is unchanged.

Sugar and Molasses.

The sugar markets are very steady and no change is recorded in prices. During the week the steamer Ocamo, from Demerara, landed at this port 14,000 bags of sugar. She also brought 350 puncheons of molasses, which were landed at St. John. There is a fairly good stock of molasses held in this city. The market is firm at present, and the outlook has a tendency to become stronger.

Fish.

There is a good supply of fresh fish on the market, the weather being favorable for operations. Fresh cod and haddock fetch from 2 1-2c. to 3c. per pound, smelts 10c. per pound, halibut (frozen), 15c. per pound, and lobsters, alive or boiled, $1.00 per dozen. These are retail prices.

Duty on Vegetables.

A delegation representing the farmers in the eastern part of Halifax County, appeared before the Tariff Commission at its recent session in this city and asked that a higher duty be imposed on American produce, at certain seasons of the year. They contended that perishable goods got into this port for little or no duty, and this injures their business. The farmers grow principally cabbage, peas, beans, tomatoes, squash, potatoes, beets, turnips, carrots, rhubarb and parsnips. These products are placed on the Halifax market, earlier in the season than the local grower can get them in, but their main objection was that when their own products are ready the market is so flooded with American stuff that they cannot find sale for theirs. They suggested a specific duty of 1 1-2c. per lb. on the vegetables referred to.

Mr. Fielding said he did not think this was feasible. He pointed out to them that the seasons in various parts of Canada differ, and a duty that might be of a benefit to this part of the Dominion, might be an injury to some other part, referring particularly to the City of Toronto, where the consumption of American grown truck is very large. He failed to see why the growers here could not successfully compete against the Americans, stating that the latter have the extra cost of transportation, packing, and commission to pay, and the loss that is always more or less to accrue on perishable goods in transit.

Walter Allison, of John P. Mott & Co., representing the chocolate and cocoa industry of this province, asked for a different ruling regarding goods that are now coming into this market. He suggested that milk chocolate be classed as confectionery, and pay a duty of 20 per cent.

Daniel H. Campbell, grocer, Argyle street, has assigned to the official assignee. Mr. Campbell was an alderman for several years and last April he was a candidate in a three cornered fight for mayor, being badly defeated.

N. B. Markets.

St. John, Feb. 5, 1906.

We have passed the first month of the New Year. As January is a quiet month at best, and as with several, stock is not taken till the first of February, the business year may almost be said to begin with February. There is little of special interest. The low price of cream of tartar crystals has led to quite free buying. There is usually a fair trade in whole spice at this season. Pepper shows little change, being about an average price. Nutmegs keep extremely low; cinnamon rather firmer; cloves still high. Lately, ginger has shown quite an advance. Rice is firmer: in Patna rice higher prices are quoted. This grade while not largely imported is used altogether by the Chinese. The weather keeps extremely mild.

Oil.

In burning oil no change in price reported. The season's business has been large; it is now more quiet. Lubricating oils are being pushed by the trade; the outlook is just fair. This business depends very much upon the lumber output, and the lack of snow and cold weather is proving a great drawback of logging operations. Paint oils are high. The rapid advance in linseed a few weeks ago rather surprised the trade; many dealers were caught short. Turpentine is still extremely high. Cod oil is firm at full figures. The fishermen have received exceedingly good prices this season.

Salt.

In Liverpool coarse there are quite regular weekly arrivals and a steady sale for a fair quantity. Dealers are not inclined to store any more than is really necessary, preferring to import frequently and save the extra handling and carrying charges. Fine salt is largely out of season. Canadian at all times chiefly supplies the market, though there is still a fair quantity of Liverpool factory filled imported.

Canned Goods.

Sales not large. Corn and tomatoes are being sold lower than the market situation warrants. Peas are low and full stocks held. Stocks in all lines are light. This is a limited market for fruits; peaches, strawberries, and apples the only large sellers. Blueberries, which are local packed, are dull this year. Apples are having rather improved sale. Oysters are firmer. Meats low. In domestic fish a fair stock of sardines; haddies and kippers light supply.

Green Fruits.

Business rather quiet. Apples dull, but for best stock high prices are asked. Oranges sell freely, chiefly Valencias. Fine Jamaicas still offered. Lemons quite low and but a fair sale. No cranberries. Good grapes firm. Bananas only a retail trade.

Dried Fruits.

California seeded raisins, on which the coast price was dropped two and a quarter cents, show an improved situation. Already prices show an advance and the market is considered a firm one. Our trade bought lightly, being exceedingly annoyed with the whole affair. The business in seeded raisins this season proved an entire failure unnecessarily. In prunes, market strong; small sizes scarce; business is bright. Apricots and peaches have little demand. Currants are firmer; sales light. Dates, while costing higher to import, are offered locally at quite low figures. Figs and peels are out of season. Evaporated apples are again rather higher; the extreme prices affect the demand. There is a fair sale for dried apples. In onions, just a fair sale; prices are unchanged.

Sugar.

There is nothing new; just a fair business; stocks are not large. In spite of the low price there is still a feeling that lower figures are not impossible.

Molasses.

The situation is one of interest. There is still quite a full stock of old Porto Rico here. Barbadoes market has opened at quite a full figure; the new so far received is fancy, and there is some difference of opinion in regard to the duty it shall pay, as some hold it to be syrup.

Fish.

The mild weather of the past week has much affected the fresh fish business. Full prices, however, are still asked and the return of cold weather again brings activity. Dried fish, while quiet is still high. Stock of pickled herring small and prices rule high. Smoked continue to strengthen in price. The demand for finnan haddies hardly as active.

Flour, Feed and Meal.

In flour prices unchanged; a steady business. Oatmeal is lower and unsettled. Oats are held at quite full figures. Cornmeal continues low. Beans quiet and little changed. Yellow eyes low. Barley dull. Little call for split peas. In seeds prices rather firmer.

THE GREAT WEST

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

In a letter which appeared in this department in a recent issue Mr. Wilfrid Ledoux, of Arnaud, Man., an energetic member of the association executive, discussed in interesting fashion the problem of slow collections. It is an oft-discussed subject, but Mr. Ledoux approached it in a manner quite different from the ordinary, and he advanced a novel explanation of the trouble. No doubt many readers have been interested by Mr. Ledoux's letter and correspondence on the subject is invited.

Briefly stated, according to Mr. Ledoux, the root of all the present trouble lies in the refusal of the banks to advance money to farmers on the same basis as to manufacturers and jobbers. Because he can not borrow a working capital on the same terms as the manufacturer and jobber, the farmer can not pay cash for his goods, and hence pays an excessive price for his goods. Mr. Ledoux figures out the loss to the farmers as follows :—

"The jobbers' interest paid to banks is 6 per cent., their cash discounts, 3 per cent. Retailers' interest is 8 per cent., their cash discounts, 5 per cent. Farmers paying interest to retailers, 8 per cent., making a total of 30 per cent.

"These items are all figured out, and added to the price of the goods, and paid for by the consumer.

"Now let us see if the money was supplied at the other end, (or to the farmers), what effect it would have? The farmer would save on his goods by buying for cash, as follows : The jobber's interest and discount, 6 and 3 per cent.; the retailer's interest and discount, 8 and 5 per cent.; and we have saved 22 per cent.: less 8 per cent. paid the banks for borrowed money. It would thus be a net gain of 14 per cent. Add to this a loss, under the present system, of 30 per cent., as shown above, and we have a total saving of 44 per cent. on everything the farmer buys today.

"Money being supplied to the farmer, would enable the farmer, the retailer, the wholesale jobber, and the manufacturer to buy and sell for cash. This same money would be handed from the retailer all around to the manufacturer, and from there back to the banks again, everybody in the trade would have paid their debts, and be free and happy, saving all the interests, collection and exchanges which are being paid by the trade to-day."

The Canadian Grocer would be pleased to know the opinions of the trade on this matter? Could the banks afford to lend money on farmers' "paper" on the same terms that they advance funds to the manufacturer and jobber? If they did advance this money would the problem of slow collections be solved?

* * *

Preparations are being made by Secretary Coulson and the executive for an interesting convention next week. A large number of dealers have signified their intention of attending the convention and interesting discussions of important topics are assured. Moreover, the meeting will do more than merely discuss certain pressing questions. Discussions are all very well in their way, but unless they result in action the net benefit is apt to be small. Definite decisive action will be proposed at this meeting and, if the plans now under consideration are endorsed the association will pursue an aggressive policy during the year.

The convention will meet in Manitoba Hall, Portage avenue, Winnipeg, on the afternoon and evening of Feb. 13, 14 and 15. The afternoon meetings will begin at 2:30 o'clock, and the evening meetings at 8 o'clock.

N. W. TRAVELERS' ASSOCIATION.

A regular meeting of the executive of the Northwest Travelers' Association was held recently, President Dyson in the chair; other members present being Messrs. McIntyre, Morgan, Lock, Nesbitt, McRobie, Montgomery, and Fred J. C. Cox, secretary. The accounts for the month were presented, passed and ordered to be paid. The secretary reported several applications for membership from parties not eligible, and his action in not granting certificates of membership was approved by the board. Several letters were read offering property to the association, and after considerable discussion the secretary was instructed to advise the real estate exchange that this association were open to buy a piece of property with not less than fifty feet frontage, must be either corner lot or adjoining a lane, and be within a district bounded on the west by Princess, on the east by Rorie, on the north by William and James street, and on the south by Portage avenue.

A letter was read from one of the members making suggestions for the improvement of hotels. As this matter was taken up by the legislature of Manitoba last session, no further action was taken.

Mr. John Horne, last year's president, wrote expressing his sorrow at not being able to be present owing to the fact that he has been appointed manager for his firm at Calgary, where his headquarters will in future be.

The secretary reported the death of Mr. George L. Pearson, lately with the American-Abell Engine & Thresher Co., and the mortuary benefit due to his heirs was ordered to be paid.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

WINNIPEG.

Syrups—Slight advance in Edwardsburg.
Lemons—California reduced to $4.50 per case.
Coffee—Green Rio advanced ½c. per lb.
Sago—Advanced ½c. per lb.
Tapioca—Advanced ½c. per lb.
Rice—Rangoon advanced ¼c. per lb.
Butter—Creamery has declined 1c. per lb.
Butter—Dairy has declined 1c. per lb.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, February 8, 1906.)

A marked increase in the volume of business has been noted during the last fortnight and wholesale houses are well pleased with the outlook. Travelers are sending in good orders and with the influx of bonspiel visitors and merchants attending the Retail Association convention, sales in the city may be expected to show a big increase. Collections are fairly satisfactory.

Values are steady in most lines. Sugar shows no change since the decline two weeks ago. Edwardsburg syrups have been slightly advanced and the details will be found below. Jobbing houses complain of a shortage in the supplies of green Rios and the local market shows a slight advance. Sago and tapioca have each been advanced 1-2c. per lb., and Rangoon rice is also quoted at an advance. All California dried fruits are firmly held, and advices from the coast indicate higher prices.

Canned Goods—The canned goods market is without new features of interest. We quote as before:

	Group No. 1.	Groups No 1 & 2.
FRUITS.		
Apples—		
gallons, per doz.	2 60	2 55
3-lb. "	2 13	2 08
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new. red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Lawtonberries— " "	3 83	3 78
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04

Pineapples—		
2's, sliced, 2 doz. cases, per case		4 25
2's, whole, " "		3 75
2½'s, whole, " "		4 50
2's, grated, " "		4 50
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries—		
new "	3 33	3 28

VEGETABLES.

Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 53	1 48
(No. 3) 2's "	1 68	1 63
Succotash—		
2's "	2 63	2 58
Tomatoes—		
3's "	1 98	1 93

Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River's Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, "	3 75
" cohoes, "	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases.	6 30
" " " 5 to 9 cases.	6 26
Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " 2's, "	1 90
" " 3's, "	2 60
Soups (Van Camp's), per doz.	1 25
Boneless chicken, lb. tins, per doz.	2 75
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can, Co.) per doz.	3 25
" turkey " "	3 25
" chicken (Aylmer), per doz	3 30
" (Delhi), "	3 20
" turkey (Aylmer)	3 30
" (Delhi)	3 20
" duck (Aylmer)	3 30
" (Delhi)	3 20
Corned beef 2's	2 75
" " 1's "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	cs 65
" (Clark's), 1's, per doz	1 50
" " 2's, "	2 65
Potted meats, ½'s, per doz.	0 55
Veal loaf (Libbey's), ½ lb., per doz.	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 50
Lunch tongue (Clark's), 1's, "	3 00
" (Aylmer), 1's, "	2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz.	1 50
" " 2-lb. " "	2 65
Lobsters (new), ½-lb. flats, per 8-doz. case	16 00
" " ½ lb. talls, per ¼-doz. case	10 25
" " 1-lb. talls, " "	14 50

Sugar—The sugar market is steady since the decline noted in last week's paper. Winnipeg f.o.b. prices are as follows:

Montreal granulated, in bbls.	4 85
" " in sacks	4 80
" yellow, in bbls.	4 45
" " in sacks	4 40
Wallaceburg, in bbls.	4 75
" in sacks	4 70
Berlin, granulated in bbls	4 75
" " " sacks	4 70
Icing sugar in bbls.	5 45
" " in boxes	5 65
" " in small quantities	6 05
Powdered sugar, in bbls.	5 25
" " in boxes	5 45
" " in small quantities	5 70
Lump, hard, in bbls.	5 55
" " in ½-bbls.	5 70
" " in 100-lb cases	5 55
Raw sugar	4 25 4 50

Syrups and Molasses— Edwardsburg syrups have been slightly advanced, and revised prices will be found below. Other items in the list are unchanged, and we quote as follows

Syrup "Crown Brand," 2-lb tins, per 2 doz. case		2 20
" " 5-lb tins, per 1 "		2 65
" " 10-lb tins, per ½ "		2 55
" " 20-lb tins, per ¼ "		2 45
" " ½ barrel, per lb.		0 03½
" " Sugar syrup, per lb.		0 03½
" Kairomel " syrup, 2-lb. tins, per 2 doz. case		2 20
" " 5-lb. " "		2 65
" " 10-lb. " "		2 40
" " 20-lb. " "		2 45
Barbadoes molasses in ½-bbls, per lb.		0 04
New Orleans molasses in ½-bbls, per lb.		0 02½
" " in barrels		0 02½
Porto Rico molasses in ½-bbls., per bbl.		0 04½
Blackstrap, in bbls., per gal.		0 31
" ½ "		0 33
" 5 gal. bsts., each		2 25

Coffee—Green Rios are scarce and hard to obtain and consequently local prices are advancing. We quote:

Whole green Rio, per lb.	0 10½
" " roasted, per lb.	0 15
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

Cocoa—Prices are quoted locally as follows:

Epps' ¼ lb package, per lb.	0 33
Fry's ¼ lb " Homoeopathic, per lb.	0 30
" ¼ lb " tins concentrated, per doz.	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb.	0 19
Cowan' in 10-lb tins, per lb.	0 15
Mott's Homoeopathic, ¼'s	0 25
Van Houten's, ¼'s, per doz.	2 85
Baker's, in ½-lb tins, ¼-lb tins, per lb.	0 42

Chocolate—Quoted as follows:

Baker's unsweetened, per	0 36
Menier, ¼'s, per lb	0 35
" ½'s, "	0 34
Mott's Diamond, ¼ and ½, per lb	0 22
Fry's " " "	0 22½

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 80
" " " tins, "	1 50
" " 7-lb. tins, per lb.	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz.	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb.	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 50
" (in Calgary), "	0 52
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Tea—Quoted as follows:

Congous, M. 12, half chests, per lb.	0 12
" cads, per lb.	0 13
" S.C.P. and M. 14, half chests, per lb.	0 15
" " cads, per lb.	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb.	0 18
" Pekoe P.H.T., in ½ chests, per lb.	0 18
" broken Pekoe, No. 62 in chests, per lb.	0 18
" " No. 414 and 418, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, "	0 25
Gunpowder, in quarter chests per lb.	0 26
Youug Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Foreign Dried Fruits—All California dried fruits are firmly held at present in sympathy with a strong market at the coast. As was mentioned in these columns some weeks ago, the market in several lines of dried fruits has been practically cornered at the coast by two or three houses and the inevitable result is seen in advancing prices. Local stocks of most California dried fruits are light and there is a brisk demand. Prunes are likely to be advanced almost immediately in view of California advices and the big local demand due to the high price of evaporated apples. We quote:

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 35 1 50
" " selected	1 60 1 75
" " layers	1 70 1 85
California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 " "	0 09½
" " " 4 " "	0 10
" " choice seeded in ½-lb. packages per package	0 09½
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 12
Prunes, 90-100 per lb.	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 08½
" choice silver, per lb.	0 10½
" silver, per lb.	0 08½
Currants, uncleaned, loose pack, per lb.	0 05½
" dry cleaned, Filiatras, per lb.	0 06
" wet cleaned, per lb.	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb.	0 05½
Figs, cooking in taps and sacks	0 04½
" " boxes	0 04½
Apricots, choice, in 25-lb. boxes, per lb.	0 13½
Apricots, standard in 25-lb. boxes, per lb.	0 12½
Peaches, choice, per lb.	0 13½
" standard "	0 12½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb.	0 11
Nectarines, choice	0 12

Candied Peels—We quote:

Lemon, per lb.	0 11
Orange "	0 11½
Citron "	0 18
Mixed, in 1-lb drums per doz.	2 30

Nuts—We quote:

Almonds, per lb.	0 12½
" (shelled), per lb.	0 30
Filberts	0 10
Peanuts,	0 11½
Jumbos	0 14
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 15

Spices—Prices are quoted as follows:

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb.	0 18
" white, " 5 " "	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, in 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb.	0 13
White pepper, per lb.	0 25
Cinnamon (ordinary), per lb.	0 18
Cinnamon (extra choice), per lb.	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb.	0 10
Allspice, per lb.	0 08½ 0 10
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

Rice, Tapioca and Sago—Rangoon rice has been advanced 1-4c. per lb., the lower price quoted below being for large quantities. Tapioca is now quoted at $6.00 per cwt. and sago has been advanced 1-2c. per lb. Prices are now quoted as follows:

Rangoon rice, per lb.	0 04 0 04½
Patna "	0 04½
Tapioca, per cwt.	6 00
Sago, per lb.	0 04½

Pot and Pearl Barley—Still quoted as follows:

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Evaporated and Dried Apples — As noted last week, evaporated apples have been advanced to 11 3-4c. per lb. in 50-lb. boxes, with an advance of 1-2c. per lb. for the 25-lb. boxes. New dried apples in 50-lb. boxes are quoted now at 9c. per lb.

Beans— New white beans are still quoted at $2.05 per bushel.

Woodenware—We quote:

Butter tubs, wooden hoops, 2 in nest, per nest.	0 42 0 45
" " 3 hoops, 2 in nest, per nest.	0 70 0 73
Butter wire hoops, 2 hoops in nest, per nest	0 63
" " 3 hoops in nest, per nest	1 00 1 25
Pails, 2 hoops, per do	1 95
Pails, fibre, per doz.	3 25
Wash tubs, common and wire hoop, per nest of 3	2 00
" " No. 0, per doz	41 00
" " No. 1, per doz.	8 75
" " No. 2, per doz.	7 50
" " No. 3	5 40
" " Nests of Nos. 1, 2 and 3	1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lb	0 56
" " 2, to hold 14 and 28 lb.	0 26
Butter tubs, fibre and cover, per doz	4 00
Butter moulds, for 1-lb. bricks, per doz.	1 85

GOOD TRADE FOLLOWS GOOD COFFEE

There is no other line in your store which requires more of your attention than your coffees. A particular customer will soon discover you if your coffee is the best.

We can help you build up your coffee trade. We buy only the finest qualities of green coffees, roast them right and ship you **exactly** what you order and ship it to you **fresh roasted.**

Gold Standard Java and Mocha, "The Chaffless Coffee," in one and two pound tins, is one of our blends. Write for prices now.

CODVILLE & CO.

WINNIPEG AND BRANDON
MANITOBA

EASTERN MANUFACTURERS AND SHIPPERS

Keep in touch with the

WINNIPEG TRADE

We sell all lines handled by the

Wholesale Grocers

Write or wire us your offerings

NICHOLSON & BAIN, WINNIPEG,

Wholesale Brokers and Commission Merchants.
Established 1882
First-class storage for all kinds of goods.

Honey—We quote:

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60 lb. tins, per lb	0 10

Glass Fruit Jars—Prices for the season of 1905-06 are quoted as follows:

Glass fruit jars, pints, per gross	7 75
" " quarts, per gross	8 75
" " half gallons	11 75

Salad Dressing— There is some demand still at following prices:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large. "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " quarts, "	2 10

Sauces—Quoted as follows:

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

Buckwheat — Quoted as before at $1.70 per half sack.

Breakfast Cereals—Prices are steady since the recent advance. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 15
40-lb. " "	2 20
20-lb. " "	2 25
8-lb. " "	2 55
Cornmeal, in sacks	1 85
" in ½ sacks	1 80

Fish and Oysters—Orders for shipment during Lent are now being booked by local fish houses. There is a good immediate demand for both fresh and dried fish. We quote:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 12½
Red Snapper	0 15
B C. Salmon	0 09
Halibut	0 08½
White fish, per lb	0 07
Pickerel	0 05½
Jackfish	0 03½
Finnan haddie	0 07½
"Halifax" brand salt cod, fish cakes 2-1's	0 07½
"Acadia" " " 2-1's	0 18
"Bluenose" " " 20-1's	0 07
"Acadia" " 2-lb. boxes	0 10
" " 4-lb. boxes	0 10
" " shredded, 24 cartoons, per bx	1 80
" " " bulk, in 15-lb. bxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb	4 00
" " " per 2½-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz in box, per doz	0 40
Oysters, selects, per gal	2 25
Standards, per gallon	2 00
Holland herrings, in kegs, per keg	0 66 0 70
Herrings, ½-barrels	4 00
Digby chicks, per box	0 17

CONDENSED OR "WANT ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion: 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

ARTICLES WANTED.

SMALL quantity of Indian grass wanted. State price. Box 107, CANADIAN GROCER. [ ]

AGENCIES WANTED.

VANCOUVER firm of manufacturers' agents is open for a few good lines; highest references. Box 119, Vancouver. [15]

BUSINESS CHANCES.

FOR SALE—General stock, including horses, rigs and fixtures in a prosperous town 3 500 inhabitants, Eastern Ontario; a good, smart grocery business; well established; stock, $7.000; turnover, $23,000. Address, Box A, THE CANADIAN GROCER. [7]

SITUATION WANTED

SALESMAN, six years experience, groceries, boots, shoes and crockery, open for engagement in the West after March 15th; Regina preferred; best of references. Box 108, CANADIAN GROCER. [9]

AGENTS WANTED.

BY an Alberta wholesale grocery house, a specialty man for teas, coffees, and spices; ground. Alberta and part of B. C.; a large salary to a gilt-edged man. Apply with copy of testimonials (no other letters answered) to Drawer Z. Calgary. [5]

Sawyer's *50 Years the People's Choice.*

CRYSTAL

See that Top **Blue.**

For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.

M. F. EAGAR & SON, *Mitrs. Agents*
HALIFAX, Nova Scotia

ARE YOU
GETTING YOUR SHARE
of the
LARGE BUSINESS OFFERING in ALBERTA?

IF NOT Write us. Secure our services.

Excellent Storage Accommodation. Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
NICHOLSON & BAIN, WINNIPEG, MAN.

Don't Starve Your Business

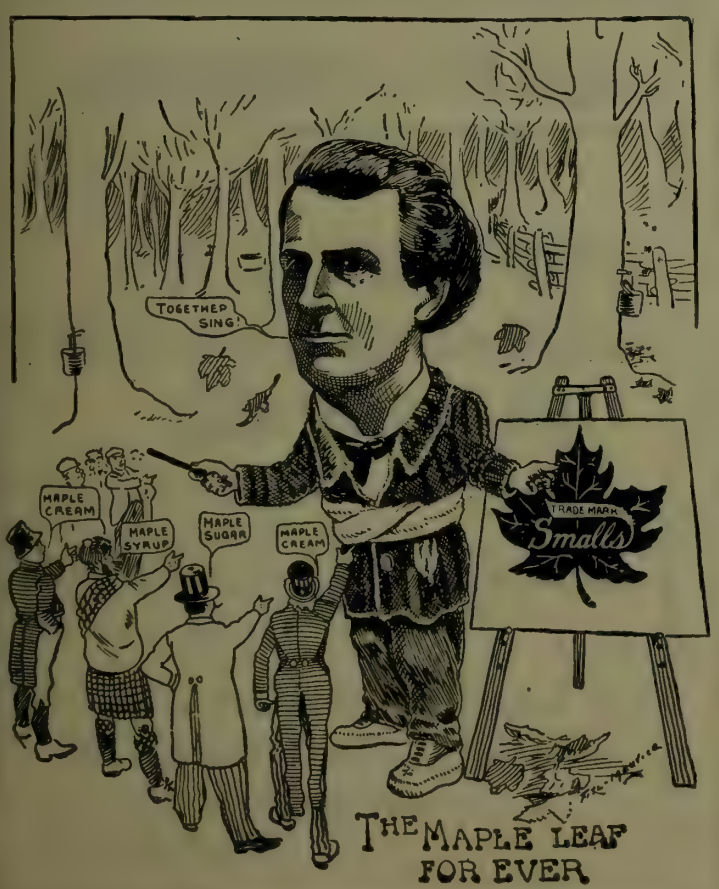
The best business needs the nourishment supplied by a good advertisement.

THE CANADIAN GROCER is just the tonic your "system" requires.

A space this size in THE CANADIAN GROCER every issue (52 times) for a year, will cost you only $6.73 per week.

Its results will appear in the larger totals in your travelers' order books.

The Canadian Grocer Montreal - Toronto - Winnipeg



MAPLE SYRUP

MR. SMALL has taught many to sing

"Pure Maple Syrup"

He can teach you, Mr. Grocer. When you are heart and pocket sick of handling flavored and compound mixtures, then demand

SMALL'S Brand

of your jobber, or write direct to the

Canadian Maple Exchange

Montreal

They put up **PURE** Goods **ONLY.**

Established 1881

Highest awards the world over.

Mild Cured Hams
Choice Breakfast Bacon
Long Clear Bacon
Pure Lard

We are offering exceptionally good value in above lines, at present time.

Canned Meats

Drop us a line for Price List.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

BUTTER

If you have Butter to Sell, we can dispose of it for you promptly and at good prices.

If you want to Buy Butter, we can give you extra choice stock.

DAIRY or CREAMERY
ROLLS or SOLID

Prices are right, Quality is right.
Send us your orders.

F. W. FEARMAN CO., LIMITED
HAMILTON

Brains Rule This World, Packers with Brains

—at—

Grande Pointe
Manitoba

. . . Pack . . .

CORNED and ROAST BEEF
1 and 2-lb. Tins.

BONELESS CHICKEN
BONELESS TURKEY
1-lb. Tins.

WESTERN GROCERS support WESTERN INDUSTRIES

For sale by all Western Jobbers.

— PACKED BY —

THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA
NICHOLSON & BAIN Winnipeg, Man.
NICHOLSON, BAIN & JOHNSTON Calgary, Alta.
Sole Western Sales Agents

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

There is no change in the cheese market. British markets are reported dull and a shade lower in prices. Our market is very quiet in consequence, and, while some holders feel like unloading, the quantity actually for sale in Canada is so very limited that nobody seems to worry, and as a rule the goods held here are not pressed on the market for sale. It is firmly believed that every box of cheese on this side of the Atlantic will sooner or later be wanted and that prices will again advance when new orders are received.

The convention of the District of Bedford Dairymen's Association at Cowansville was a successful and most interesting one.

Cowansville was the objective point of a large number of men foremost in the dairying industry in the eastern section of the Dominion, and the opening of the annual convention of the District of Bedford Dairymen's Association found the town hall, in which it was held, packed to the doors. The gathering was representative of the producing, the manufacturing and the shipping interests, which, while divergent in their outward character, are, as was pointed out by a speaker, united by a common commercial bond, national in its scope, in the effort to establish Canada's claim to the premier position in the dairy industry among the nations of the world.

The addresses were by leading Ontario and Quebec experts. They embodied the impressions gleaned by close observation of conditions both at home and abroad, and from the interchange of ideas far-reaching beneficial results can scarcely fail to follow.

In the composition of the gathering was a large proportion of leading agriculturists of the district, which includes the counties of Brome, Missisquoi and Shefford.

The meeting was addressed by Hon. Sidney Fisher, Dominion Minister of Agriculture, Hon. A. Tessier Provincial Minister of Agriculture, and Hon. J. C. McCorkill.

Among the notable speakers was Professor J. W. Robertson, formerly the Dominion Dairy Commissioner and now the head of the Macdonald College at St. Anne's. He outlined particularly the importance of agricultural education and remarked that Hon. Mr. Fisher and his departmental policy had been responsible for the turning of the tide of prosperity in the Canadian Northwest. The assistance lent to creameries had been a large factor in the development, and the tide of immigrants had flowed in rapidly from across the American border.

Mr. J. A. Ruddick, the Dominion Dairy Commissioner, in his address gave in a most entertaining manner his impressions during a recent trip to Europe. In making the trip, he explained in his opening remarks, he had three objects in view, first to study the markets and general conditions of the dairy industry, second the methods of manufacture, and third the advertising of Canadian products in the British market.

As a matter of fact, he said, we have had very little competition in supplying Britain with Cheddar cheese, and probably take too much credit to ourselves for the building up of our present trade. He believed that we should adhere strictly to the type of product for which we had built up our market. He outlined his impressions with regard to the processes of manufacture in vogue in the countries he had visited. Investigating as to the reason why cheese of Scotch manufacture was selling at one and one-half cent per pound more than that of Canada, he expressed the opinion that the secret rested entirely in the thoroughness with which the milk production was managed, the proper aeration being an important feature. The Germans, he observed, are not at present exporting the large quantities of butter to the English market as was formerly the case, but were importing largely from Denmark. He did not see that we had any occasion to cater to the German market. He had been very kindly received at the different places he had visited in the United Kingdom and had been convinced of the great advantage of keeping closely in touch with the conditions of the dairy market there.

THE PROVISION SITUATION.

The provision situation, which has been one of uncertainty for some time, is now showing indications of reaching a basis as regards the markets. Live hogs have at last not only reached a limit in price, but have made a definite downward movement.

It is easily understood that those farmers who had hogs among their stock would endeavor to secure the market at high water mark, and packers on their side would try to secure as many as possible to keep their hands employed. Under these conditions prices advanced abnormally and reached a point at which it was impossible to obtain adequate returns. An additional feature and one not altogether unexpected, made its appearance in the form of a decline in value of Canadian bacon on the English market.

It has been pointed out on several occasions in The Grocer that there is a point at which, when reached, export trade would receive a check. It would appear from reports as though this point is about reached and that dealers on the other side are finding it more profitable to leave it alone. It is the consumers, the British public themselves, who really decide the fate of the market. Canadian bacon will sell well and hold its own, on a certain basis, but beyond that it is passed over in favor of the home grown article, such as "Denney's."

The quality of hogs arriving has been anything but satisfactory for bacon purposes, and dressed hogs have in consequence dropped in value. Packers are disposed to show a good deal of discrimination just now; it is felt they can afford to, seeing that the question of profit on their part is far removed, the main idea being to hold just sufficient trade to keep things moving. It must be some considerable time before business assumes normal conditions.

OUR LONDON LETTER.

By Our Own Correspondent.

January 26, 1906.

During the past week the produce markets have continued on a very quiet basis, and there is very little change to report.

Butter.—In the early part of the week, there were some signs of renewed activity in the demand for colonial butter, but sellers were doomed to disappointment. Trade became quieter even than before, and a further reduction of 2s. per cwt. has taken place. Heavy arrivals of colonial butter, together with a serious drop in the Copenhagen official quotation—an event which invariably unsettles the market—has been responsible to a great extent for the further reduction in price. Ruling quotations, however, are still from 4s. to 6s. higher than at this time last year.

Cheese.—The market has been somewhat quiet for both Canadian and New Zealand cheese, and sellers are inclined to ease off to the extent of 1s. per cwt. Their position is evidently not so strong as they would have retailers believe. For "choicest" Canadian, 63s. and 64s. is being realized, New Zealand being 1s. below this price. A glance at statistics shows that arrivals of Canadian cheese on this market are almost on a level with the consumption. The stock in warehouse on the morning of January 1 was 117,510 boxes, on the 25th it stood at 113,460 boxes, the receipts between these two dates of Canadian cheese being 66,836 boxes.

Bacon.—The demand has been very slow, and the market is in a very weak position as far as transactions are concerned. Continued shortage, however, has had the effect of keeping prices up, and the market therefore remains practically unaltered. Irish killings have been somewhat smaller this week than last and arrivals from the continent have figured at 9,273 bales. There does not seem any prospect of immediate improvement.

The trade here is watching with considerable interest the Act which has lately been passed by the Legislative Assembly of Victoria. There can be no

doubt that when its provisions are put into force, this ruling will be decidedly beneficial to importers here, and will have the effect of stimulating the confidence of buyers on this market in the dairy produce of Victoria. As readers of The Canadian Grocer are doubtless aware, in 1898 the Government of that colony had already provided for the testing and examination of butter and cheese intended for export, and each package received the Government stamp. Up to the present, there has also been an optional system for the grading of produce from that colony, but the provisions of this new Act are altogether more stringent and calculated to be even more beneficial than anything hitherto done in this direction. Without going deeply into the various rulings of this new Act, it might be mentioned that inspectors are to be appointed by the Government with specified duties, such as the strict supervision of dairy farms, the careful examination of cattle and continual watchfulness over the sanitary condition and cleanliness of all factories and dairies where produce is turned out. Arrangements are made for the isolating of such cattle as are found ailing in health, and also for the licensing annually of all creameries, dairy farms and butter factories. It appears that modern dairies are to be erected in each municipality and careful attention is to be given to the grading of various kinds of produce.

It is provisions such as these which go so far to improving a country's export trade, and Canadians cannot do better than adopt a similar policy, particularly in the matter of grading.

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

The provision market is firm. Packers have had somewhat better offerings of live hogs, and a slightly reduced price is noticeable. This is due to the weak demand for Canadian bacon from the United Kingdom. Prices generally are well maintained in dressed hogs. In bacon and ham a steady business at unchanged prices is reported.

Lard, pure tierces	0 10¾
" 56-lb. tubs	0 11
" 20-lb. pails, wood (10¼)	0 11¼
" cases, 10-lb. tins, 60 lbs. in case	0 11½
" " 5-lb. "	0 11¾
" " 3-lb. "	0 11¾
Lard, Boar's Head brand, tierces, per lb	0 07¾
" " ½-tierces, per lb	0 08
" " 60-lb. fancy tubs	0 08
Cases, 20 3-lb. tins, per lb	0 08¾
" 12 5-lb. tins "	0 08¾
" 6 10-lb. tins "	0 08¾
20-lb. wood pails, each	1 65
20-lb. tin pails, each	1 55
Wood net, tin gross weight—	
Canadian short cut mess pork	$20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb	0 14
Hams	0 12½ 0 13½
Extra plate beef, per bbl	11 50 12 00

Cheese.

The cheese market maintains its firm tone, with business dull. Exporters report more inquiry from abroad, but little actual business of any account passing. The English market continues strong. Prices remain around 13 to 13¼c.

Butter.

There is no radical or important change in the butter market, although the cold weather prevailing during the past and present week has created a better feeling among dealers. There is no change, however, to report in prices since last quotations. The report from exporters is that the United Kingdom markets show an improvement, although little business is done as yet by cable.

Choice creamery	0 23
Finest creamery	0 22½ 0 22½
Good to fine creamery	0 21½ 0 22
Western dairy	0 20 0 20½
Manitoba dai y	0 19½ 0 20
Fancy Townships	0 23½
Fresh dairy tubs	0 20 0 20½
Fresh rolls	0 21 0 21½

Eggs.

The egg market continues dull. The cold weather prevailing does not show any appreciable effect on the market. Receipts are light, but ample for local requirements. Fresh eggs are in fair supply despite the cold weather. Dealers, however, think that a continuance of same will have its effect and look for better prices next week.

Cold storage	0 16½ 0 18
Pickled	0 16 0 17
Selects	0 20 0 21
Fresh laid, guaranteed	0 24 0 25

TORONTO.

Provisions.

The only feature of interest since our last report is a decided decline in prices for live hogs, and a weakening in values of dressed hogs. This has probably come in the nature of things. It could not be expected that the high prices ruling of late could maintain. The prices left the packer without possibility of profit. Mutton and lamb have advanced one cent. Other prices remain unchanged.

Long clear bacon, per lb	0 11
Smoked breakfast bacon, per lb	0 14
Roll bacon, per lb	0 11 0 12
Small hams, per lb	0 13½
Medium hams, per lb	0 13
Large hams per lb	0 12
Shoulder hams, per lb	0 10½
Backs, per lb	0 16
Heavy mess pork, per bbl	18 00
Short cut, per bbl	21 50
Shoulder mess pork, per bbl	14 50 15 00
Lard, tierces, per lb	0 10½
" tubs "	0 10¾
" pails "	0 11
" compounds, per lb	0 07½ 0 07¾
Plate beef, per 200-lb. bbl	12 00 12 50
Beef, hind quarters	6 50 8 00
" front quarters	4 50 5 50
" choice carcases	6 00 7 00
" common	3 50 5 00
Mutton	0 08 0 10
Spring lamb	0 11½ 0 12
Veal	0 10
Hogs, street lots	9 00 9 25
" dressed, car lots	8 50

Cheese.

The cheese situation continues an exceedingly strong one. In country points makings are practically for local consumption, very little finding its way into the open market. With storage stocks held by large dealers, and foreign markets reporting holdings as below previous estimates, there appears every prospect of continued strength.

	Per lb.
Cheese, large	0 13½
" twins	0 14

Butter.

There is no new feature to report. Arrivals continue to be satisfactory and many factories are well settled down to straight work. Large dairy rolls are coming in in plenty and showing good quality for the season. Demand has been good and prices remain steady, with quotations slightly easier in rolls.

	Per lb.
Creamery prints	0 25
" solids, fresh	0 23½
Dairy prints	0 21 0 22
" in tubs	0 18 0 20
" large rolls	0 20

Eggs.

Egg stocks, both pickled and cold storage, are nearly depleted. New laid have been slow to arrive, owing to the return of cold weather. Demand continues good, and prices for N. L. have made a temporary advance of 2 cents.

New laid eggs, per doz. (nominal)	0 23
Fresh " "	0 19
Pickled " "	0 25

WINNIPEG.

Butter.

Owing to mild weather the supply of fresh creamery has increased and prices have declined one cent. per lb.

Finest fresh creamery, in 56-lb. boxes	0 24 0 25
" " in 28-lb. boxes	0 24 0 25
" " in 14-lb. boxes	0 24 0 25
" " in 1-lb. bricks	0 27

Supplies of dairy butter are increasing owing to milder weather, but the quality is generally poor. Buying price is about 19c. delivered in Winnipeg.

Lard.

Quoted as follows:

Tierce basis, per lb	0 10¾
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00¾
20-lb. tin pails, in 80-lb. cases, per lb	0 00¾
10-lb. " in 60-lb. "	0 00¾
5-lb. " " "	0 00¾
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00¾

Cheese.

Quoted as follows:

Finest Ontario, large	0 14
" Manitoba, large	0 13½
" " twins	0 14
" " small	0 14

Cured Meats.

We quote:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 15
Backs, " " "	0 14
Picnic, " " "	0 09½
Hams, sugar cured, assorted sizes	0 13
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 09½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 14
" " breakfast backs	0 14
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 11
" " " smoked	0 12
" " " boneless backs	0 12
Shoulders " "	0 08½

BARREL PORK.

Heavy mess pork, boneless, per bbl	17 00
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 50
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 04
" hocks, " " 0 04

Eggs.

Local produce houses are paying 25c. per dozen for new laid eggs delivered in Winnipeg.

ST. JOHN, N.B.

Provisions.

In barrel pork but a limited sale. Prices are high. Very little domestic offered. In beef, values unchanged, business very dull. While a little Canadian lard is offered, American, though high, is under Canadian and supplies the market. Refined lard is low, price firmer, a steady sale. Smoked meats are high, a limited sale. Fresh meats rather quiet. Beef continues low. Mutton and lamb hold at a fair price. Veal is scarce. Pork continues high.

Mess pork, per bbl	$19 50	$21 00
Clear pork, "	18 50	20 00
Plate beef, "	13 50	14 75
Domestic beef, per lb.	0 05	0 06½
Western beef, "	0 09	0 09½
Mutton, "	0 06½	0 07
Veal, "	0 07½	0 08
Lamb, "	0 09	0 10
Pork, "	0 09	0 09½
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 11	0 12
" " pails, "	0 12	0 12½
Refined lard, tubs	0 08½	0 08
" " pails	0 08½	0 09½

Butter.

Prices are rather lower. Stock is more freely offered. As usual, for gilt edge quality there is a good demand.

Creamery butter	0 25	0 28
Best dairy butter	0 22	0 24
Good dairy tubs	0 20	0 22
Fair "	0 18	0 20

Eggs.

As in butter, prices lower. Holders more anxious to sell, feeling the top price has been reached.

Eggs, strictly fresh	0 25	0 30
Eggs, fresh	0 22	0 25
" case stock	0 20	0 22

Cheese.

There is but a limited supply. The high prices have affected the sale. It is doubtful if any higher prices are quoted.

Large cheese, per lb.	0 13½	0 13½
Twins	0 13½	0 14

SAD DEATH OF A CHEESE MAN.

It is with the greatest regret we have to report the untimely decease of Mr. H. W. Derbyshire, of Leeds, Ontario. The circumstance of his death is a particularly sad one. He was unfortunate enough to have his house and cheese factory destroyed by fire during the last few days, and whilst battling the flames he contracted a cold, which developed into pneumonia, from which he died. He thus leaves his wife and young family homeless. Mr. Derbyshire was quite a young man, being only 35 years of age, and his loss will be greatly felt by the surrounding district, where he was one of the leading cheesemakers.

A POINTER FOR TRAVELING MEN.

Traveling men, who spend a great deal of time on trains and in hotels, and who get wearied of the ordinary run of newspapers and magazines, will find the Busy Man's Magazine very refreshing. This periodical is unique in the periodical field. It is more than a magazine—it is a score of magazines all in one. Like the composite photograph of a hundred authors, the Busy Man's Magazine is a composite publication of a hundred periodicals. It culls the best from them all, and presents it in an appetizing and invigorating form. Every travel-worn commercial man should try this new remedy for the weariness of the road.

CLARK'S Concentrated SOUPS

This line is labeled in our usual attractive style. Quality right, each tin contains 6 portions and retails at 10 cents per tin. We pack a number of different kinds.

ALL THE WHOLESALE TRADE CARRY THEM.

They're Sellers!

Spices Are Important

Only the best spices are used in

Nicholson's Mince Meat

which accounts for that "different" flavor. You should order Nicholson's Mince Meat for this "superiority" alone.

Continuous sellers:

N. & B. JELLY POWDER — N. & B. ICING POWDER
N. & B. PUDDINE — N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK
9 Jarvis St., TORONTO, ONT.

SALT SALT

Table, Dairy and Cheese Salts Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

FREE TO BUTCHERS—Send a postal card with your name and address, and I will be pleased to enter your name on my list of customers, and send you ***free,*** postpaid, from time to time, as issued, my ***Hide Bulletins,*** which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Crocklings, etc.

C. S. PAGE, Hyde Park, Vt.

SAUSAGE

Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

White Spruce
BUTTER TUBS
10-20-30-50 lb.
EGG CASES AND FILLERS

Order now, for delivery later, it will **Pay You**

WALTER WOODS & CO.
Hamilton and Winnipeg.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

BUSINESS AND ASSOCIATION MEETINGS

The Editor will be glad to receive reports and notices of any business meetings of interest to the readers of THE GROCER— short, gossipy and instructive.

HAMILTON RETAIL GROCERS.

The Hamilton Retail Grocers' Association held its regular meeting on February 1, with the president, W. Smye, in the chair, and a good gttendance. Five new members were accepted. Joseph Kirkpatrick, one of the oldest and most active members, who has retired from business, was elected an honorary member. Progress was reported re the collection of accounts. The oil question was discussed, some members stating that they were buying the one grade of oil, and their customers complain the quality is not regular. An effort will be made to place the blame where it belongs.

FIRST MEETING OF CANADA STARCH CO.

The organization meeting of the recently incorporated Canada Starch Company was held in Montreal on the 2nd inst., at the office of the Edwardsburg

F. H. Mathewson,
Elected President Montreal Board of Trade.

Starch Company in the London & Lancashire building. The incorporators were all present, and others representing the several interests forming the new company.

The by-laws were passed and the board of directors was decided upon as follows: Geo. F. Benson, Wm. Strachan, Chas. R. Hosmer, Hon. Robt. Mackay, Wm. R. Miller, all of Montreal, representing the Edwardsburg Company; Lloyd Harris and Joseph Ruddy, of Brantford, representing the Brantford Company; Hon. J. R. Stratton and Jas. J. Warren, of Toronto, representing the bondholders of the Imperial Company.

The following officials were also appointed: Geo. F. Benson, president and managing director; Wm. Strachan, first vice-president; Lloyd Harris, second vice-president; Joseph Ruddy, secretary-treasurer, and Hugh McArthur, assistant treasurer at Cardinal. Mr. Alfred P. Murray retains charge of the selling department in Montreal. All interests are therefore well represented on the new board, and the present staffs of the Edwardsburg and Brantford companies will probably be retained.

Although a large portion of the issue of $1,250,000 preferred stock goes to the owners of the various properties, yet we are informed that a considerable portion of it is to be held in the treasury and not issued at present, and the same remark applies to the common stock.

TORONTO GROCERY CLERKS.

The next regular meeting of the Grocery Clerks' Association will be held in their lodge room on Tuesday, February 13. It is to be hoped that all clerks will make an effort to be present, as there will be a debate on "Which is more profitable to the grocer, strictly cash business or cash and credit?"

CAMPBELLFORD.

The annual meeting of the Campbellford Board of Trade was held on Monday evening, January 29. The board has practically succeeded in its movement, started a year ago, for incorporation of the village as a town. The election of officers resulted as follows: President, E. C. West; vice-president, J. A. Stewart; treasurer, W. B. Archer; secretary, H. F. Skey. Council—C. L. Owen, A. A. Mulholland, F. J. Golden, J. A. Reesor, A. B. Coleville, Dr. J. Macoun, J. C. Fawlds, R. Lawry, D. J. Lynch, Dr. F. H. Scherk and J. B. Ferris.

CHATHAM, N.B.

The annual meeting of the Chatham Board of Trade was held Saturday, January 27 Governor Snowball, president, in the chair.

A letter from the Halifax Board of Trade asking this one to join in a memorial to the Government for a subsidy for a steel building plant was read. On motion of J. L. Stewart it was decided to grant the request.

A letter was also read from the secretary of the Montreal Board of Trade asking the Chatham board to co-operate with it in having a conference of Canadian Boards of Trade in Montreal next Summer. W. B. Snowball moved that this board co-operate with Montreal in holding a conference, and appoint the secretary as a delegate to same, which, after discussion, was adopted.

In reporting the work of the year the secretary expressed his opinion that it had not been without beneficial results to the country. Action had been taken in regard to freight rates, subsidy for the Miramichi Steam Navigation Company, and dredging wharf at Oak Point. The moving of the I.C.R. station into town, and the building of a drill hall had not yet been attained. There were 37 members of the board. The treasurer's report was adopted.

Secretary Nicol refused to be reappointed.

The following are the officers for 1906: W. B. Snowball, president; D. P. MacLachlan, vice-president; W. L. T. Weldon, secretary; V. A. Danville, treasurer; J. F. Benson, auditor. The council and board of arbitrators were re-elected except that J. F. Benson was substituted for another member.

CHARLOTTETOWN.

The annual meeting of the Southern Board of Trade was held in McKinnon's Hall, Montague. The usual reports were presented and the following officers were elected for the ensuing year: President, W. L. Poole, Montague; vice-president, T. W. McDonald, Georgetown; secretary, George S. Inman, Montague. Council—A. P. Prowse, G. A. Poole, F. G. Bovyer, W. W. Jenkins, A. C. McDonald, Nathaniel McLaren, Horatio Nelson, D. C. Morson. Board of arbitrators—G. A. Thompson, D. G. Cameron, M. C. McGowan, John J. McDonald, P. D. Bowlan, D. L. McGregor, J. W. Carruthers, D. L. McKinnon, Maynard McDonald, George Poole, A. J. McDonald, Capt. Hugh McPhee.

FORT ERIE.

The annual meeting of the Fort Erie Board of Trade was held on Friday

L. E. Geoffrion
Of L. Chaput, Fils & Cie., Grocers' Section Montreal Board of Trade.

evening, January 26, a large and enthusiastic meeting being held. Officers were elected for the ensuing year as follows: President, Mr. Dougall; vice-president, Wm. Dukes; secretary, S. Stilling; assistant secretary, W. E. Hunt; treasurer, W. B. Seaton. Bright speeches were made by Messrs. Montgomery, Matthews and Seaton. The new planing mill industry was spoken of as a certainty, and the patent plaster factory is considered likely to come.

MONTREAL.

One of the most exciting elections in the history of the Montreal Board of Trade was that by which the officers for 1906 were chosen. The total vote was 734, the largest on record, and the greatest interest was manifested in the results, which were announced at noon on Wednesday, the 31st ult.

The following are the successful candidates: President, F. H. Mathewson, by acclamation; first vice-president, Geo.

Caverhill ; second vice-president, Thos. Drummond, by acclamation ; treasurer, C. B. Esdaile. Members of council—F. Robertson, J. R. Binning, C. A. Bogert, Geo. L. Cains, Peter Lyall, Alex. Ramsay, H. A. Hodgson, L. E. Geoffrion, G. A. Kohl, John J. McGill, D. A. Campbell, J. L. McCulloch. Board of arbitration—Sir George Drummond, Wm. I. Gear, E. B. Greenshields, George E. Drummond, Robert Reford, John McKergow, R. M. Ballantyne, A. J. Hodgson, R. W. McDougall, Alex. McFee, W. W. Craig, D. Munro.

F. H. Mathewson, the president by acclamation, is the first banker who has ever held that position. He obtained his first business experience with the old wholesale dry goods firm of MacKay Bros. After some time with this firm, he left them to accept a position with the Canadian Bank of Commerce. In this institution he gained steady promotion and was in time transferred to Winnipeg to manage the branch office there. While in Winnipeg he was elected president of the Board of Trade of that city. A few years ago he returned to Montreal as manager of the Canadian Bank of Commerce branch in the metropolis. He has been a most active member of the Board of Trade, and was, soon after his return to the east, elected a member of the council of that body. In 1905 he acted as its first vice-president.

LA CHAMBRE DE COMMERCE ELECTION.

At the meeting of La Chambre de Commerce held in Montreal the 30th ult., the following officers were elected : President, C. H. Catelli ; first vice-president, L. J. A. Surveyer ; second vice-president, Isaie Prefontaine ; treasurer, J. B. Lanctot ; secretary, Alexandre Desmarteau.

Mr. C. H. Catelli, the new president, is a manufacturer, and has been a member of the council of La Chambre de Commerce for seventeen years. He also served two years as first vice-president and a like period as second vice-president.

SMITH'S FALLS, ONT.

The annual meeting of the Smith's Falls Board of Trade was held on February 1, the retiring president, Mr. C. B. Frost, presiding. The following officers were elected for 1906 : President, Dr. J. S. McCullum ; vice-president, M. Ryan ; secretary-treasurer, A. Gray Farrell. Council — O. Carss, M. K. Everttts, R. Hawkins, John McEwen, W. E. Mills, R. A. Bennett, S. W. Gilroy, and G. F. McKimm.

A general discussion followed on matters pertaining to the welfare of the town, its advancement, and its advantages as a manufacturing centre.

TORONTO.

There was a large attendance at the nomination meeting of the Board of Trade, and much interest was evinced in the proceedings.

In so far as the chief officers were concerned there was no contest, the elections resulting as follows : President, Peleg Howland ; first vice-president, R. C. Steele ; second vice-president, R. J. Christie ; treasurer, J. W. Woods.

The following representatives were elected as harbor commissioners : Messrs J. H. G. Hagarty and J. T. Mathews.

The following gentlemen have been nominated as representatives on the Industrial Exhibition (five to be elected) : M. Bredin, the Bredin Bread Company, Limited ; S. E. Briggs, Steele, Briggs Company ; Marshall H. Brown, general freight agent C.P.R. ; J. Carrick, Hedley Shaw Milling Company ; W. L. Edmonds, MacLean Publishing Company, Limited ; D. O. Ellis, grain merchant ; Geo. H. Gooderham, Gooderham & Worts ; A. Burdette Lee, president Rice Lewis & Son, Limited ; Noel Marshall, Standard Fuel Company ; A. E. Mathews, J. F. Taylor & Co.

Twelve men are to be elected on the Board of Arbitration, for which the following gentlemen have been nominated : James Brandon, insurance agent ; C. E. Calvert, the Calvert & Dwyer Company, Limited ; A. Cavanagh, grain merchant; W. L. Edmonds, MacLean Publishing Company, Limited ; John Firstbrook, the Firstbrook Box Company, Limited ; Thomas Flynn, L. Coffee & Co. ; C. Goode, grain merchant ; J. N. Hay, Hay Brothers, Listowel ; F. C. Jarvis, Clark, McPherson, Campbell & Jarvis ; W. D. Matthews, W. D. Matthews & Co. ; Marshall MacGregor, Canadian agent Erie Railway ; J. C. McKeggie, J. C. McKeggie & Co. ; D. Plewes, grain and flour ; W. M. Stark, Stark Brothers ; D. O. Wood, Allan Steamship Line.

There promises to be a spirited contest for the council. Twenty-three men have been placed in nomination, of which fifteen are to be elected. The contestants are James D. Allan, A. A. Allan & Co. ; Hugh N. Baird, Crane & Baird ; C. W. Band, James Carruthers & Co. ; Walter J. Barr, the Goldsmiths Company ; W. F. Cockshutt, M.P., merchant ; John F. Ellis, the Barber-Ellis Company ; W. J. Gage, W. J. Gage Co., Limited ; C. Goode, grain merchant ; S. Wellington Hay, Hay Brothers, Listowel ; J. D. Ivey, the John D. Ivey Company, Limited ; Thomas Kinnear, T. Kinnear & Co. ; Charles S. Meek, Stewart, Howe & Meek ; S. J. Moore, the Carter-Crume Company, Limited ; R. A. Nisbet, Nisbet & Auld ; Joseph Oliver, Oliver Lumber Company ; J. H. Patterson, Toronto Hardware Manufacturing Company ; A. T. Reid, Featherbone Novelty Company ; A. F. Rodger, the Irving Umbrella Company, Limited ; James Ryrie, Ryrie Brothers, Limited ; S. Samuel, M. & L. Samuel, Benjamin & Co. ; J. O. Thorn, the Metallic Roofing Co. ; J. P. Watson, E. & S. Currie, Limited ; C. W. I. Woodland, Employers' Liability Association Corporation, Limited.

The elections will take place on February 9.

WOLFVILLE, N. S.

The annual meeting of the Board of Trade was held on Tuesday evening, January 23, and was well attended.

The secretary-treasurer and council reports showed that considerable important business had been transacted during the past year, and that the finances of the board were in a healthy condition. The president's report stated the different items of business that had engaged the attention of the board during the year, and presented a hopeful view of the future possibilities of the town.

The following officers were elected for the ensuing year : President, J. D. Chambers ; vice-president, R. W. Starr ; secretary-treasurer, W. M. Black. Council—Dr. DeWitt, I. B. Oakes, S. P. Benjamin, T. L. Harvey, F. J. Porter, W. T. Ford, J. E. Hales and W. Regan. Auditors—J. E. Hales and A. F. Little.

MATCHES AND MICE.

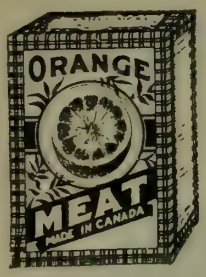
Matches and mice are bad associates. See that the former are where the latter cannot get at them, or you may have a chance to cash in on your fire insurance policy.

THE OLDEST
CHINA CUTLERY LAMP GOODS
CROCKERY
GLASS SILVERWARE EARTHENWARE
HOUSE IN CANADA
If you want a good thing—we have it. Our experience enables us to know what the public likes best and our stock is fully up-to-date. Reserve your order for our travellers ; they have the finest range of samples on the market. Special attention given to mail orders.
THE JOHN L. CASSIDY CO. LIMITED
MONTREAL

Permanent Value

Unchanging quality is a factor for continuous sales when it means that the quality that never changes is the best.

In the manufacture of the leading breakfast food



Orange Meat

the high quality standard is followed unfalteringly. That is the reason

Orange Meat sells readily,
Orange Meat gives satisfaction,
Orange Meat yields profits,
Orange Meat means health.

You can conscientiously recommend

Orange Meat

because the price is right, the weight is right, the quality is right, and as regards yourself, the Profits are Right. Remember **Orange Meat** is made in Canada from the finest Canadian wheat, in the cleanest plant, by the best process.

Always keep a supply of **Orange Meat** on hand.

Agents in Montreal: R. B. Hall & Sons.
Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.
Limited
KINGSTON, ONT.

FLOUR AND CEREAL FOODS

There is little of interest to report in the general situation. At Montreal, trade has been particularly slow in both flour and grain with prices weakening in sympathy. At all points trade lacks vim and interest. The improvement in demand from the Maritime Provinces has been but slight and mainly only a carlot at a time.

Export inquiries for flour are good, but very little actual trade results, offerings being at too great a parity. There is a feeling among dealers that the English brokers are really in need of the flour, but are holding back as far as possible for lower markets. On the other hand dealers here are not anxious to shade prices, as there are not over much available supplies.

Whilst actual export flour trade is indifferent, it cannot be said that this is so with the grain export. Grain has been making fair headway, and at prices which are comparatively better than can be gotten for flour. There is no doubt that the science of wheat blending is better understood in England, and thus they are enabled to better discriminate in buying wheat, and give better prices for wheat answering their requirements.

The cereal trade is somewhat unsatisfactory, markets are being loaded with cereal grains, and consequently prices have materially lowered. There is not a big outside demand; export is making next to no inquiry for oats or oatmeal. The domestic trade is more than supplied and cereal foods are by no means active, so that the marketing of any bulk stocks at the present moment can only act disastrously to the holder.

RICE FAMINE IN N. JAPAN.

"In Miyagi Ken (a province of Northern Japan) more than one-third of all the people, and in three ken some 700,000 people, out of a population of 3,000,000, are already on the official lists as paupers, and unless looked after by village, town and city officers, many of them will soon die of hunger."

The above is a statement made in a public letter by William Lampe, chairman of the Foreign Committee of Relief in Japan, which has just reached this side of the Pacific by the liner Aragonia. The committee isdoing all in its power to remedy a situation at all times difficult, but this year made many times more so because of the recent war between Japan and Russia.

Unfavorable weather conditions brought on a rice famine in North Japan, and a rice famine there is even worse than a potato famine in Ireland, at any time, because rice is to the Japanese even more of a staple than the potato to the Irish peasant. But this year the flower of the peasantry was with the army in the field, and those at home were unable to get to the full even what poor returns the land would provide in such a year. In his open letter, Mr. Lampe states:

"The rice crop of Japan this year is 17 per cent. below that of the average year, and only three-fourths of last year's crop, which was, however, a phenomenal yield. The shortage of 17 per cent. means a loss of 84,000,000 yen to the farmers. (Gold and silver yen are practically the equivalent of the American gold and silver dollars.) If this loss were distributed evenly throughout the length and breadth of the land, few foreigners would know of it, except those interested in statistical tables. Much more than one-third of this loss is in the three ken, Miyagi, Fukushima and Iwate.

"Miyagi Ken, the worst of all, because of the failure of the rice and other crops, has suffered to the extent of 18,000,000 yen, about 20 yen to every man, woman and child, or more than 100 yen for every family in the ken. Rich people, merchants in the towns and certain others, will not feel this directly. The middle class of farmers, who rely on the rice harvest for the support of their families, must sell or mortgage their land. The lower middle class, who farm rented land, have no crop and no land to sell. Officials say that this will be one of the hardest classes to help. For these people, accustomed to work in the fields, only coolie labor can now be found. Many of them, however, have clothing or some article of household furniture. These must be sold to eke out a living until next Summer.

TO BUILD AT VANCOUVER.

Mr. George Easterbrooke, founder of a large flouring mill at Tweed, Ont., has arrived in Vancouver for the express purpose of starting flouring mills in that city, if he can secure a suitable site at any reasonable figure.

Mr. Easterbrooke is no novice in the milling business, having been engaged in that industry for many years, during which time he has met with success. He was in Vancouver about a year ago, and at that time looked over the ground and investigated for himself the possibilities and facilities for the operation of flour mills in the city. So much taken up with the outlook was he, that he returned to his home in Ontario and sold out his interests there. Having disposed of his property in the east, he is now in a position to devote his time to affairs on the coast, and it was with the intention of entering into the wheat grinding busi-

SYMINGTON'S

High Pressure Steam Prepared

PEA FLOUR

EASILY DIGESTED.

For Thickening Soups, Gravies, &c.

Sold in 1 lb. Tins.

SYMINGTON'S

PEA SOUP

Prepared from Symington's Pea Flour, Extract of Meat, Herbs and other Seasonings.

Only wants the addition of Water.

Sold in 1 lb., ½ lb., and small Tins.

Manfrs: W. SYMINGTON & CO., LD., Market Harboro', Eng.
Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. McIndoe, 120 Church St., Toronto.
Mr. E. A. Smith, St. John, N.B.

A MONEY-MAKER

There's money in handling flour if you sell a reliable brand. Good flour gives your store a good reputation. That's one reason why

"Gold Crown" Flour

makes money for the grocer. Try it once.

Sutcliffe-Muir Milling Co., Limited
Moosomin, Sask.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

Ask Your Wholesale Grocer for it.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

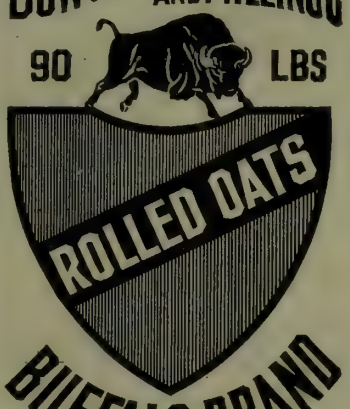
Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

THE DOW CEREAL AND MILLING Co



BUFFALO BRAND

PILOT MOUND, MAN.

Eastern and Western Buyers of Car Lots ROLLED OATS

Wire or write us for prices on

The reliable and well-known

BUFFALO BRAND

Clean and Sweet

MANUFACTURED BY

THE DOW CEREAL & MILLING CO.

Pilot Mound, Manitoba

NICHOLSON & BAIN, Winnipeg, Man.

Sole Sales Agents

ness that he again came to Vancouver, providing he is successful in acquiring property suitable for the erection of flour mills.

NEW PROCESS TO MAKE FLOUR.

A process of dry cleaning of wheat has just been perfected by the head miller of the Sleepy Eye Milling Co., of Sleepy Eye, Minn., which has every promise of working a revolution in the treatment of wheat in flour mills all over the west. Well informed millers say it will probably prove the greatest achievement in milling when brought out since the roller process was introduced. It will cause a general revolution and sensation among millers. Not only has the dry process been in continuous practical and successful use for several months at the Sleepy Eye plant, but other mills in Minneapolis and in Canada have tried it, tested and accepted the new system.

AMERICAN RICE.

The State of Louisiana is attaining prominence of late by the quantities of rice grown on its western prairies. According to statistics, the United States is the fourth largest rice producing country in the world. Louisiana people say that if the American public was educated as to the real merits of rice as a food, it would largely supplant many of the breakfast foods now used.

THE BEST
ADVERTISEMENT

The very best reason you can give to your customers why they should buy RALSTON HEALTH FOOD is your own recommend. Have you tried it on your own breakfast table? That will settle the matter. You can sell it then. You can see the unbroken germs—the life of the wheat in every taste. So easy to cook—just five minutes.

We will be glad to have you write us about Ralston.

THE TILLSON COMPANY
Limited
TILLSONBURG, - ONTARIO

The McLEOD MILLING CO., Limited
Stratford, - Ontario.
Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

MONTREAL MARKETS.

Flour.

Another slump in price has developed this week, leaving the market very unsteady. The fierce competition in this dull season has been very hard on millers, and it is difficult to tell whether the end of the price-cutting war has yet been seen. This will depend very largely on the price at which wheat is held.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	2 00	2 10
Royal Household		4 60
Glenora		4 20
Manitoba spring wheat patents		4 60
" strong bakers		4 20
Buckwheat flour		2 10

Grain.

About the only activity of the past seven days has been in oats, which have been in very fair demand at the same prices as last week. Otherwise the market is dull, with no change in quotations.

No. 4 barley	0 47½
No. 2 white oats	0 40½
No. 3 white oats	0 39½
No. 3 yellow corn	0 [illegible]
No. 2 peas, basis 78 per cent. points	0 [illegible]

Rolled Oats.

Another big cut in rolled oats has brought the price to rock bottom, unless the millers are quite disposed to disregard profits. The small mills have played havoc with the market, and many of the larger ones are quietly cutting prices in order to hold their business, so that there is no longer any combined effort to maintain prices.

Fine oatmeal, bags	2 20	2 30
Standard oatmeal, bags	2 30	2 40
Granulated " "	2 20	2 25
Rolled oats, "	2 25	2 30
"		5 10
" 90-lb. bags		2 00
" 80-lb. bags		2 45

Feed.

The feature of the week has been the active selling of Ontario bran, at a good advance on last week's price. Offerings have been rather better than for some time past, and there was a lively demand, the figures generally ruling being $18.50 per ton in car lots. As quotations to the retail trade are usually $1.50 in advance of carload figures, we are changing our prices this week.

Ontario bran	20 00	20 50
Ontario shorts	20 00	21 00
Manitoba shorts	19 50	20 00
" bran	18 00	18 50
Mouillie, mixed	21 00	24 00
" straight grained	25 00	28 00

Hay.

The hay market is very dull. There are large supplies of No. 1 and No. 2 goods, and these obtain fair call. A serious congestion is reported from Portland, though it is expected that this will be relieved by the outgoing steamers this week. Reports from the United Kingdom indicate an unsettled market, owing to large supplies on hand and in transit.

No. 1	8 50	9 00
" 2	7 25	7 50
Clover mixed	6 00	6 50
Clover, pure	5 50	6 00

TORONTO MARKETS.

Flour.

There is little improvement to report in trade conditions; demand is slow and uninteresting. Some competition has been going on in selling prices, apparently with the idea of stimulating trade, with prices showing disposition to weaken. Export inquiries have been good, but moderate sales have been effected. The English markets are showing disposition to meet present quotations, and prices offered are much nearer dealers' ideas of value.

Manitoba wheat patents, per bbl. in bags			4 30
Strong bakers " "			4 10
Ontario wheat patents " "		3 60	4 00
Straight roller " "			3 50

Grain.

Trade has not been over active since our last report; arrivals have been slow to come in. At outside points reports denote only fair deliveries at the mills, and tend to show that farmers are disposed to market only a portion of their grain, a good deal being held back for expected developments. In most lines prices have firmed up a little, as will be seen from quotations.

All on track Toronto.		
Manitoba wheat, Northern No. 1		0 86½
" " " No. 2		0 84½
" " " No. 3		0 83½
Red, " per bushel.		0 78½
White, " "		0 79
Mixed "		0 78
Barley, No. 1, "		0 49½
" No 2, "	0 49	0 49½
" No. 3x, "	0 46	0 46½
" No. 3, "	0 43	0 43½
Oats, new, "	0 35½	0 36½
Peas "		0 79
Buckwheat "	0 52½	0 53
Rye, per bushel, "		0 70

Breakfast Cereals.

The delivery of grain for breakfast cereals is reported as fairly good at most points throughout the province. Trade, however, is disappointing even at this season, which is always considered a falling one. Prices are unchanged at the decline reported in our last.

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 50
Rolled wheat in boxes, 100 lbs.	2 25
" " 50 lbs.	1 20
Rolled oats, standard, carlots, per bbl., in bags	4 00
" " " " in wood	4 25
" " " " for broken lots	4 75

BUSINESS NOTES.

O. Mar, grocer, Blairmore, Alta., burnt out.

D. Sabourin, general merchant, Ottawa, Ont., deceased.

A. J. Reimer, general merchant, Rosenfeld, Man., burnt out.

Bank of Hamilton have opened a branch at Swan Lake, Man.

Edward Johnson, grocer, Buckingham, Que., has sustained loss by fire.

W. J. Martin, grocer, Buckingham, Que., has sustained loss by fire.

Joseph L. Daoust, grain, coal, etc., St. Anne de Bellevue, Que., deceased.

H. Donohue, grocer, Montreal, Que., stock damaged by smoke and water, insured.

Neale & Crawford, grocers, Winnipeg, Man., have sustained loss by fire, insured.

J. D. Thompson & Co., general merchants, Buckingham, Que., stock damaged by fire.

R. E. Moore & Sons, general merchants and planing mill, Lion's Head, Que., have sustained loss by fire.

F. J. McNaughton, secretary of the R. D. McNaughton Co., Limited, general merchants, Moosomin, Sask., deceased.

McCully & Dempsey will erect a new creamery at Stratford, Ont., 40 by 60 feet, two storeys high, with basement, building to be ready by May 1.

Look Out For The Green Package

The Highest Grade Cereal Food in the World

EGG-O-SEE—The very newest thing in Canada. A cereal food, sold strictly on its merits, no premiums, no coupons, no deals of any kind.

EGG-O-SEE can therefore be sold at a fair price to the consumer and at the same time leave ***a good profit for the retailer.***

That's one of the reasons why ***EGG-O-SEE*** has outstripped all the other cereals in the United States market. It is taking hold in Canada. Look out for the green package. It will soon be everywhere. Ask your traveller for ***EGG-O-SEE.*** Be first in your town.

RETURNED
MAR 2 1906

RETAILS 15 CENTS 2 FOR 25 CENTS

EGG-O-SEE

RETAILS 15 CENTS 2 FOR 25 CENTS

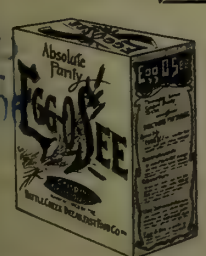
Our price to the retail trade

$3.60 per Case of 36 Packages

Ex. Jobber's Store, in single case lots.

$3.50 per Case, in 5-case lots or over

Freight paid to any point in Ontario, Quebec or Maritime Provinces.



Order now

Egg-o-See Cereal Co.

43 Scott Street, - Toronto

B. H. BLAKESLEE, Canadian Manager

McWILLIAM
Mc. AND E.
EVERIST

We have a sufficient number of cars rolling to insure your orders for Oranges being filled.

Extra Fancy,
Fancy and Choice Navels,
Fancy Mexicans,
Marmalade Oranges.

WRITE FOR PRICE LIST

California Celery,
Sweet Potatoes,
Grape Fruit,
Almeria Grapes,
Lemons, Bananas.

25-27 Church St., TORONTO

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.
Packers and Expoters
57 Market St., - HAMILTON

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

The reports which are coming to hand from various market points denote a general falling off in business, of more than usual significance. It is difficult to give a specific reason for this. Some attribute it to the generally unseasonable weather. A more probable reason, however, is that the demand at the close of the year was greatly in excess of the usual holiday consumption, which led to the rushing forward of Winter fruits before maturity, the result being dissatisfaction to the consumer, and a consequent fall in public favor. Certain it is that stocks are not over-abundant. Apples are notably short—in the British Columbia district are well nigh cleared up, in Winnipeg are commanding high prices, and at all eastern points are barely sufficient to meet moderate demand. Oranges, too, have been in only moderate supply, partly owing to holding back at primal points, so that whilst demand is slow, the bare markets are a feature which prevents the probability of any slump in prices.

The reports from California are more encouraging; weather is improving and the later despatches of fruit are showing most desirable quality.

The eastern lemon market is showing itself unsettled, and there are hints that stocks are not over plentiful. Prices this week are showing considerable strength and there is a possibility of higher values.

Beyond the points mentioned there is no feature of interest during week under review.

NOVA SCOTIA FISHING INDUSTRY

"One of the chief industries of the Province of Nova Scotia is fishing and its value to the different business interests of the province may be gauged roughly from the fact that in the last year for which we have figures the yield amounted to nearly $3,000,000."

This is the statement of Mr. Frederick D. Hamilton, from Sydney, C. B., who is interested to a very great extent in the fish business in Nova Scotia.

"Halifax, of course, handles the larger proportion of the fish caught and during last year stuffs for foreign countries, which left that harbor, amounted to about $4,000,000, which about represents the average annual turnover.

"Many Halifax men do business directly from Newfoundland and Labrador ports, which, of course, I cannot include in the shipments from Halifax, but it amounts to a considerable figure.

"St. John's, Nfld., ranks first, and Halifax second as the largest dried fish distributing centre in America.

"Halifax is also making rapid strides as regards the extension of this trade, and many of the Newfoundland fishermen find it more to their advantage to sell their catch at our port than at their own port, and this movement has been greatly facilitated by the establishment of branch houses in Newfoundland.

"The fishing industry at Halifax is an old one, and dates back over half a century."

TO AMEND THE LAW.

A. E. Woolard, secretary of the Puget Sound Salmon Association, and manager of the Spring Salmon Fishing Company, is authority for the statement that the next Legislature will be asked to amend the weekly closed season law in order that the law may be fully enforced. According to Mr. Woolard, it has been impossible for the fish commissioner to enforce all the provisions of the law at all times during the past fishing season, on account of the weather conditions at different times.

EXPERIMENT IN FRUIT.

The executive of the Niagara Peninsula United Fruit Growers' Association had a meeting at St. Catharines last Saturday afternoon to take further steps towards requesting the Government to establish an experimental farm in the Niagara district. After a good deal of discussion as to where the farm should be located a resolution was passed asking the Government to locate the farm where suitable soil may be obtained, adjacent to good hotel accommodation and proper railway facilities.

B.C. FISH FOR N.Y.

In a few days now Nanaimo herring will be tickling the palates of the connoisseurs in the aesthetic homes of New York. The Nanaimo Fisheries Company have shipped a carload of its famous pickled herring to the metropolis. The fish, some 150 barrels in all, or approximately 50,000 pounds, is being taken by the steamer Squid to Vancouver to be loaded on train there. The shipment is the famous Scottish brand, put out by this company and which, although it has only been in the market a short time, is being much sought after, and commands a very good price. The firm originally put up the Viking and the Thistle brands, but it was found that the Viking brand was put up by a New York firm also, and that the Thistle brand was the name of a brand prepared by a Scottish firm.

SETON LAKE HATCHERY.

J. P. Babcock, the Fishery Commissioner for the Province of British Columbia, denies the report in Vancouver that the lake of salmon eggs in the Seton Lake hatchery will be a complete loss. Mr. Babcock said that there would be a considerable loss of eggs, but it would not be phenomenally large. In explanation the Fishery Commissioner said that there were employed of necessity during the season of taking the ova a large number of men, who

were absolutely untrained. He says also that in some instances it was found necessary to discharge some of these men for their inability to attend to their duties. With green men there was necessarily some trouble in getting the best results. The loss has, therefore, been heavier than would otherwise have been the case.

AMERICAN APPLES IN AUSTRALIA

J. S. Larke, Canadian Commercial Agent in Australia, reports the arrival of a cargo of apples on the Moana in bad shape. They were carried as a deck load. Those not rotten on arrival were condemned as infected by black spot codlin moth. After fumigation the sound remnant was sold at good prices. Mr. Larke says he understands most of the fruit was from the American side and that a cargo of British Columbia apples by previous steamer arrived in splendid shape and was passed as free from disease.

FRUIT PRESERVATION IN TRANSIT.

Elwood Cooper, a Californian fruit expert and a U. S. horticultural commissioner, is at the head of a new company which has a patent device for preserving fruit, which will, it is said, revolutionize the fruit industry. The process will be tried during the coming season, and Mr. Cooper predicts that it will take the place of refrigeration, thus lessening by one-half the cost of shipping California fruit to the east.

The object of the process is to arrest development or ripening of the fruit, which is to be delivered to the consumer at any point unharmed in color or flavor, and then go on just where it left off. The experiments are being made at Antioch. The fruit is placed in air-tight paper boxes, the air partially exhausted, and some gas, or combination of gases, is turned into the boxes.

MONTREAL MARKETS.

Green Fruits.

Market conditions have not undergone any appreciable change this week. Trade is still extremely dull, and no great improvement is to be expected for a month or so.

Arrivals of Jamaica oranges have been very light this week, as rains in the fruit districts have prevented growers from picking. The first installment of Messina blood oranges came to hand a few days ago, and are selling at from $2.50 to $2.75 per half box. Prices throughout the list are the same as at our last report.

Messina blood oranges, half box	2 50	2 75
Oranges Florida, case		4 50
Tangerines		3 00
Navels		3 00
Dates, per lb.		0 04½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples		5 50
Jamaica grape fruit, per box	4 50	5 00
Apples	2 25	5 00
Lemons, per box		2 50
Jamaica oranges, per bbl		5 25
Grapes, Almeria, extra fancy Longkeepers		7 00
" Fancy		6 50
" Choice		6 00
Cranberries, N. S., nominal		20 00
" Cape Cod, "		25 00
Spanish onions, cases		2 75

Vegetables.

Business is very quiet—if anything even more so than last week. Bad roads

"Bronco" Brand Navel Oranges

These eminently high-class Navels have stood the test of years, and are acknowledged by all, even competitors, to be the finest Redlands Fruit. **2 Cars Arrived this Week.** 96s, 126s, 150s, 176s, 200s, 216s, 250s and 288s. High-colored, solid, thin-skinned, fine-eating fruit.

PORT LIMON BANANAS—Jumbo bunches. Big count, big fruit.

CALIFORNIA CELERY—A fresh car every 5 days. Sizes 6, 6½, 7, 7½ and 8 doz., $4.75 per crate.

We can supply you from either place

TORONTO and HAMILTON

WHITE & CO., LIMITED

Wholesale Fruit, Produce and Fish

W. B. STRINGER ***J. J. McCABE***

They'll last a lifetime

While this is not exactly true it is about the only term that can be used to fairly convey the superiority of the keeping qualities of **St. Nicholas Lemons.**

W. B. STRINGER & CO., Agents, Toronto and Montreal.

Navels Higher, but Much Better Quality

Although higher in price, Navels are arriving much improved in flavor. Well worth the extra cost. We have **one car "Sky-high" brand, due Feb. 9th,** and **one car "Camellia" and "Herald" brands, due Feb. 14th.** Send in your orders. We always have the goods.

The **F. T. JAMES COMPANY, TORONTO**

33 Church St., 76 Colborne St.

We have just received carload each

MARMALADE ORANGES—$2.50 per box.

California Cauliflower—$3.50 per crate.

California Celery—$4 75 to $5.00 per crate.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

FANCY CALIFORNIA CELERY—$4.75 case.

SPANISH ONIONS—Large case, $3.00.

" " Small " 1.00.

EX. FANCY NAVEL ORANGES—At $3.25 box.

FANCY MEXICAN ORANGES—$2.50 box.

FANCY ALMERIA GRAPES.—At $5.50. Only a few left.

IT'S SIMPLY THIS

I make Pure ***Jams, Jellies,*** etc. You don't have to take my word for it. You take my ***Guarantee*** and ***the verdict*** of the ***Government Analyst,*** who pronounces my goods ***Absolutely Pure.***

There are adulterated Jams on the market. A grocer sold some of these the other day and was ***fined $25.00.*** If he had sold the ***E. D. S. Brand*** exclusively he would have had no fines, no angry customers—nothing but ***Big Business*** and ***Big Profits.***

Order the E. D. S. BRAND and feel "safe."

The Eby, Blain Co., Limited, are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

FRESH ARRIVALS THIS WEEK

Car Fancy Bananas
Car Extra Fancy Lemons
Car Extra Fancy Navel Oranges
Car Fancy Sweet Sonoro Oranges

Never mind what the other fellow's prices are, you can depend upon **WALKER'S** to be right, and the quality too.

HUGH WALKER & SON, WHOLESALE FRUIT **Guelph, Ont.**

TRADE MARK

This design a guarantee of quality.

DO YOU PUBLISH A CATALOGUE?

IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

YOUR PRINTER CAN SUPPLY IT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

throughout the province are said to be largely responsible for this state of affairs. Prices are just about the same as last week, though some new vegetables have been received during the week, and are consequently added to our list. Shipments of California cauliflowers have been received, but prices have not yet been announced. Choice tomatoes are very hard to get, and beans are so expensive as to be practically off the market.

Potatoes, per bag	0 65	0 75
Parsley, per doz. bunches	0 25	0 35
Sage, per doz		1 00
Savory, per doz		1 00
Green peppers, per basket		1 00
Home-grown cabbage, per bbl		0 75
Tomatoes, Florida	4 50	5 00
Egg plant, per doz		2 50
Red onions, brl		3 00
Turnips, bag		0 5
Water cress, per doz		0 7
Grand Rapids lettuce, per box	2 00	2 2
" " per doz		0 5
Boston lettuce, per doz		1 3
Sweet potatoes, per basket		2 0
" per bbl		5 0
Celery, per crate		5 0
Spinach, per bbl		3 0
Cucumbers, per doz		2 75
New potatoes, per bbl		7 00
Mushrooms, per lb		0 60
Brussels sprouts, per quart		0 1
Carrots, per bag		0 5
Horse radish, per lb		0 1

ONTARIO MARKETS.

Green Fruits.

There has been considerably more life in trade since our last issue. The sudden change in weather had a stimulating effect on business.

Arrivals of California oranges are showing greatly improved condition. The color is better, and quality altogether finer than earlier arrivals. Mexican oranges are also coming to hand in better condition. Prices for oranges are generally firmer with tendency towards higher prices.

Lemons are also advancing on previous quotations owing to a scarcity in supply. Apples are somewhat scarce in supply and good eating fruit is fetching high prices.

Oranges, California, 96's to 200's, per box	3 25	3 50
" " 250's to 288's "		3 25
" Mexican, 96's to 250's, per box	2 25	2 50
" Florida, 96's to 216's "		3 25
" Valencia 420's, 714's, per case		4 00
" Marmalade, 200's, per box		2 50
Lemons, Messina, 300's 360's, per box	2 75	3 00
Grapes, Almeria, per barrel	5 50	6 50
Cranberries, fancy Jersey's, per barrel, nominal		13 00
" " " per case, "		4 50
Apples, fancy spies, per box		1 50
" greenings, per box		1 40
" Winter varieties, per barrel		3 75
" cooking, per barrel		2 75
Bananas, per bunch, firsts	1 75	2 00
" " Jumbos	2 25	2 50
Pineapples, per case	4 50	5 00
Grape fruit, Florida, 46's, 96's, per box		4 50
Tangerines, Florida, fancy ½ trap		2 75

Vegetables.

Particularly slow and uninteresting has been the condition ruling on the wholesale market. California celery is in active demand, and is coming in good quantity, several cars per week. Prices are firm. Beans have advanced ½c.

Potatoes, kiln dried sweet, bushel hamper		2 00
Potatoes, per bag	0 90	1 00
Onions, per bag	1 25	1 30
Onions, Spanish, per small crate		1 00
" large cases		3 00
Cabbage, per bbl. (imported)		2 25
Cauliflowers, domestic, per doz	0 75	1 25
Beets, per bushel		0 50
Carrots, per bushel		0 50
Lettuce, per doz. bunches		0 30
" imported, per doz	0 35	0 40
Radish, per doz	0 50	0 60
Cucumbers, hothouse, per doz		2 40
Mushrooms, 1 lb. boxes, per lb		0 80
Celery, Californian, per case		4 50
" " pony case		2 75
Beans, white, prime, bush		1 75
" " hand-picked, bush		1 90
" Lima, per lb		0 07
Tomatoes, Floridas, 6 basket crates		5 00
" extra choice, 6 basket crates		4 25

MANITOBA MARKETS.

Green Fruits.

Lemons are cheaper, selling now at $4.50 per case.

ORANGES AND LEMONS.

Fancy California navels, 126's, per case	$3 50
" " " 150's to 250's, per case	4 00
California lemons, 300's and 360's, per case	4 50

ONTARIO WINTER APPLES.

Northern spies, XX, per bbl	$4 50
" " XXX "	6 00
Russets, per bbl	4 50
Almeria grapes, per keg	6 50
Winter pears, (B.C.), per case	3 50
Cranberries, (Jersery), per bbl	12 00

Vegetables.

VEGETABLES.

Valencia onions, (large cases)	$4 50
Spanish onions, per case	1 25
Native onions, per lb	0 03

To Wholesale Grocers of Canada

GET BUSY

is our Motto for 1906 and we want your orders for Canned Sea Foods:

¼ Oil Sardines	(Sanitary can)	100 tins	to case
¼ Oil Sardines	(Hand made)	100 "	"
¼ Mustard "	"	100 "	"
¼ Tomato "	"	100 "	"
¾ Mustard "	"	50 "	"

Also Herring in Tomato Sauce, Kippered Herring, Kipperines in Cartons and Tins, Clams, etc. Every tin guaranteed. Price lists and information furnished promptly on request. Write or wire your order to

CONNORS BROS., Limited
BLACK'S HARBOR, N.B.

Season 1906

HORSE SHOE SALMON

Now in Store

TRADE MARK REGISTERED

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons
Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces.

We Want

a representative in every city and town in the Dominion to take an active interest in a

good selling grocery line

The goods command a large sale throughout the world, with constantly increasing consumption. The goods are, and will be more, extensively advertised.
We have sole selling agency for Canada. Perhaps you can cover a certain territory to advantage. If so, **write us.**
The goods are also sold by druggists and confectioners.

P. O. BOX 77
MONTREAL

DO YOU ILLUSTRATE YOUR ADS.?

A bright design often goes a long way to increase the effectiveness of a good advertisement

Our Pictorial Ad. Department is designed to assist our patrons to improve the quality of their advertising at the lowest possible cost.

Our artist will submit sketches to suit any trade and finish sketches when approved.

Just the actual work of artist and cost of plate will be charged for.

Your advertisement will stand out distinctively. It will be exclusive. It will pay.

Don't hesitate to ask for what you want. We will see that you get it promptly.

Pictorial Advt. Dept.
The MacLEAN PUBLISHING CO., Limited
Montreal, Toronto, Winnipeg.

Lowney's Cocoa does not contain ground cocoa shells, flour, starch, alkalies, dyes or other adulterants.

THE WALTER M. LOWNEY COMPANY,

No. 417 Commercial Street. BOSTON, MASS.

CANADIAN BRANCH: 530 St. Paul St., Montreal

A COMPARISON IN POINT OF QUALITY OF

STEWART'S

Chocolates and Confectionery with goods made in competition is our strongest argument for

PURITY and EXCEPTIONAL VALUE

WHY
Sell Inferior Confections?

Your Customers expect the Best and Purest

THAT MEANS STEWART'S

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The claim put forward that . . .

MOTT'S
CHOCOLATES

are the Canadian Standard of purity and perfection has not and cannot ever be cantradicted.

The consumer knows it.
The dealer knows it.

Remember to order

"DIAMOND" and "ELITE" Brands.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL
R. S. McINDOE, TORONTO
JOS. E. HUXLEY, WINNIPEG

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

BISCUITS AND CONFECTIONERY

POINTERS FOR THE CONFECTIONERY DEPARTMENT.

Frequently this section of the store is sadly neglected, the only visible show of sweets being a few sun-dried bars of chocolate and a heterogeneous assortment of creams and mixtures, shop-soiled in every possible manner. More often still the stock of sweets is hidden away under the counter and only touched when asked for by a customer. But with a little attention to buying and storing this department may be truly caused to flourish, and bring "an exceeding great reward."

Especially for grocers at holiday resorts should this subject possess interest, for they have to gather enough of the honey of profit during the Summer months to subsist on during a long and dreary Winter's depression in trade. In a peregrination around the market of a popular watering place one may frequently perceive grocers' windows full of proprietary goods which all prospective customers would expect to find stocked, without being reminded by a display. And in provincial towns, many hastily-dressed windows reveal the same treatment.

The owners of these establishments will say that they depend on canvassing for their custom, as theirs is a family trade among the villages around, and that as regards the townsfolk it does not matter what goods the window contains. For such establishments a window utilized exclusively for confectionery will prove an inestimable boon, and add many dollars to the weekly takings. But the display must be large enough and dainty enough to attract attention. A few yards of art muslin should be procured of several colors to blend harmoniously. This will drape a moderate-sized window, shelves being improvised with empty boxes. Yellow and dark blue, scarlet and white, heliotrope and white, pink and green are the most effective combinations of colors. It is necessary to have two sets of muslin drapery for alternate displays.

A weekly renewal of the sweets will be necessary unless a covered-in window is fitted. With that once in three weeks is sufficient. Cake stands may be procured from a local glass store, also oval glass dishes, and frilled dish papers should be placed in these ere filling with confectionery.

In writing tickets it will be found most useful to quote the price for 4 ozs. uniformly. Every toothsome confection should have a complete description so that customers know exactly what to ask for. Sheets of glass to cover boxes of delicate sweets in place of the lids are useful, especially for Metz fruits, to which dust adheres very readily.

If the various mixtures are christened with the name of some well known building or park in the neighborhood the popularity of each will be insured. Most wholesale grocery firms offer a good selection of confectionery, as a perusal of current prices will reveal. For Turkish Delight especially a quick sale at a good profit is procurable.

The centre of the window should always be occupied by a sample surpassing in size all other trays and dishes around it, with a prominent ticket. A "main line" is essential, with "side lines" as adjuncts. Chocolates must be placed in the window in a position free from sun, as five minutes' hot sunshine will leave them looking white and with the flavor spoilt. The paper over wrapped goods affords but little protection from sun. A good blind outside is a sine qua non.

To continually keep all old stock to the front for sale will need some care and forethought, but the trader who acquires a reputation for fresh and clean sweets will soon have almost a monopoly of custom in his locality. If Edwin always brings chocolate for Angelina in a bag stamped with the name and reputation of a particular store, she will naturally patronize that establishment for general groceries when she attains to the dignity of a housewife.

Just now milk chocolates are in great demand, and grocers should take full advantage of it. Some retailers consider that firms manufacturing confectionery (especially chocolate specialists) issue daintier and more attractive tickets and showcards than any advertisers in the trade. These novelties all add to the brightness and piquancy of a store.

A confectionery department initiated and conducted on these lines has often saved a young trader from failure during a dull season. After careful attention has been given to the selection of salable stock and the daintiness of display, if the innovation does not "command success" it will at least have "deserved it."

PUSH THE CRACKER TRADE.

Crackers ought to be great profit-gatherers, the American Grocer has been telling its readers. The relation of their sale to the total amount of sales will go up or down, as they are made a prominent feature in the store display, and as they are universally used, and appeal to the housekeeper as a satisfactory and healthful between-meal nibble for the children, they are in constant demand. It is not necessary to push the sale of the standard sorts that are made the football of the cutters and trade pirates, but a better policy is to select a line of tempting dainties and have them prominently displayed, keeping out of sight the sorts that do not tend to increase your average of profit. There is more to be made on a dollar's worth of crackers than on a barrel of flour.

JAMAICA SUGAR FOR VANCOUVER

The Canadian commercial agent in Jamaica says that 5,000 tons of sugar have been sent to Vancouver round Cape Horn as an experiment. It is said the price obtained was better on the Pacific than is given on the Atlantic coast for sugar.

Sure Buyers

No buyer was ever misguided who followed the path to **QUALITY**.

That path leads to

PERFECTION CREAM SODAS

There never were biscuits as good as Mooney's, and there never will be unless the Mooney process is divulged.

Let us make it clear that Biscuit-Making is a specialty, a study, with us. We excel because we know whereof we work.

deserve a trial in your store.

SEE THAT THEY GET IT!

We'll Await Your Order.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

DIAMOND
Brand

MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes PREFERABLE TO FRESH MILK. Can be purchased through any wholesale house.

St. Charles Condensing Co.

Fortify yourself against inclement season.

VAN HOUTEN'S COCOA

Best and Goes Farthest

The Ideal Winter Beverage

Grocers make friends by recommending it.

There is money and satisfaction in handling Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

JACOBS' BISCUITS

Don't forget the name, nor overlook this line of imported biscuits. Made in Dublin, and packed specially for export trade. No finer line of fancy biscuits in the world. Remember the name "JACOB."

Manufactured by

W. & R. JACOB & CO., Limited

DUBLIN, IRELAND

Canadian Agents:
Kenneth H. Munro,
324 Coristine Bld. Montreal
C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

6 1-gal. tins to case, wine measure,	$4.50 per case	24 pints to case, wine measure,	$2.50 per case
12 ½-gal. " " "	4.80 "	12 qrt. bottles,	2.40 "
24 ¼-gal. " " "	4.80 "	5-gal. tin, Imperial measure, 1 to case,	3.90 "

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

THE MONTREAL MAPLE CO.

88 GREY NUN ST., MONTREAL, QUE.

'Tis Sixty Years Ago

COX'S GELATINE

celebrated in 1905 the 60th anniversary of its introduction to the Canadian public.

FIRST in 1845 in strength and purity, and first still after all these years.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Good Printing Cheap

THE KIND THAT BRINGS RESULTS

Just for instance: 1,000 statements, $1.50; 1,000 billheads, $1.50; 1,000 letterheads, $2.50; 1,000 envelopes, $1.25; the lot for $6 00.

G. A. WEESE & SON, Toronto, Ont.

Just what you ought to have.

STONEY CREEK MAPLE SYRUP
ROYAL MAPLE SYRUP
MAPLE SUGAR

These goods are guaranteed to give satisfaction. Large quantities can be furnished on short notice. Hadn't you better get a supply? For sale by

Imperial Fruit and Produce Co.
Winnipeg, Man.

Provost & Allard, Ottawa, Ont. — **Forbes Bros.**, Montreal, Que.

T. KENNEY & SON
Hallerton, Que. — Manufacturers

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S
Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

EPPS'S

GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers,
27 COMMON ST., MONTREAL

Shirriff's Flavoring Essences

supersede all others for

Flavoring Power, Purity and Excellence

MANUFACTURED BY
IMPERIAL EXTRACT CO., - Toronto

Need Something to Revive Trade?

Just send us an order for a few boxes or barrels of "Vanilla Bar," the best cake made in Canada for the money. Many try to imitate it, but you know the result.

Just send us a trial order and see if "Vanilla Bar" is not the kind of cake you were looking for and didn't know where to find.

Imperial Biscuit Co., Limited
Guelph

BUSINESS CHANGES.

D. Abramovitch, grocer, Winnipeg, Man., sold stock.

Frie & Weber, general merchants, Hoodoo, Sask., dissolved.

Perry Bros., bakers, etc., Selkirk West, Man., stock sold.

O. D. Adams, general merchant, Woodburn, Ont., has sold out.

Adam & Doran, general merchants, D'Israeli, Que., dissolved.

Wm. Carter, grocer, Montreal, Que., Alex. Desmarteau, curator.

A. Desjardins, grocer and baker, St. Therese, Que., compromised.

Maheu & Wurtele, general merchants, Arthabaska, Que., registered.

Rubin & Solway, general merchants, Lion's Head, Ont., dissolved.

J. W. Childerhouse, general merchant, Eganville, Ont., has sold out.

P. Schneider, grocer, Winnipeg, Man., has sold out to L. Perelmutter.

T. W. Fletcher, produce, etc., Armstrong, B.C., moving to Vernon.

P. Maher, general merchant, St. Guillaume Station, Que., assets sold.

John B. Egan, grocer, Ceylon, Ont., has sold out to James Pattison.

James Pattison, general merchant, Swinton Park, Ont., has sold out.

W. H. Jones (estate of), general merchant, Arcola, Sask., stock sold.

Royal Supply Co., grocers, Calgary, Alta., succeeded by W. W. Roberts.

Postill & Patterson, general merchants, Red Deer, Alta., dissolved.

McNeil & Patterson, general merchants, Kinistino, Sask., dissolved.

H. L. Laroy, general merchant, Melrose, Ont., has sold out to J. Sills.

Peter W. Dueck, general merchant, Aberdeen, Sask., asking for extension.

Jean B. LeBaron & Co., general merchants, North Hatley, Que., registered.

L. K. Gueltig, confectioner, Elmira, Ont., has assigned to Nicholas Hederick.

H. D. Tackaberry, grocer, Kemptville, Ont., has assigned to Thomas K. Allan.

J. J. Clark, confectioner and grocer, Carberry, Man., estate to be wound up.

S. A. Morrell (estate), grocer, St. John, N.B., has sold out to M. D. Morrell.

A. C. Savage, Son & Co., general merchants, Granby, Que., have registered.

G. C. Sayles (estate of), general merchant, Elva and Melita, Man., stock sold.

P. A. Lavallee, general merchant, St. Victoire, Que., Kent & Turcotte, curators.

H. Sylvester, grocer, Norwood Grove, Man., has been succeeded by Sylvester & Geddes.

D. O. Brown, general merchant, High River, Alta., has been succeeded by Brown Bros.

Jean Giguere, general merchant, St. Zacharie, Que., V. E. Paradis, provisional guardian.

Toronto Cream & Butter Co., Limited, Toronto, Ont., assets advertised for sale by tender.

Dorais, Maheu & Co., general merchants, Arthabaska, Que., dissolved partnership.

Emanuel Deguire, general merchant, Glen Robertson, Ont., has assigned to H. Lamarre.

W. J. McKissock, general merchant, Strathavon, Ont., has assigned to Osler Wade, Toronto, Ont.

O. Bowland, general merchant, Clayton, Ont., is to be succeeded by John Erskine on March 1.

Doyle & Jackson, wholesale teas, Montreal, dissolved partnership. P. S. Doyle registered.

A. McGowan, general merchant, St. Ours, Que., assets were to have been sold on the 9th inst.

J. W. Dumas Co., Limited, general merchants, Grand Anse, N.B., have compromised at 50 per cent.

D. J. Downey & Co., general merchants, Alliston, Ont., stock was to have been sold on the 8th inst.

J. J. Smith (estate of), general merchant, Yorkton, Sask., stock was to have been sold by auction on the 8th inst.

Minnie Mitchell, grocer, Hamilton, Ont., has assigned to J. T. Middleton, sheriff. Meeting of creditors was to have been on the 7th inst.

WEALTH OF THE GREAT WEST.

(By John L. Blaikie.)

With regard to the future of Manitoba and the two newly added provinces of Saskatchewan and Alberta, I take the liberty of quoting from the admirable address delivered last month at the annual meeting of the Bank of Montreal by the president, Sir George Drummond:

"The feature of the year, however, is the splendid crop which has just been harvested in the Northwest provinces and in Ontario. As regards the former, the most sanguine anticipations have been realized, and it seems beyond doubt that the following estimates of this season's crop in Manitoba and the Northwest provinces are conservative:

"Wheat, 90,000,000 bushels; worth on the spot 65 cents.

"Oats, 65,000,000 bushels; worth on the spot say 25 cents.

"Barley, 13,000,000 bushels; worth on the spot say 30 cents.

"Flax, 50,000 bushels; worth on the spot say 80 cents.

"Rye, 300,000 bushels; worth on the spot say 35 cents.

"In all 169,000,000 bushels of grain."

Of course, a proportion of these crops will be consumed by the farmer, as, no doubt, will all the root crops, of which potatoes alone are estimated at 8,000,000 bushels, as well as hay, but of these I take no account. At the prices named it is not difficult to reach an approximate sum of $75,000,000, or fifteen million sterling, to be distributed among a comparatively small population, and won from a soil which was considered barren and surrendered to the wilderness a few years ago. In addition to the foregoing, and not included in the above estimate, 75,000 cattle were disposed of during the year in the Northwest. Incidentally, I may mention that I was informed by expert millers, that this year's wheat is so good in quality that 7 per cent. less of it is required to produce a given quantity of flour than an average.

It is asserted that the area so far brought under cultivation does not, from the most accurate information obtainable, much exceed 5 per cent., and certainly it is well under 10 per cent. of the area available and waiting for occupants. In this connection I may quote here a sentence from an able and well-qualified Government officer who has just completed a wide survey of the territories. He says: "The immense wealth so long stored in the virgin soil of the great western country will be gradually developed, and the fact that Canada is destined to rapidly become one of the greatest food-producing nations in the world will soon become apparent to all in the volume of her exports.

"The great extension of the railway systems operating in this country must not be passed over. The C.P.R. Co. is spending vast sums in improvements and extensions; the Canadian Northern is pushing westward, while the G. T. R. is preparing for an extension to the Pacific Coast, and the Government of Canada has the necessary powers to duplicate the railway connection between Quebec and Winnipeg, and is now surveying a line."

A natural consequence of such results and such wealth is a great influx of settlers from many lands, many from Southern and Eastern Europe, Doukhobors, Galicians, and Hungarians. As a rule they arrive very poor, and hence have to begin life on the prairie in a small way, yet by economy and persevering industry, on the whole they are making fair progress, and honestly paying any debts they incur.

The best class of settlers are the Scotch, English, Irish, Germans, and Americans. The last mentioned were in many cases Canadians who had gone from Ontario many years ago, and settled in Dakota, Iowa, Nebraska, or other states, but who have sold out their farms in these places and have transferred themselves, their families, their horses, cattle, and farming implements to Manitoba or the Northwest Provinces. These ordinarily are the most successful settlers, having been accustomed to the kind of life, and scarcely lose one day after reaching their new homes in beginning to plough and prepare for crops of various kinds.

The number of new settlers who have made homes for themselves in 1905 is estimated to be about 146,000. This will result in a large additional acreage of land being under crop next year, and indeed every succeeding year. It is only repeating what has now become a hackneyed phrase when I say "Our great Northwest will soon become the great granary of the world," and will supply a large part of the foodstuffs required by the multitudes in Great Britain and other European countries.

WALL PAPER

SELLING for Spring is complete and the mildness of the season has been such as to induce several merchants to ask for deliveries at once. It's an ill wind that blows nobody good. The Spring-like weather during a greater part of December and January, while it retarded the sales of heavy goods in clothing and woolen goods, has been propitious for the wall paper trade.

Manufacturers of wall paper in Canada are unanimous in their satisfaction over the business just completed. Retailers bought even better than was anticipated. The wave of prosperity, it is felt, will make itself evident to a great extent in the luxuries of life, housefurnishings. This department is the first to feel the benefit of prosperous times, just as it is the first to suffer in times of adversity.

The present open Winter, with every prospect of an early break-up in the Spring, will stimulate business in house decorations. House building is being carried on uninterruptedly and every one has to be papered. Not for many years has the future looked so bright

STAUNTONS' ENLARGED PLANT.

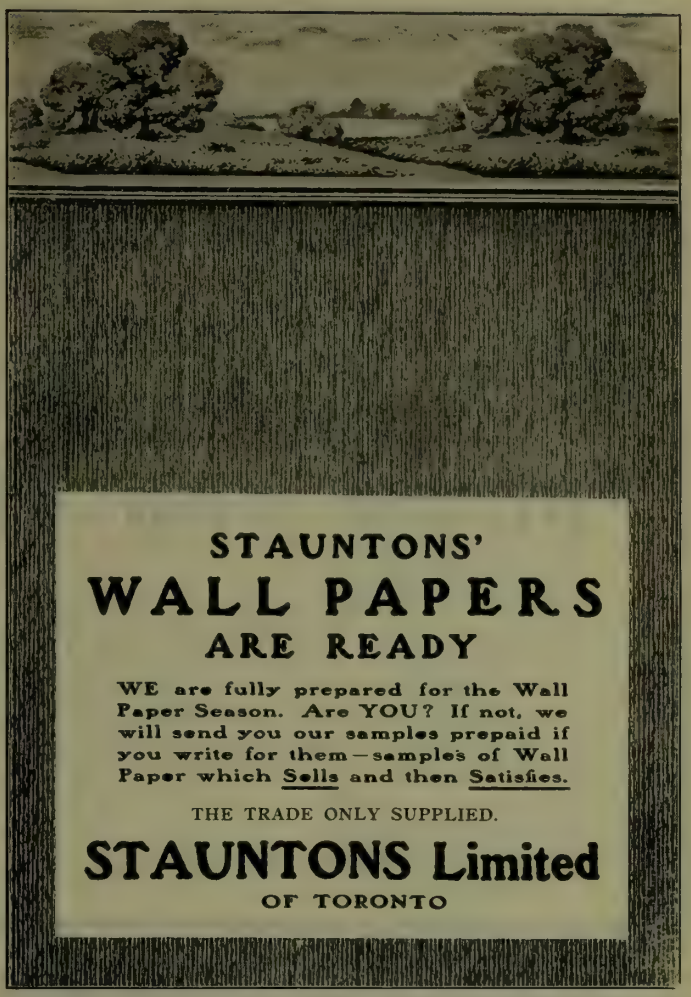
GROUND was broken in December for the foundations for a large addition to the already big wall paper manufacturing plant of Stauntons Limited, on Yonge street, Toronto. For the past two or three years a steadily growing business has made increased accommodation necessary. The new building will cover a space of 350 by 60 feet, with frontages on both Yonge and McMurrich streets. The new structure will be erected on the property to the south of the present factory, forming an entirely separate building, which will be used exclusively for manufacturing purposes.

The construction will be of the most improved fireproof type, the walls being of brick, and the floors, roof and supporting columns of reinforced concrete. Fire-proof windows with metal frames and wired glass will be used throughout. Even the racks or runways, on which the paper when printed is hung to dry, will be of metal, so that there will be practically nothing combustible in the whole structure.

When the building is complete the most modern machinery and processes will be installed throughout, and the arrangements will be such as to insure the very greatest economy of time in turning out the product of this large establishment. Nothing that will tend to improve the quality of the goods and to reduce the cost of manufacture will be omitted. Before the plans were prepared the important wall paper mills in the United States and in Europe were personally visited, and points of superiority in them all have been made use of to supplement the advanced ideas of the management.

The present buildings will be used almost entirely as warehouse, offices and salesrooms, and will give the company most needed additional accommodation for the storage of their goods.

The business now being operated in the name of Stauntons Limited has been under the management of the Staunton family for fifty years, the third generation now being in personal charge of its affairs. Probably no other reason contributes so much to the excellence of the goods manufactured by the company as the close personal supervision to details given by the present managers. It is worthy of mention that this enlargement is the fourth extension that has been made within the last ten years. It is expected that all the improvements will be complete and the machinery in operation by July 1.


STAUNTONS'
WALL PAPERS
ARE READY
WE are fully prepared for the Wall Paper Season. Are YOU? If not, we will send you our samples prepaid if you write for them—samples of Wall Paper which Sells and then Satisfies.
THE TRADE ONLY SUPPLIED.
STAUNTONS Limited
OF TORONTO

ENCOURAGE YOUR CLERK

to take a more lively interest in his work, to become a better informed grocery man, to develop ideas for advertising and window dressing, and progressive retailing.

You can best do this by having a copy of THE CANADIAN GROCER sent to his home address, where he can read it at leisure and think out how he can apply its suggestions.

It will cost you only $2 from now to Feb. 1st, 1907. Send in your order now. Your clerk will appreciate the courtesy, and you will both reap the benefit.

THE CANADIAN GROCER

MONTREAL TORONTO WINNIPEG

"I go to Cuba each year and the result of my visit is seen in my cigars."—*J. Bruce Payne.*

Grocers, it should interest you to know that I was the **first** cigar manufacturer in Canada to use Manicaragua tobacco. Lots of tobacco is sold under that name, but it never saw the "light" in Manicaragua or in any other part of Cuba, as far as that goes.

Against this deceptive system to hoodwink grocers and smokers alike my yearly visits have stood as a bulwark of protection, as a sign that at least one maker "hasn't his price." The men who know me and my cigars know that I make those annual trips to select the **best tobacco grown in Cuba** They see the proof of this in the

Pebble and Pharaoh Cigars

They know that "just-as-good" schemes cannot lead me from my purpose to get the best. They know I will be a crank to the final degree—will **study** the soil, the planting, the cultivation, etc., before I will talk about **buying** tobacco. And somehow or other these men prefer my "crank" methods to the "crook" methods spoken of above.

Grocers, do you think you can name any smokers who do not appreciate what I have done and am still doing for them; who, knowing the history of the **Pebble** and **Pharaoh** cigars, would take any "others"?

Can I count on you Grocers to support the Payne Principle? What I ask you to do is this: **Order 1,000 of my cigars assorted and sell the Pebble at 5c. and the Pharaoh at 10c.**

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

The Powers Behind the Tobacco Throne

4. The Zeal of the Grocer

Ever think of the necessity of being enthusiastic over a "good thing"? Ever think of the difference it makes in the profits?

It pays you to have zeal in dealing with

T. & B.

If there was the remotest doubt in your mind as to **T. & B.** being the premier tobacco that doubt should be removed by a consideration of the virtues of "others."

We meet grocers who are full of zeal concerning **T. & B.** No wonder! They know its history, its dollar-earning power, its "win-the-heart-of-the-smoker" quality.

These things influence a grocer. Why shouldn't they?

The Geo. E. Tuckett & Son Co., Limited

Hamilton, Ontario

TOBACCOS, CIGARS AND ACCESSORIES

STARTING A CIGAR STORE.

In a recent issue of the Chicago Tribune, Wm. F. Monroe the veteran tobacconist of Chicago and one of the most successful retailers in the country, gave his views on the matter of starting a cigar store.

"Starting a cigar store in a modern metropolitan city requires capital seemingly out of proportion to many other lines. To open a first-class cigar store in any of the large cities will require from $2,000 to $5,000. In any case, I would say to the beginner who is confident of himself, to make certain of a good central site. Never mind if the rent is high; get the right kind of a place and settle down to good buisness methods. These will win out.

"When the possible beginner considers the $2,000 that is necessary for his venture, he should not forget, also, that there are cigar stores in Chicago which have $12,000 invested in fixtures alone, to say nothing of rent and stock. A house whose trade justifies such a sum in fixtures probably would have to pay $8,000 a year rent.

"Considering the $2,000 store as a starter, a conservative division of the capital would be $500 for the store fixtures, the payment of the first month's rent, and then the investment of the remainder of the $1,500 in stock on cash basis. Under proper management and conditions a cigar stock should turn itself once a month, or twelve times a year. Such a store should make sales of $18,000 in the first year, with a net profit for the proprietor of at least $150 a month. After that, accordingly as the man has chosen his place of business wisely and as his business methods are good, he may hope for larger returns.

"In the best class of business, the proprietor would find it advisable to invest three-fourths of his capital in cigars, dividing the rest into smoking tobacco and smokers' articles generally. With a well-selected stock of first-class goods the cigar dealer has the means for elaborate display of his wares. He should take every advantage of his window room and inside his cases should be adapted to the best display of his cigars, especially. The man who buys pleased and to the extent that he is pleased the dealer may expect profits from his labors.

"With a well-displayed stock of the best goods, in a store that is tastefully arranged, immaculately clean, well lighted at all times, and which offers to all customers alike the prompt, businesslike attention of the store's attendants, any capable young man has a business which will grow with him and promise him a comfortable income in proportion to his investment and his effort."

CANNOT BE EXCELLED.

The Empire Tobacco Co., in Leamington received and paid for in two days 327 wagon loads of leaf tobacco, weighing 751,260 pounds and netting the growers $61,372.40. At one time there were 157 teams in line waiting to have their leaf inspected and weighed

This is beyond the shadow of any reasonable doubt the largest and most valuable lot of leaf tobacco ever received by one firm or factory, at one place from the hands of the growers, in the same length of time, anywhere on the American continent. The quality of the leaf was the finest ever grown and the stripping, grading and packing was artistically done. Each grower seemed to be working to get a portion of the $1,000 in gold which the Empire people give annually as premiums to further the tobacco industry here.

Consumers of the celebrated Empire brands are assured that in the 1905 crop there is "quality to burn, and the Empire folks like to smell the smoke." This tremendous and extra choice crop of leaf now goes into the immense storage warehouses of the company at Granby, Que. to be properly aged and assorted. Mr. Gregory, general manager of the company in the entire tobacco growing district and a southern expert of 20 years experience says:

"The Burley leaf now produced in the counties of Essex and Kent cannot be excelled by any in America and is

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

McDOUGALL

Insist upon having them.

D. McDOUGALL & SON, Glasgow, Scotland.

CLAY PIPES

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

seldom equalled. Our growers are taking more pains with their crops and our receipts this year show marked improvement over any previous crop.''

The company have received in Leamington from Dec. 21 to Jan. 17 $300,000 worth of leaf tobacco and it is estimated that the entire purchases in both counties will exceed one million dollars. The value to the community at large of a company with the resources of the Empire Tobacco Co. cannot be over-estimated; they have established business connections here with our tobacco growers, that cannot be disturbed. They have proven themselves to be the true friends of the tobacco growers and to them belongs a measure of credit for the immense success of the Canadian tobacco industry. Their dealings are attested by the absence of friction with the farmers, and the relations that exist between the company and the growers are very close, conditions which at the present time are unknown in many tobacco sections. Great is the tobacco business, and here's hoping that its shadow may never grow less. A good reputation on the books of the Empire Tobacco Co. is a valuable asset to any tobacco grower, as it means ready sale year in and year out at the highest price. No one ever saw an old customer hunting for a buyer. Their motto is: ''Stand by the people who stand by you.''—Leamington Post.

THE CUBAN CROP.

Latest advices regarding the damage to the Cuban tobacco crop, by reason of the recent rains, indicate that while the situation in the Remedios district will not be so bad as at first reported, the conditions in the Vuelta Abajo section are much worse. A Cuban manufacturer writes that the worst has not been told. The situation has been responsible for a very lively advance in the price of leaf, amounting in some instances to 60 per cent.

Hunger has never driven people to such crimes as have ambition and avarice and the love of self and the world.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.
King's Cross
LONDON, ENGLAND

GOOD FOR 50 IN MERCHANDISE

OUR SYSTEM IS ENTIRELY LEGAL

Credit Made Safe

OUR **ALUMINUM TRADE CHECKS**

are a boon to grocers. Do away with necessity for Pass Books, written Due Bills, Statements, etc., and work up a cash business for You. On one side of the check is your name; on the other redeemable amount.

In all shapes and sizes. Write to-day for samples and explanation of our system.

THE CRANSTON NOVELTY CO.
Advertising Novelties with Merit our Specialty
157 Bay St., - Toronto, Canada

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"
(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

YOUR CIGAR DEPARTMENT

has big chances for success if you select dependable, full-flavored, expert-made, widely-advertised cigars.

This means the selection of

HOGEN-MOGEN and ROYAL SPORT CIGARS

5 CENTER 10 CENTER

When will you ask for particulars?

THE SHERBROOKE CIGAR CO., - SHERBROOKE, P.Q.

HOTEL DIRECTORY..

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietor. HAMILTON, BERMUDA

Opposite Victoria Park and Cedar Ave. Private board $12 to $14 per week.

BOARD AND ROOM "THE ARGYLE,"

Mrs. FRASER Cedar Avenue, HAMILTON, BERMUDA

Terms moderate. Also furnished cottages.

THE AMERICAN HOUSE

A. PASCHAL (Prop.) HAMILTON, BERMUDA

Centrally located. Open all the year round.

WOODSIDE BOARDING HOUSE

(CORNER OF MAIN AND LAMAHA STREETS, GEORGETOWN, DEMERARA.)

Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress E. COTTAM.

WINTER RESORT—QUEEN'S PARK HOTEL.

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop.

DOMINION HOUSE

W. H. DURHAM, PROPRIETOR. RENFREW, ONTARIO

The most popular Hotel in the Ottawa Valley.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WE HAVE EVERY FACILITY TO TRANSACT
YOUR BANKING BUSINESS
AND INVITE YOUR ACCOUNT

THE METROPOLITAN BANK.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

SAVINGS DEPARTMENT at all branches.

Interest allowed on deposits of one dollar and upwards

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office ***Toronto, Ont.***

Capital -	$1,500,000.00
Assets, over - -	3,300,000.00
Annual Income -	3,890,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $850,000.00.
TOTAL ASSETS, $2,043,678.59.
LOSSES PAID SINCE ORGANIZATION, $25,868,544.80.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

WE TELL BY TEST

For months we have had a corps of Flour experts making tests by every known method so that we would be positively assured that

QUAKER MANITOBA PATENT

possessed the highest degree of flour quality and wholesomeness. Not until we were absolutely certain that better Flour could not be made did we offer a single sack for sale.

If you knew the quality of

THIS FLOUR

like we do you would make it your leader and recommend it to your best trade with the same confidence we recommend it to you.

The American Cereal Company
Peterborough, Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Feb. 8, 1906

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	4
" 6 oz.	1 9
" ½ lb.	55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	2 3

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"KING" BAKING POWDER.

	Dozen
16-oz. cases, 2 doz.	$2 40
8-oz. " 4 "	1 50
4-oz. " 4 "	0 90

Lot 5 cases, freight paid.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb.	16½c
"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb.	12½c
"Union"—14-lb. boxes, assorted 1 & ¼-lb. pkgs., per lb.	10c

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

Reckitt's Zebr paste, ½-gro. boxes, per gross.	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

0-oz. case, 4 doz	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	
Chocolate, pink, lemon color, 1bs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

SUCHARD'S CHOCOLATE AND COCOA.

	Per box
Milka, 36's (36 tablets in a box)	$2 25
" 24's (24 tablets in a box)	3 00
Velma, 24's (24 tablets in a box)	3 00

	Per doz.
Milka Croquettes	$2 25

	Per lb.
Economique, in ¼ and ½-lb. cakes	$0 32
Premium, unsweetened	0 35

SUCHARD'S SOLUBLE COCOA.

	Per doz.
¼ lb. tins (4 doz. in a box)	$2 25
½ lb. tins (2 doz. in a box)	4 20
1 lb. tins (1 doz. in a box)	7 80

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ½'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's.	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, ⅛ and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—	
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	34c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.

Medallion sweet chocolate—	
3-lb. bxs., 24 bxs. in case, ¼-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.

Milk chocolate—	
3-lb. bxs., 24 bxs. in case, ¼-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.

Vanilla sweet chocolate—	
3-lb. bxs. 24 bxs., in case, ¼-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.

Tid-Bit chocolate—	
6-lb. bxs., 12 bxs. n case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	30c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1?

JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 13½

E. D. MARCEAU, Montreal. Per lb

"Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	3 40

IT'S VERY GOOD

BATGER'S

STRAWBERRY JAM

Is made from the finest **Kent** Strawberries, great care being taken to keep the **Fruit Whole.**

The result is a jam that not only looks well and sells fast, but is really **Delicious.**

Put up in a very attractive new style square jar. 4 dozen to a case. Well packed; no breakage.

Order a case of your Jobber, or

ROSE & LAFLAMME - - Montreal

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

GRANULATED SUGAR Extra Standard

A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES,*** which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6 "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, onto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10-cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
licorice lozenges, 5-lb. glass jars	1 75
"Purity" licorice 20 5-lb. cans	1 50
" 10 sticks	1 45
100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

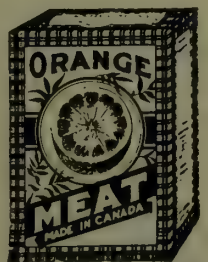
Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 4lb. tins per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.10
5 case lots	4.10
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½ lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

BEE" BRAND

'Bee" brand, 8oz., cases, 120 pkgs.	$30
" 10 oz., cases, 96 pkgs.	
" 16 oz cases, 60 pkgs.	case

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

The recognized standards of perfection in the **Condensed Milk** and **Evaporated Cream** line, under the seal and endorsation of the most competent and scientific judges in the world, are

BORDEN'S BRANDS

"EAGLE" BRAND CONDENSED MILK and **"PEERLESS" BRAND EVAPORATED CREAM**

REMEMBER TO BUY THEM.
FOR SALE BY ALL JOBBERS.

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Soap and Washing Powders

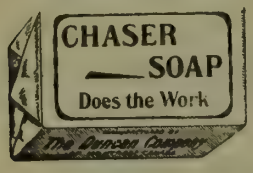
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, box each 2 doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
5 " 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Maacot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel...per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½
Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.
Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz 0 50
Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 36 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 0 ½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case .. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

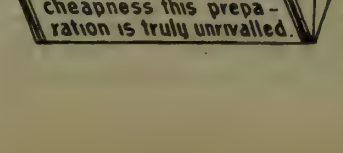
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ¼-gross boxes	5 00

W. H. DUNN, AGENT.

Enameline No. 0	38
4 boxes, ea. 3 dz.	
Enameline No. 0	65
6 boxes, ea. 3 dz.	
Enameline liquid, boxes, ea. 0	80
3 doz.	
Blackene, 5-lb. 0	10
cans, per lb.	
Enameline stove dressing, per doz.	0 70

Syrup.

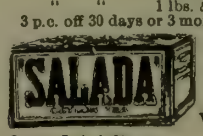
"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	
SMALL'S BRAND—Standard.	
5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA
put up in 3's, 60 and 100 lb. boxes.

	Wholesale	Retail
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs. ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60

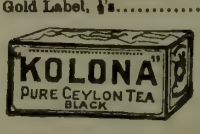
3 p.c. off 30 days or 3 months.



Teas.

SALADA CEYLON.

	Wholesale	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 23	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb.	" "	0 20
Blue Label, retail at 30c		0 22
Green Label. "	40c	0 28
Red Label, "	50c	0 35
Orange Label, "	60c	0 42
Gold Label, "	80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½
Blue Label, ½'s	0 19
Orange Label, 1's and ½'s	0 21
Brown Label, 1's and ½'s	0 28
Brown Label, ½'s	0 30
Green Label, 1's and ½'s	0 35
Red Label, ½'s	0 40

"CROWN" BRAND	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb " at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 25
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 21½
" XXXX 30-lb. "	0 22½
" XXX 80-lb. "	0 19
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases	retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases	retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases	retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases	retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " 3 doz. 5c	1 00
" " 3 doz. 10c	1 80

WARNING!

Crescent BM&Co. TRADE MARK. Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED

WINN & HOLLAND, Agents

MONTREAL

TRADE SNOWFLAKE MARK

Sell Them!

Sell Them!

SNOWFLAKE SOAP POWDER

S. S. SODA

Snowflake Soap Powder gives the most satisfactory results as a cleanser and so is highly valuable for household purposes.

S. S. Soda does excellent service on wash day. It is cheaper than ammonia.

Both these articles sell at 5c. a package—good large packages, too.

See your Jobber at once

ALBERT HUGLI

Telephone, Park 2148. 15 FISHER ST., TORONTO, CANADA.

Manufacturer of Snowflake Soap Powder, S. S. Soda, I.X.L. Chip Soap, Textile Soaps, Electric and Laundry Soaps, Sal-Soda, Michigan Soda—and dealer in Soda-Ash, Caustic Soda and Silicate of Soda.

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

MYERS' ROYAL SPICE

STOCK FOOD

HORSE AND CATTLE.

	per 100 lbs.
500 lb. Lots	6.15
250 "	6.15
100 "	6.15
50 "	6.15
25 "	6.15
5 lb. Sacks	7.38
2 lb. pkgs., cases 2 doz.	5.54 per case

POULTRY.

25 lb. Bags	9.23
5 lb. Sacks	9.23
2 lb. pkgs., 360 lbs. in case	7.75 per case
½ lb. pkg., " "	8.86 "
Hog Powders (5 gross)	3.08 per gross

Less 5% for cash on all lines.

H. N. BATE & SONS, Limited, OTTAWA

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week—therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
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Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

"CANADIAN GROCER ASSORTMENTS"

We are still making up this popular line of bright, showy quick-sellers.

Write at once for particulars and illustrated sheet.

GOWANS, KENT & CO. LIMITED
TORONTO

SAVE MONEY

by writing to-day for our price on

OLD ENGLISH MINCE MEAT

"Ready-to-use," packed in 7-lb., 14-lb., 28-lb. pails ; 65-lb. tubs ; half-barrels and barrels.

Write us sure. You never know what you can do until you try.

We pay cash for dried apples. Have you any? Write us.

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Preserved Ginger, Ginger Chips, Sweet Stem Ginger in 7-lb. boxes, Plum Puddings, 1-lb., 2-lb., 3-lb. and 4-lb. tins.

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, FEBRUARY 16, 1906. NO. 7.

Keen's Oxford Blue

Should SELL Everywhere in Canada

Are you selling
The Best Laundry Blue?

KEEN'S OXFORD BLUE!!

Liberal sampling among your customers on receipt of list addressed to
Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

SYRUP KNOWLEDGE

To the average grocer **SYRUP** is to a great extent an unknown quantity. He is by necessity compelle to depend largely on the honesty of the manufacturer from whom he buys.

Since 1858 we have been engaged in the manufacture of the finest corn products and behind every pound of

"Crown" Brand Table Syrup

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

we sell stands nearly 50 years' experience in the manufacture of **PURE** and **HEALTHY** Corn products.

This fact combined with lowest possible prices and guarantee of getting **THE BEST SYRUP** is the argument why you should buy **"CROWN" BRAND TABLE SYRUP.**

EVERY JOBBER SELLS IT

EDWARDSBURG STARCH CO., Limited

53 Front St. East, TORONTO, Ont.

ESTABLISHED 1858
Works, CARDINAL, Ont.

184 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

DID YOU EVER TRY TO INCREASE YOUR BUSINESS AMONG MECHANICS AND OTHER WORKMEN?

The Soap many are now using, and all should use, and the soap **you can sell** them, is the

Master Mechanics Extraordinary Tar Soap

one of the excellent soaps manufactured by

THE ALBERT SOAPS LIMITED, MONTREAL

This Cough Remedy is always in demand among all classes at all times of the year, but more especially NOW when Coughs, Colds, etc., are so common.

It is one of the most profitable lines to handle. It makes the dealer's smile broaden and the list of his customers lengthen.

Mathieu's Syrup

of Tar and Cod Liver Oil

A good seller always—always with a good profit.

Nothing so common as a headache. Nothing so common as a headache cured with MATHIEU'S NERVINE POWDERS.

The J. L. Mathieu Co., Props., Sherbrooke, P.Q.

National Licorice Co.

Brooklyn, N.Y.

R. S. McIndoe

Selling Agent - 120 Church St., Toronto

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

Doubt Less

"Earn More"
"Earn More"
"Earn More"
and
"Earn More"
"Earn More"

Earn More

Earn more money by buying goods of standard value—doubt less when choosing. Think more of quality than price. How about those dusty, dirty, fly-specked packages up there on the shelf? What did it, quality or price? "Doubt Less and Earn More."

Sell Goods of Known Quality

Fry's Cocoa and Chocolate

As standard as sugar, salt, coffee or tea. Of known quality always. Purest, Richest Strongest. Made by the largest manufacturers in the world.

Containing 67 per cent. of pure oil as against 60 per cent. in ordinary brands. Packed and shipped in cases and boxes in bars of 1 pound each and upwards. Pressed Cakes in boxes also. "Earn More" by selling it.

Cox's Gelatine

Has stood the test of time and has won out on intrinsic merit. Always strictly pure. Always does exactly the work cut out for it. "The Gelatine of Quality."

LEADING WHOLESALERS SELL THEM.

ARTHUR P. TIPPET & CO., Agents

Manufacturers' Agents and Brokers' Directory

BARBADOES, W.I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins', Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON, ONT.

Long Distance Phones
OFFICE 715 HOUSE No. 1556
Norman D. McPhie
Broker and Commission Merchant
OFFICE, 58 KING ST. E.
HAMILTON, - ONT.

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
Montreal.
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

FELLOWES & FELLOWES
MANUFACTURERS' AGENTS
6 St. Sacrament St. - - Montreal.
We are open to introduce a few new lines of high-class grocers' specialties. Could handle a line of Canned Goods and Sauces.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

OWEN SOUND.

J. K. McLAUCHLAN
Commission Merchant.
Warehouseman, Shipper and Steamship Agent.
Owen Sound, - Canada

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. E., TORONTO
Calling on best Grocers and Mfg. Confectioners.
Could handle another first-class specialty for Manufacturers.

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

BARBADOES
CONSIGNMENTS OF SUGAR AND FANCY MOLASSES COMING.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

POTATOES
Let me quote a price on a car of my celebrated Selected Delaware Potatoes
Delivered at your station.
R. W. HANNAH
300 Board of Trade Building, - Toronto

A. F. MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

WINNIPEG.

CALGARY STORAGE
In a new brick block centrally located
Dingle & Stewart
Winnipeg, Man. - Calgary, Alta.
COMMISSION BROKERS.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited.

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

A CRITICISM FROM OLD ENGLAND

The "Grocers' Review" of Manchester and London, England, in their issue of January 23rd, 1906, reproduce the following advertisement, and in giving advice how to advertise tea, say :—

"When you draft your advertisement get right down to the heart of things at once. An introduction consisting of a few choice sentences giving the number of years you have been in business and other autobiographical details are quite unnecessary. The average woman is not particularly interested in such matters, but she is profoundly interested in any announcement which informs her how and where she can get bigger values for the money she spends.

"You will grip her at once if you will say in plain English that you have some unusually good tea, and explain why it is unusually good. Here is a good example of a convincing, well-worded Tea advertisement."

RETURNED
FEB 27 1906
T. Globe Newspaper Co.
Cut Book 47
page 2

How Red Rose Tea is Grown

TEA is a native plant of Northern India. Transplanted to Ceylon it lost much of its strength and richness, but gained in fragrance and delicacy.

That is why Ceylon tea is not a strong tea.

That is why I blend Indian and Ceylon teas together—that is how the strength and richness, fragrance and delicacy of Red Rose Tea are secured—that is why Red Rose Tea has that "rich fruity flavor."

Red Rose Tea

is good Tea

T. H. Estabrooks

St. John, N.B., Toronto, Winnipeg

It's quality alone that wins on the rough road of competition.

Pure Ceylon Tea—Black and Green—unalloyed by other blends is the tea to satisfy your customer. It also pays best.

Sell only Ceylon Green Tea.

It pleases your customers and profits yourself.

HINTS TO RETAIL MERCHANTS

ARTICLE 1.—HOW TO DOUBLE YOUR PROFITS AND PLEASE YOUR CUSTOMERS

Many of your best Customers do not know that there are four grades of Canned Peas, namely :

No. 4, known as "Standards."
No. 3, known as Sifted, labelled "Early Junes."
No. 2, known as Extra Sifted, labelled "Sweet Wrinkled."
No. 1, known as Extra Fine Sifted, usually labelled "Petit Pois."

"The Standard" is the largest grade and although tender and sweet, it is not as select as the smaller varieties ; besides, in this grade the profits are usually cut very close.

"Early Junes" are a smaller grade than the "Standards," uniform in size, tender and sweet. "Early Junes" invariably sell at 2c. per tin (24c. per dozen) more than "Standards" and the cost is only 7½c. per dozen extra.

"Sweet Wrinkled" is probably the **choicest grade packed,** small-sized, sweet and tender. If your customers had their attention called to this luscious grade, it would not only mean greatly increased sales, but **trebled profits** and well-pleased customers.

"Petit Pois," Extra Fine Sifted, sweet, tender and simply melt away when eating Superior to imported French peas because they are free from coloring and other injurious preparations.

Your customers, when they know, will greatly appreciate the better grades of Peas and will gladly pay the extra price. If you require any of the extra quality, and have not the four grades already in stock, write at once to your wholesaler and obtain supplies—if only one case of each of the finer grades. Take a little time with your customers to explain the difference in quality and you will have an established trade for high-class quality, with greatly increased profits.

A little care and attention will easily treble your profits, and not only that but greatly please your customers. A good recipe for preparing for table will be found at foot of page.

There is only one more important question in this connection, namely :—when buying, to insist on getting the old established brands, which have stood the test for the past quarter century, namely **Aylmer, Log Cabin, Horse-Shoe, Auto, Little Chief, Lynnvalley, Maple Leaf, Kent, Lion, Thistle, Grand River, White Rose,** etc, etc., for sale by all the leading Wholesale Grocers in the Dominion of Canada.

Yours respectfully,

THE CANADIAN CANNERS, LIMITED

DIRECTIONS FOR PEAS.—Open the can, empty contents into a colander and thoroughly rinse with hot water, then turn into a saucepan ; add butter about the size of a walnut, or if preferred half a cup of sweet cream, and heat thoroughly. Season to taste.

Messrs. Fruit and Vegetable Packers:

Prepare for the coming season by ordering your cans. You will make no mistake in placing your order with

The Acme Can Works

We have had your interests in view and have spared no expense in equipping our factory with the latest and best machinery for making packers' cans. With our new building, which is now almost complete, we will be able to double our capacity of former years and will supply *cleanest* and *best* cans offered to the packer—cans made from British tin plate of the best quality and best workmanship—*Prices Right, Liberal Treatment, Prompt Shipments.*

ACME CAN WORKS, - MONTREAL

GET YOUR CUSTOMERS

satisfied, and you will get their trade.

JAMES' DOME BLACK LEAD

has given satisfaction for over 60 years, and its sale is always increasing.

W. G. A. LAMBE & CO.,
Canadian Agents.

CROCKERY

Our stock is complete and "up-to-date" in every respect. We are offering many new and exclusive lines in **DINNERWARE and TOILETWARE.**

UNPRECEDENTED VALUES IN

CHINA—GLASS—SILVERWARE—CUTLERY

CUT GLASS — LAMPS — LAMP GOODS

MAIL ORDERS are given careful attention. If in doubt just name your price and allow us to supply our "Best Sellers." Our long experience enables us to know what the public likes best.—

THE JOHN L. CASSIDY CO., LIMITED, MONTREAL

"SALADA"

CEYLON TEA

MADE IT POSSIBLE

For every Grocer to build up and maintain a remunerative Tea Trade hitherto impossible.

To dispense with at once and for all time the carrying of a large Tea stock, deteriorating in value, and eating its head off in interest.

To ensure a speedy, actual and protected profit on all sales, and hold trade immune from the fiercest competition.

The foregoing "facts" are beyond contradiction or debate.

BLACK
MIXED
GREEN

Sealed Packets only

Highest Award, St. Louis, 1904

ANNUAL SALE

14,000,000

PACKETS

GILLETT'S

ABSOLUTELY PURE

CREAM TARTAR.

Nearly all goods in this line at the present time are adulterated and in fact unfit to use.

GILLETT'S is used by the best bakers and caterers everywhere.

REFUSE SUBSTITUTES.

GILLETT'S costs no more than the inferior adulterated goods.

REFUSE SUBSTITUTES.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St Louis, Mo., 1904

A telling display can always be made with

STERLING BRAND PICKLES

The grocer who keeps these goods to the front attracts the best class of custom of his community.

—None better—few, if any, the equal.

The T. A. LYTLE CO., Limited

CANADA'S GREATEST PICKLE MANUFACTURERS

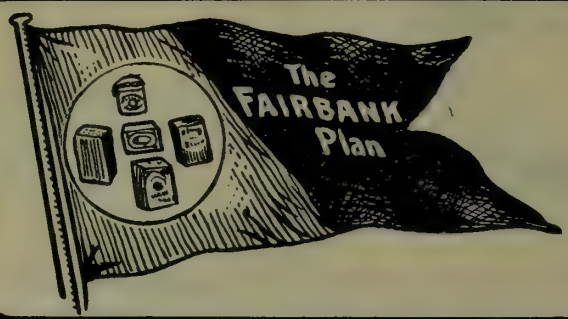
TORONTO, Can.

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.



The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

This is the brand

"RAYON D'OR" OLIVE OIL

You cannot be too careful in the selection of your Oil.

FIRST, consider PURITY.——————SECOND, decide for PURITY.
THIRD, order "RAYON D'ORS," and you will get PURE OLIVE OIL.

Produced, Maufactured and Packed by MENGERT, CAGNOLI & CIE, Ane. Maison SUAUT & CIE, growing their own OLIVES in their own production-districts of Bari, Lucca and Nice. Agencies in 150 of the largest cities of the world. Write for prices and samples to

J. RUSSELL-MURRAY, 6 St. Sacrament St., Montreal, Exclusive Agent for Canada.

MENGERT, CAGNOLI & CIE, Ane. Maison SUAUT & CIE.

What "PURITY" means

It has many definitions, all depending on the manner in which it is applied. Here is one:

Freedom from foulness or dirt:
Free from fault or taint,
Free from that which defiles and pollutes.

Coffee is a most delicate and sensitive production of nature.
Foreign substances absolutely spoil it as a beverage.
The public taste is getting more highly educated each year.
Meet it, satisfy it, delight it with ***WOOD'S COFFEES,*** absolutely free from everything that "defiles and pollutes."

CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., - - MONTREAL.

FISH

Pure Cod, in 1-lb., 2-lb. and 3-lb. Wooden Boxes. Boneless Fish in 1-lb. bricks and bulk.

Labrador Herring, Scotch Herring, Etc., Etc.

Prices Right

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Do as Others Have Done

Some grocers' bank accounts have been swelled through their starch earnings alone. But the grocers of whom this is true will be found to have passed over the "old kinds," will be found firmly attached to

"IVORINE"

Are you carrying the "hot-water" starches alone? No wonder business is dull! The "starch corner" of your store needs a bracing influence!

Just put some packages of **"Ivorine" Cold-Water Starch** within seeing distance, and you will discover what the people are looking for and what the grocer "gets."

$2.50 per case of 40 pkgs.

Ask your Jobber for "Ivorine."

St. Lawrence Starch Co. Limited

Port Credit, Ontario

RAW SUGAR

Bright

Demerara Crystals

NEW SHIPMENTS

SPECIAL PRICES

WARREN BROS. & CO.

WHOLESALE GROCERS

TORONTO

GOAT CHOP JAPAN TEA

the finest line on the market to retail at 25c. lb.

Thomas Kinnear & Co.

TORONTO AND PETERBORO

MAPLE SUGAR

Largest Exporters of

PURE BEAUCE COUNTY SUGAR

D. RATTRAY & SONS

QUEBEC Montreal OTTAWA

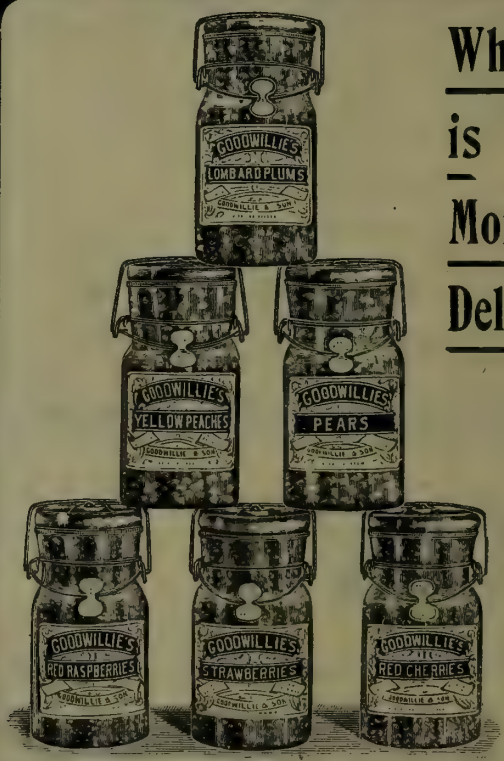
"A Coffee Essence with an idea—the right idea—back of it."

GOOD VALUE

is the idea that has been carried out in the making of

PATERSON'S CAMP COFFEE ESSENCE.

ROSE & LAFLAMME,
Agents, Montreal.



What is More Delicious?

IN THESE WINTER MONTHS THAN GOODWILLIE'S FRUITS? THEY RETAIN THEIR FLAVOR.

ROSE & LAFLAMME
MONTREAL.

Every up-to-date grocer **knows** that there is only **One Genuine and Original**

Worcestershire Sauce

and that sauce is

LEA & PERRINS'

Knowing this, why should you risk displeasing your customers by offering other and inferior brands?

Lea & Perrins

J. M. DOUGLAS & CO.
Canadian Agents
MONTREAL

It is only by actual cup demonstration that the real merit and value of teas can be justly gauged—

Get your customers to try the fine, healthful, delicious teas of

JAPAN

They will appreciate your reference with their trade—

RISING SUN STOVE POLISH IN CAKES

AND

SUN PASTE STOVE POLISH IN TINS

WELL KNOWN AND RELIABLE.
HAVE STOOD THE TEST FOR YEARS
AND ARE STILL THE STANDARD OF EXCELLENCE.

It took **FOUR AND A-HALF MILLION BRICKS** to build our immense factory at Canton, Mass., which now covers nearly four acres. For forty years we have been perfecting our processes, and this long experience, coupled with our enormous facilities, enables us to **MAKE OUR GOODS RIGHT**. This is worth something to the retail storekeeper. Besides, you have our guarantee. You can make no mistake in pushing **RISING SUN** Stove Polish in cakes and **SUN PASTE** Stove Polish in tins.

MORSE BROS., Props., - - Canton, Mass., U.S.A.

Judge Not

by appearances in buying your Coffees. Your customers care nothing for that—they want GOOD CUP QUALITY—AROMA—FLAVOR. The results will be satisfactory if you sell Chase & Sanborn's High-Grade Coffees.

Chase & Sanborn

The Importers, - MONTREAL

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest.—*We have it.*

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart.
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass Incloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

REINDEER

Condensed COFFEE

EVERY TIN CONTAINS

Pure Coffee
Rich Milk
and Sugar

COMBINED READY TO USE

A cup of excellent Coffee is prepared by simply adding boiling water.

It is not necessary to remove the Coffee from the tin when it is opened, but may be used a little at a time if necessary.

The Coffee will keep until the whole is used.

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

"THE BOAST OF HERALDRY"

The Lineage is something to be reckoned with in Tea Discrimination.

Blue Ribbon Ceylon Tea

has lots to boast of. It comes from the "High-Grown" family of Ceylon—Tea Aristocrats. It represents only the delicate or "sweet" tips of the family, or, in other words, the **BLUE BLOOD.**

Then, it bears a name tantamount to "highest honor" in the British Navy—**BLUE RIBBON**—all in keeping with a "first" tea.

Don't you want to sell the "High-Grown" tea—**BLUE RIBBON**? We put up a 40c line called **"RED LABEL."** It's the best-selling tea you can handle.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

RETURNED FEB 17 1906

The greatest success of the year—

RETURNED 1906

Maconochie's

"PAN YAN" PICKLE and SAUCE

bring repeat orders from the first introduction.

YOUR TRADE WILL APPRECIATE THEM.

We have a special inducement that makes it doubly interesting to order NOW.

THE EBY, BLAIN CO., LIMITED

Sole Wholesale Distributors, TORONTO

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Gas Roasted Coffees Fresh Every Day

I have just put up in my warehouse a gas roasting machine, considered by experts as realizing the ***ideal perfection.*** It is the only system permitting to regulate the degree of heat, to roast properly the different coffees, so as to develop the essential qualities characteristic in each.

I now turn out the most perfect Coffees both in appearance and cup qualities. Try my brands:

Plantation at 18½c. ***Old Crow Blend 25c.***
Special Blend at 20c. ***Condor Blend, 30c.***
Madam Huot's Coffee, 1 lb. tins, 31c.
" " " 2 " 60c.

To encourage a trial order, I pay freight on 50 lbs. in Eastern Ontario and Province of Quebec, and on 100 lbs. all over Canada.

E. D. MARCEAU, Teas, Coffees and Spices
281-285 St. Paul Street, MONTREAL

Don't Starve Your Business

The best business needs the nourishment supplied by a good advertisement.

THE CANADIAN GROCER is just the tonic your "system" requires.

A space this size in THE CANADIAN GROCER every issue (52 times) for a year, will cost you only $6.73 per week.

Its results will appear in the larger totals in your travelers' order books.

The Canadian Grocer, Montreal - Toronto - Winnipeg

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

IF A MAN WANTS CREDIT

or $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

RETURNED
APR 17 1906
owner
Book 48
92

GOOD FOR 5¢ —IN— MERCHANDISE TRANSPERABLE

☞ OUR SYSTEM IS ENTIRELY LEGAL

Aluminum Trade Checks

HOW THEY WORK:—You have been granting credit to customers, charging each item, no matter how small, and then making out statements, etc. Stop this "waste work"! Give your customers, say, $5.00 or $10.00 worth of trade checks for which they will give you either cash or a note. Notes can be discounted at Bank and you thus get cash in advance. If it is credit you have merely to enter the one item "$5.00 [or $10.00] worth of checks." Isn't it simple?

We make these checks in all shapes and sizes.

Write to-day for samples and explanation of our system.

THE CRANSTON NOVELTY CO.

Advertising Novelties with Merit our Specialty

157 Bay St., - Toronto, Canada

The GRAY, YOUNG & SPARLING CO., Limited

Salt Manufacturers

Granted the highest awards in competition with other makes.

WINGHAM

Established 1871

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street
MONTREAL.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

TRADE MARK

This design a guarantee of quality.

WRAPPING PAPERS

ALL GRADES, AND BEST OF EACH

GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

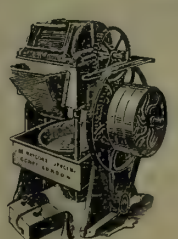
Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 138 Front Street, NEW YORK.

Patent Fruit-Washing Machines.

Hand



Power

Machinery for the preparation of

TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.

PATENT **GAS-HEATED ROASTERS,** INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER. FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. **FRUIT CLEANING AND DRESSING MACHINERY.**

THE GROCERS' ENGINEERING CO.

Cole Street, Swan Street (Late WAYGOOD-TUPHOLME LTD.)

LONDON, S.E., ENGLAND

Illustrated Catalogue Mailed (Post) Free.

Is your Coffee Trade satisfactory? Is there no room for improvement?

Diamond E. Blend Coffee

is quite the finest heavy-bodied, full-flavored Blend we have placed on the market. **You are interested in good coffee.** We want **you**, and every grocer who can judge its **merits, to try "Diamond E."** The price is 30c., freight paid. **Improved Quality** is **the** consideration.

Let us mail you a sample, or, better still, ship you a tin (50 lbs.) on a 30-day trial basis, to be returned entirely at our expense **"if the trial does not prove a convincing argument of genuine merit."** Remember, you are not taking any chances. Guaranteed by a reputation of over half a century. Write to-day.

S. H. & A. S. EWING

Established 1845

Montreal Coffee and Spice Steam Mills, - 55 Cote Street, Montreal

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman, Eckert & Co., London, Ont.

THE MONARCH TYPEWRITER

IS NEW

in improvements, giving absolutely fullest visible writing.

IS OLD

in method of construction, in the experience of its makers, in the principles on which the broad, pivotal, frictionless (patented), typebar bearings are made.

IS GUARANTEED

to wear as well as any; to do better work and more work with less effort—Yes, you may buy the new—old—Monarch Visible with perfect confidence.

The Monarch Typewriter Company, Limited

3 Toronto Street, Toronto, Canada

BRANCH OFFICES:

Montreal, P.Q., 23 St. John Street. Hamilton Ont., 14 Main St. East.
London, Ont., 110 Masonic Temple.

Is Your Coffee Trade Satisfactory?

If not, consult us.

We have some of the most popular blends to be had.

TODHUNTER, MITCHELL & Co. IMPORTERS HIGH-GRADE COFFEE TORONTO

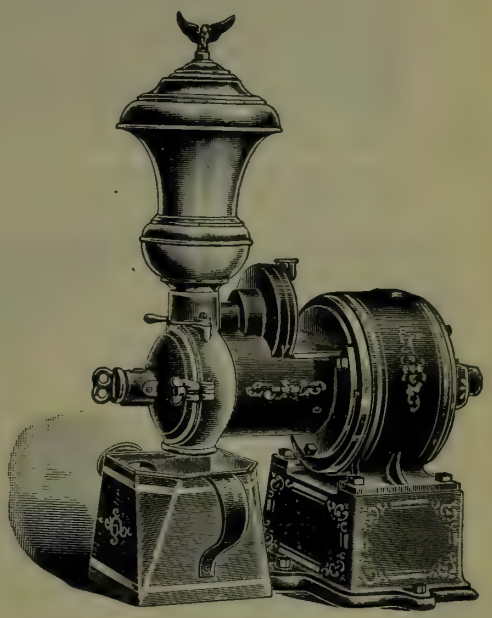
"ENTERPRISE" PAYS

The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery.

The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ½ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.



THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.

$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R methods.

Tear off here and mail to us today

N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

cured and [illegible] mile walk to Broadway.

A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggesion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE LODGES

"WALKER BINS"

"Modern Grocery Fixtures."

Our new catalogue showing a complete line of Walker Bin Fixtures will be ready about February 1st.

All grocers who are building, re-modelling or contemplating changes n store interior are invited to write for a copy of "Modern Grocery Fixtures."

Sketches and estimates of cost will be furnished upon application.

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.

BERLIN, - ONTARIO.

B.C. Representatives:—W. J. BANNISTER & CO., VANCOUVER, B.C.
Montreal Representative:—J. H. MAIDEN, 131 PLACE D'YOUVILLE, MONTREAL, P.Q.

100 CANDLE POWER

½¢ PER HOUR

AUER GASOLENE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

ELECTRIC POWER COFFEE MILLS

This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

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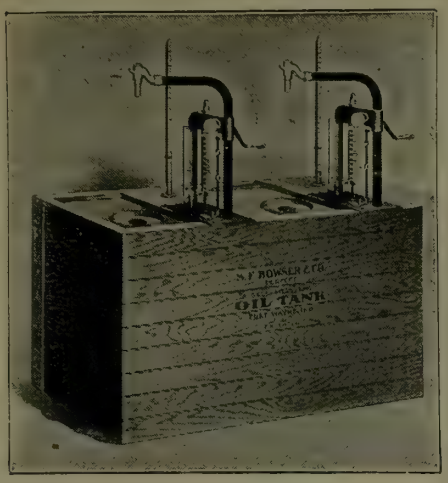

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with the true smack of the sugar bush about it.

In Tins containing pint, quart, half-gallon and gallon.

See our travellers—write us.

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OLIVE OIL

We have just received from Geo. Dalidet & Co. a shipment of their extra superfine Olive Oil.

It is put up in three different sizes in glass, also in gallon and half-gallon tins. Those who have used it testify to the admirable quality of the goods. For the use of the invalid it is absolutely the best.

There is a little faucet which goes with each tin. The bottles are wired or not, just as the buyer wishes.

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We are offering a full line of Natural Pulled Figs, in 28-lb. boxes, at a very low and attractive price.

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Are you wanting

Evaporated Apples, Prunes, Apricots, Peaches?

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Wholesale Grocers

HAMILTON, ONT.

THE INVESTIGATION OF THE GROCERS' GUILD

IN THE COURTS AT HAMILTON

The delayed preliminary investigation into the charge of conspiracy laid at Hamilton against the officers of the Dominion Wholesale Grocers' Guild was begun before Magistrate Jelfs of that city on Monday. After three and a half hours' work the proceedings were adjourned for four weeks. Only one witness was called, Mr. J. Stanley Cook, secretary of the Dominion Guild, and he was on the stand during the entire hearing, but most of the time was devoted by the prosecuting attorney, Mr. S. F. Washington, K.C., to reading from the by-laws, minutes and letter books of the guild.

Nothing sensational or even unusually interesting was brought out. Mr. Washington confessed himself ill prepared, having received the books and papers in the case only on Saturday.

The Charge as Laid.

The indictment is as follows: "That Henry C. Beckett (Hamilton), George E. Bristol (Hamilton), John I. Davidson (Toronto), Thomas B. Escott (London), W. G. Craig (Kingston), Joseph F. Eby (Toronto), Thomas Kinnear (Toronto), stand charged that they did in the years 1898 to 1905, in the city of Hamilton, unlawfully conspire, combine, agree and arrange the one with the other, and others of them and with"—then follow the names of all the members of the guild in Canada—"and with the several members during the years aforesaid, of such of the parties aforesaid, as are firms or partnerships; and with the officers and directors during the years aforesaid, of such as are corporations, and with the several officers and members of committees of the Dominion Wholesale Grocers' Guild, and of each of the provincial guilds during the years aforesaid and other persons, firms and corporations at present unknown, to unduly limit the facilities for producing, manufacturing, supplying and dealing in sugar, tobacco, starch, canned goods, salt and cereals, being articles and commodities which are the subject of trade and commerce, and to restrain and injure trade and commerce in relation to such articles and commodities, and to unduly prevent, limit and lessen the manufacture and production of such articles and commodities; and to unreasonably enhance the price of such articles and commodities; and to unduly prevent and lessen competition in the production, manufacture, purchase, barter, sale and supply of such articles and commodities, against the form of the statute in such case made and provided and against the peace of our Lord the King."

What the Guild Says.

Briefly, what the members of the guild say is: "Our organization is for buying, not selling. We have nothing to do with prices. What we say to the manufacturers is 'If you sell to retailers as to wholesalers we cannot continue to do business, therefore if you sell to retailers, do so at the price they would have to pay a wholesaler, otherwise we cannot continue being distributing agents for your goods.'"

Mr. John G. Farmer assisted Mr. Washington. Mr. E. F. B. Johnston, K.C., Mr. Edmund Bristol, M.P., Toronto; Mr. E. H. Ambrose and Mr. Wm. Lees, Hamilton, appeared for the accused.

Throughout the sitting it was quite evident that Mr. Washington was merely feeling his way, and the output was so unexciting that one Hamilton wholesaler slept most of the time he was in court.

"This investigation differs from others in this—that we are prepared to do all we can to facilitate it and furnish readily all the books and papers required," said Mr. Johnston.

E. F. B. Johnston's Statement.

When the case was called the accused were not formally arraigned and Mr. Johnston waived the reading of the indictment. But Mr. Johnston made the following statement:

"We come here to answer as far as we possibly can the very wide and sweeping charges laid against us. We of course say we are not guilty of the violation of any act of parliament or any condition of the criminal code or any part of the common law. I might just state briefly the position we occupy. Our evidence will be directed towards this end: to show that in the association there is no such thing as an interference with the sale of goods. It is a buying institution. There is no rake off as we had in the plumbers' cases. There is no pooling. We simply agree in regard to buying and buying alone, and therein we differ from all other so-called combines that have appeared before the Canadian courts.

"The whole point is that we have agreements with certain manufacturers and we say we will buy certain articles from you at certain list prices. The prices will be fixed by you. We do this on condition that you do not sell to retailers as you will to us, because if you do we must go out of business. You may sell to them, of course, but if you do you cannot look upon us as your distributing agents or as your customers. I take the ground that we are entitled to take the position we have taken. We do not interfere with your selling to anybody, but if you sell to retailers you deprive us of that trade. We hold that our position is thoroughly good in law."

Few More for Company.

Mr. Washington stated that he might want to add one or two names to those already enumerated in the indictment.

"We'll be glad to have them for company," agreed Mr. Johnston.

Mr. Washington said he thought one or two tobacco manufacturers should go in. He then called Mr. Cook.

Mr. Cook is assistant secretary of the Montreal Board of Trade, and the guild seemed to be a sort of sideline with him. He furnished the prosecuting attorney with very little information during his four hours on the stand, and he did not seem to be keeping anything back either. The Dominion Guild is composed of the provincial guilds, in whose hands are the making and enforcing of agreements. Mr. Cook has been the Dominion secretary since 1902, prior to which time no minutes were kept. His predecessor was Mr. J. Edgar Wills, former secretary of the Toronto Board of Trade.

The Guild's Bible.

Mr. Washington held up a small leather-bound book inscribed on the front "Dominion Wholesale Grocers' Guild."

"You produced this book on your subpoena," said he. "What do you call it?"

"The Dominion Guild Binder," replied Mr. Cook. The book comprised circulars issued by the guild to members and was made for adding more.

"Do you happen to know when this guild was first formed?" asked the attorney.

"I have no idea."

"Or who was the first president?"

The witness cudgeled his memory in vain.

"When you took charge?" pursued the lawyer.

Mr. Laporte."

Mr. Washington asked the witness to identify a Dominion Guild letter book produced. It had been used from Dec. 1897 to May 1899.

Guild's By-laws.

Reverting again to the binder, the first pamphlet in which was a copy of the guild by-laws dated January 22, 1903, Mr. Washington asked:

"Have you any by-laws prior to these?"

"Not that I know of."

Mr. Washington read the first clause as follows:

"Membership.

"All members in good standing on the 31st Dec., 1902, of the following local guilds, to wit:

"British Columbia Wholesale Grocers' Exchange.

"Winnipeg Wholesale Grocers' Association (including Rat Portage).

"London Wholesale Grocers' Guild (including Sarnia and Windsor).

"Hamilton Wholesale Grocers' Guild (including Brantford, Berlin, St. Catherines, Guelph).

"Toronto Wholesale Grocers' Guild (including Owen Sound and Collingwood).

"Kingston Wholesale Grocers' Association (Ottawa, Belleville, Napanee, Peterboro', Brockville).

"Montreal Wholesale Grocers' Guild.

"Quebec Wholesale Grocers' Guild.

"Maritime Province Wholesale Grocers' Guild (including the following branches: Nova Scotia, New Brunswick and Prince Edward Island), are hereby declared to be members of the Dominion Wholesale Grocers' Guild."

List of all the Members.

"Have you a list of all the members of the Dominion Wholesale Grocers' Guild?" asked the attorney.

"They are in circular No. 10 in the binder."

"If we want to find out the members who have been in this guild since its inception we will have to look elsewhere?"

"Have no idea who they were."

The officers, it was explained, were Lt.-Col. John I. Davidson, president, and a number of vice, one appointed by each provincial guild. Mr. H. C. Beckett is vice-president for Ontario.

"There are some other officers of the Ontario Guild?" continued Mr. Washington.

Some Things He Didn't Know.

Mr. Cook was not familiar with the provincial organizations.

"You've heard of a price committee?"

The witness admitted he had.

Mr. Cook's apparent lack of familiarity with the details of guild organization and work caused Mr. Washington to read the clause relating to the duties of secretary, but he could not ruffle the equanimity of his witness, who pointed out that he had never been associated with the wholesale trade and was assistant secretary of the Montreal Board of Trde.

"When you took office did the former secretary pass on his documents and papers to you?" asked the Crown's questioner.

"Not a document," returned the witness.

Mr. Johnston—"There were none kept."

"All you know about it are papers in existence since what date?" Mr. Washington continued.

"The close of 1901."

"Have you brought with you all papers since that date?"

"They have been submitted to you."

"The minutes have not been submitted to me."

"They are printed in that book," pointing to the "binder."

Executives That Did Not Arrive.

Mr. Washington read the clauses of the by-laws providing for the appointment of provincial executive committees but Mr. Cook knew nothing about them, and it developed that that portion of the constitution had not been acted upon and that the duties assigned to the executive had been assigned to the subsequently organized price committees.

The principal duties of these stillborn executives were:

"To officially confer with manufacturers on matters concerning the welfare of the trade.

"To arrange with manufacturers of staple lines that no sales shall be made by them to the retail trade at better prices or on better terms than the list prices, and that all such sales shall be charged through the wholesale trade as the proper channel of distribution.

"To arrange that the list prices shall hereafter be known as the prices to be sold at by all wholesalers to the retail trade.

"To arrange that manufacturers and other dealers observe the list prices as fixed by the manufacturers in transactions with the retail trade."

A form of agreement to be signed by manufacturers binding themselves to carry out these ideas was included in the by-laws, and it was stated that copies when signed should be forwarded to the Dominion Guild secretary. Mr. Washington was surprised when Mr. Cook averred he had never received any, but the failure to appoint executives accounted for it.

For New Comers.

Mr. Washington read also these two clauses of the by-laws as follows:

"(20) In cases where new lines of proprietory goods are offered to the trade, each member of the guild agrees to require the seller to enter into an agreement or express a willingness to enter into an agreement guaranteeing the members of the guild a profit, and where such willingness is expressed on the part of the seller the agreement with such seller shall be executed as soon as possible and duly advised to all parties interested.

"(21) Each member of the guild agrees to recommend any seller of new proprietory goods to the members of the executive committee of the province in which such member does business, with a view to protecting the interests of the trade and increasing the business in respect thereof."

Continuing, Mr. Washington read:

Sharing Sugar Expenses.

"(31) Special provincial assessments shall be made from time to time to meet the expenses incidental to carrying on the sugar selling system, also to meet expenses that may hereafter be incurred in carrying out the sales of other articles under systems that may from time to time be adopted by the Dominion or provincial guilds.

"(32) The sugar equalized rates shall be compiled as occasion requires by a duly appointed official of each provincial guild, who shall be paid such annual sum as will reasonably reimburse him for the time, labor and expense connected therewith in preparing the same and promptly advising the trade."

Two Forms of Application.

Mr. Washington then read the two forms of application for membership, one to be used "when applicant is known to be strictly wholesale," the other "when applicant is reported not to be strictly wholesale." They were the same with the exception of the following extra clause in the latter:

"In making the application, beg to state that our business is being carried on as strictly wholesale house and not co-operative concern whose members or stockholders are made up of retail merchants; we are not in any way connected directly or indirectly with any plan or agreement by which our stockholders are to receive dividends on the basis of their purchases."

The membership fee was $250, divided $50 to the Dominion Guild, $150 to the provincial, and $50 to the local.

"Do you as a matter of fact admit co-operative concerns?" Mr. Washington asked the secretary.

"I cannot swear to the standing of any individual firm on the list." Mr. Cook replied.

Board of Trade Man.

"What is your business?" the lawyer asked, a little tartly.

"I am assistant secretary of the Montreal Board of Trade."

"You cannot tell then as a matter of fact whether you allowed co-operative concerns to join the association?"

"The form of application indicates the guild's attitude."

"Did you take in jobbers?"

"I really cannot say."

"Would the jobber be strictly wholesale?"

"Not if he did a retail business."

"Do you know the difference between a wholesaler and a jobber?"

"No. I do not."

Mr. Washington went on to the minutes of the annual meeting held in January, 1903, at which all of the accused were present, and read:

Outsiders Getting Benefit.

"A number of firms outside the guild being at present in enjoyment of the benefits of the sugar arrangement without sharing in the cost, the following resolution was introduced in order to prevent the continuance of this state of affairs:

"Moved by Mr. Carter, seconded by Mr. Blain, and carried:

"'That wholesale grocers using the equalized rate books and not subscribing towards the expenses of the guild, be charged the sum of $5 for each book.'"

Mr. Washington read on about the appointment of a committee, Messrs. Beckett, Cross, Kinnear, Geoffrion and Turner, to see the canners about "the unsatisfactory nature of the contract on which canners sell their goods to the trade," and the appointment of Messrs. Beckett, Blain, Carter, Cross and Turner,

a committee to make an arrangemtnt with the salt manufacturers "which would enable the trade to secure a fair profit."

It was left with the executive of each province, so the minutes stated, to take up the question of an arrangement on Tuckett's tobacco and to see the starch and gloss manufacturers.

Successful With Salt Men.

"It is apparent that your committee was successful with the salt manufacturers," said Mr. Washington as he turned to the next circular, No. 2, which was the agreement signed "between Messrs. R. & J. Ransford, Clinton, the Canadian Salt Co., Windsor, and the Dominion Wholesale Grocers' Guild."

The minutes of the 1904 meeting which Mr. Washington proceeded to disclose related that the committee appointed the year before to effect an arrangement with the salt manufacturers had been successful in securing an agreement for Ontario and it was working well.

These agreements with manufacturers are in intent the same for all. Small ribbon bound volumes containing 21 of them were in the hands of the lawyers, and a volume was put in as evidence. The agreements were with the following manufacturers: Starch, Brantford Starch Works, St. Lawrence Starch Co., Edwardsburg Starch Co., Imperial Starch Co.; syrups, Edwardsburg Starch Co., St. Lawrence Starch Co., Imperial Starch Co., C. E. Colson & Son, Montreal agents for Crosse & Blackwell; Canadian Canners, Ltd., separate agreement with each of the following guilds: Ontario, Quebec, Winnipeg, Maritime, British Columbia; Holbrooks, Ltd, Birmingham; Pacific Selling Co., New York; Bates Mfg. Co., Toronto, regarding mince meat, cheese and Worcester sauce; Neilson, Robinson Chemical Co., Napanee, regarding Beta pie filling; Ontario Sugar Co.; John W. Bickle & Greening, regarding King Oscar sardines.

A Sample Agreement.

To each agreement was attached a list of the wholesale grocers to be sold to under the agreement. The first, between the Brantford Starch Co. and the price committee of the Ontario and Quebec guilds was as follows:

Whereas after consulting with the representatives of the Wholesale Grocers' Guilds for Ontario and Quebec and it appearing to us reasonable and necessary as a protection to ourselves and the wholesale grocery trade and with a view to securing the cordial support of the wholesale grocers and thereby extending our trade.

Now this agreement witnesseth:

1st. That our list prices on lines of grocery starches as manufactured by us for sale to the retail trade shall hereafter be known as the prices at which our goods are to be, and shall be, sold at by ourselves and the wholesale dealers to the retail trade. The same conditions shall apply to any private brands which might be put up for or sold by any house on list "B."

Not to Retail Trade.

2nd. That we will not sell nor will we permit any of our salesmen or representatives to sell or offer to sell to the retail trade at lower prices or on better terms of time and cost discount than those set forth in this agreement.

3rd. That on all orders taken by us or through our representatives from the retail trade we agree to fill all such orders through the wholesale trade.

4th. That we will allow the trade discounts as set forth in paragraphs 6 and 7 to such wholesale firms as are on list "B" attached hereto and hereby agree not to sell at better than list prices any firm or firms claiming to be strictly wholesale unless such firm's name is on the list attached hereto or afterwards added by agreement with the price committee of the Ontario Wholesale Grocers' Guild or Quebec Wholesale Grocers' Guild.

Against Co-operatives.

5th. That we will not sell at better than list prices any buying clubs, or retail co-operative buying organizations or any brokerage or other combinations or any firm claiming to be strictly wholesale unless such firm's name is on the list attached hereto or afterwards added by notice from the price committee of the Ontario Wholesale Grocers' Guild or Quebec Wholesale Grocers' Guild except as provided for under a special agreement with the price committee.

6th. That subject to the conditions as herein set forth our terms on grocery starches to the wholesale trade as per list "B" will be list prices with a trade discount of:

8 per cent. 30 days net or 1 per cent. for cash in 15 days and

7th. Conditional upon the wholesale trade as per list "B" not having sold grocery starches at less than list prices or on better terms of time and cash discount than 30 days or 1 per cent., 10 days, also conditional upon the wholesale trade as per list "B" not having purchased directly or indirectly grocery starches except of Canadian manufacture and conditional upon the other terms of this agreement being strictly observed and lived up to, we will allow a further trade discount payable quarterly of 7 per cent. upon the purchaser signing the declaration as set forth in clause 8.

Wholesale Men's Declaration.

8th. We the undersigned wholesale grocers, having complied with the terms of agreement "A", No. 6, dated the twenty-sixth day January one thousand nine hundred and five, between the starch manufacturers and the price committee of Ontario and Quebec Wholesale Grocers' Guilds, declare as follows:

"We have not sold, nor have we permitted our travelers or salesmen to sell, in the Province of Ontario or Quebec starches to the retail trade at less than current list prices (as issued by the said manufacturers from time to time) or on better terms of time and cash discount than 30 days or 1 per cent. for cash in 10 days. We have not ourselves, nor have we permitted our travellers or salesmen to accept or agree to accept from the manufacturers, parties to this agreement, any inducement in the form of extra discounts, bonuses of free goods or in any other unprovided for way, beyond the trade discounts as set forth in clauses 6 and 7 of said agreement. We have not permitted our salesmen directly or indirectly to take any part in the making up of orders between two or more retailers for direct shipment freight paid, in 10 box lots, nor have we offered or permitted our salesmen to offer to the retail trade any inducements in form of free goods, or other bonuses that would indirectly be equal to a concession in price to the retailer.

"And we are entitled in the terms of said agreement to the discounts agreed upon for quarter ending ——.

(Signed) ——— ———.

Wholesale Grocer."

Special Label Goods.

9th. The undersigned hereby agree that no order for special label goods shall be accepted unless for a bona fide order for one hundred (100) cases or over. Such special label to be provided or paid for by the buyer.

10th. That in the event of it being satisfactorily established to the standing committee of the Dominion Wholesalers' Guild that any wholesale buyer on list "B" attached hereto has in any way violated the selling prices and terms to the retail trade by the giving of rebates, extra cash or trade discounts, extra time without interest or in any other underhand or unprovided for way, or has sold at less than list prices on better terms of time and cash discount to any firm, claiming to be strictly wholesale but not on the list attached hereto, and not direct buyers of starches, we the undersigned agree that upon receiving notice of same from the president of the Ontario Wholesale Grocers' Guild, or president of the Quebec Wholesalers' Guild, to cancel all rebates to which such firm would otherwise be entitled for the quarter ending the period in which such violation occurred and also agree not to sell such firm in future except at list prices and no trade discount allowed until such firm subscribes to an agreement to carry out the terms of purchase and sale as set forth in this agreement.

11th. This agreement to take effect on the twenty-sixth day of January, one thousand nine hundred and five.

(Sgd.) The Brantford Starch Works, Ltd.,

JOS. RUDDY.

Cutting on Tobacco and Sugar.

Continuing with the 1904 minutes, Mr. Washington read that the first item of new business was the recommendation of the Montreal association that a committee be formed to report on the question of cutting of prices on tobacco and sugar. The committee was appointed and reported the form of an agreement to be subscribed to by "all wholesale grocers or direct buyers from the manufacturers."

The preamble runs, "as occasional complaints have been made against some firms or the representatives thereof, of violating the selling agreements on sugar, tobacco and other lines, the selling prices of which are fixed by the manufacturers."

Outline of an Agreement.

The agreement opens with the significant undertaking to draw the attention of all salesmen to it and not to plead lack of knowledge as justification for a breach. Then follows a positive undertaking to adhere to the rules of the equalized rate book for sugar and all agreements with manufacturers. Further clauses provide for the detection of breaches, by employing an inspector if necessary and the subscriber undertakes to show his books if called upon and to share the expense. The penalty for violation of the "sugar agreement" is forfeiture of two months' rebate, and for a breach of the "tobacco and other agreements" either a forfeiture of all rebates or the refusal of the manufacturer to supply goods.

Percentage in the Guild.

"Does your guild include all wholesalers?" Mr. Washington asked the witness.

"Not all."

"What per cent?"

"In Montreal there are thirteen members and three non-members."

"What per cent. in the Dominion?"

"I don't know."

Origin of the Price Committee.

Then the genesis of the price committee was set forth and Mr. Washington read from the 1904 minutes:

"Relations between manufacturers and wholesalers.—On recommendation of the executive of the Ontario Wholesale Grocers' Guild, Mr. T. B. Escott, of London, submitted to the meeting the question of sales by manufacturers or their agents (brokers), to both wholesalers and retailers at the same price—insufficient trade discount allowed the wholesale trade on many lines now handled and on new lines being introduced by manufacturers from time to time—also, the sale by manufacturers at wholesale prices to retail co-operative buying concerns.

"Mr. Escott, on behalf of the executive of the Ontario Guild, instanced many of the evils that now exist—and directed attention to the work that had already been done in communicating with several hundred manufacturers and brokers (manufacturers' agents) requesting from them a statement as to their position between wholesaler and retailer, resulting as follows:

Grocers Knew Better.

"Number of manufacturers who claim to sell to the wholesale trade only—one hundred and sixteen.

"(Of the above one hundred and sixteen who claim to sell to wholesalers only, at least thirty per cent. are known by the trade to sell direct to the retailer at wholesale prices).

"Number of manufacturers who acknowledge selling both wholesaler and retailer at the same price—fifty-nine.

"Number of manufacturers who acknowledge selling both wholesaler and retailer, but who claim to protect the wholesaler by allowing a trade discount to wholesalers only—twelve.

"Number of brokers who sell to wholesalers only—thirty-two.

"(Of the above some are known to canvass and solicit trade from retailers at wholesale prices).

"Number of brokers who acknowledge selling both wholesaler and retailer at the same price—six.

"Number of brokers who claim to sell wholesalers at one price and retailers at an advance—four.

"Mr. Escott reported that while about 400 letters were sent out to manufacturers and their agents, less than 60 per cent. replied.

This Was a Surprise.

The above information came in the nature of a surprise to the meeting, members present expressing appreciation of the work done by the executive of the Ontario Wholesale Grocers' Guild, and instancing cases of well known manufacturers making no distinction whatever between their prices to the retail trade in small quantities and their prices to the wholesaler in larger quantities.

More Measures Taken.

"The meeting was unanimous in the opinion that prompt measures should be taken to protect the interests of the wholesale trade, and a resolution was passed that a committee composed of Messrs. the Hon. Richard Turner, Quebec; Kenneth MacKenzie, Winnipeg; T. B. Escott, London; C. H. Peters, St. John; Mortimer Smith, Halifax, be asked to report on same."

This committee presented a long report, briefly, as follows:

It is a common practice of manufacturers to allow wholesalers a trade discount of 10 per cent. and allowing same to retailers.

The average cost of doing business is 7 1-2 per cent. On at least 50 per cent. of a grocer's turnover the profit is not more than 5 per cent. (instance sugar, tobacco, produce). Therefore the trade discount of 10 per cent. on proprietory lines will not cover the cost of selling.

The minimum wholesale discounts on all proprietary lines should not be less than 15 per cent., with a cash discount of 3 per cent.

Should be Agreements.

Manufacturers and brokers should be requested to sign an agreement that they will allow wholesale trade discounts only to firms named by the Dominion Guild.

Manufacturers who desire to canvas the retail trade themselves to more thoroughly introduce their goods, should place all orders through the wholesale trade, the discount thereon to be 2 1-2 per cent. less than ordinary.

Members of the guild should refuse to handle the goods of manufacturers who continue to sell to retailers at the same price as to wholesalers.

Plan of Campaign.

A plan of r the carrying out of these proposals was the appointment for each province of a price committee with these duties: (1) To arrange with manufacturers the trade discounts to be allowed. (2) To supply manufacturers with a list of the recognized wholesale firms as supplied by the secretary of the Dominion Wholesale Grocers' Guild. (3) To secure from manufacturers a signed agreement protecting the wholesale trade.

Where the price committee concluded an arrangement with a manufacturer of a new line, they were to give him a card of introduction to the trade.

The trade should enter into an agreement not to purchase any new lines of proprietary goods unless such introduction was presented.

Forms of agreements, one for manufacturers, one for members of the guild to insure the carrying out of the scheme, were submitted.

This report was unanimously adopted.

Promised a Search.

Mr. Washington wanted a list of the manufacturers who had signed the agreements. All he could get was the booklet of agreements referred to above. He could not understand why there was no agreement regarding sugar or tobacco, so much having been said and done about them at the annual meetings. Mr. Washington promised to have a search made and furnish everything that could be found.

"Then just to finish up the sugar question," Mr. Washington read a report on sugar sent out on March 4, 1905, by Mr. H. C. Beckett, telling about the difficulties with the Ontario Sugar Co. who were anxious to have the wholesalers handle their output, and had had a good deal of trouble because of the prejudice of the consumer against beet sugar and their own refusal to sell below Montreal refiners' prices. The Ontario Co. agreed to take a lower price, and things were arranged. The letter included a resolution passed at the 1905 Guild annual meeting:

Sugar Resolution.

"Resolved that the members of the Dominion Wholesale Grocers' Guild make it a condition with all refiners that their sugar can only be sold through the members of each provincial guild, provided that each refinery is willing to sell their sugar through guild members in any province where they desire to have their sugar sold.

"It shall also be considered a violation of the sugar agreement for any member of the guild, or any direct buyer of sugar to sell any refined sugar not listed by the properly appointed

(*Concluded on page 28.*)

SOME TYPICAL CANADIAN STORES

The illustration we produce this week is of a store of one of the pioneer merchants of the Great West. It is a surprise to the whole world, the rate at which the great Northwest has gone ahead. In a few years, practically, what was considered a great wilderness has been transformed into a vast domain of civilization.

It is only, therefore, right and proper to give credit where chedit is due, and an eastern citizen who has left his home and friends to pioneer such a country is worth more than mere passing mention.

R. T. Goodfellow, of Prince Albert, Sask., who is a native of Peterborough, Ont., went to Prince Albert in 1879, and was there at the time of the rebellion. In 1886 he started in the grocery and fruit business. About a year ago he moved into his new store. It is a solid brick, and is fitted up with every modern appliance. The stock is very tastefully arranged, and complete and up-to-date in every detail. The store is well lighted, having large plate glass windows on each side, and lighted by electric lights at night. It is situated on one of the principal business corners in the town, and Mr. Goodfellow enjoys a first-class trade, owing chiefly to the fact that he carries only the best goods obtainable.

In conversation with a representative of The Grocer he remarked that he had been a subscriber ever since he started business, and looked forward to the arrival of The Grocer each week with pleasure.

The store of P. H. Currie. A Saskatoon pioneer.

P. H. CURRIE. SASKATOON.

Another illustration shown herewith is taken from the Town of Saskatoon. This town has grown with rapid strides, and is another instance of the progressive spirit manifest throughout the Northwest. From a simple 200 population two years ago, it has rapidly advanced, until at the present time it has about 4,000 inhabitants and still progressing.

P. H. Currie started in business about three years ago in a modest way, making Saskatoon his centre, and immediately met with success, and has progressed with the advancement of the town. He is constantly adding to his premises to make room for increased stock, which he finds it necessary to carry. The store measures 40 x 60 feet.

R. T. Goodfellow, A Western pioneer.

Mr. Currie is a firm believer in the advantage of advertising, and makes use of every opportunity to push forward his trade. The store, too, is a well ordered, well arranged establishment. Mr. Currie makes a special feature of the dry goods department; his idea is that to please the ladies who visit his store, is the whole thing, and to this no doubt is attributable the popularity of his store.

He changes his window display regularly. One week will have a heavy display of the latest groceries, another week canned goods. The special illustration shows one of dry goods, with just sufficient groceries to add variety.

JOHN SLOAN & CO., TORONTO.

On Saturday, the 10th inst., the employees of John Sloan & Co., wholesale grocers, assembled in the office of the company to honor their chief by the presentation of a handsome mahogany office desk and two chairs. The company has just moved into its new quarters, and the occasion was a most timely one. Mr. Charles Parsons, to whom was delegated the privilege of making the presentation, spoke of the high regard held by every one of the employees for Mr. Sloan, and on their behalf read the following address:

Dear Sir,—We are gathered together here to offer you our warmest congratulations on this occasion. Your business has grown and increased to such proportions under your guiding

hand that the old quarters must be abandoned for these more commodious premises. We recognize, sir, that yours is a success unique in the history of business enterprise. Some years ago you entered this very building as one of the employees, to-day you have come here as the moving spirit and master mind of a large and prosperous business ranking among the highest in this great business centre. You have indeed risen from the ranks, step by step until to-day your name is known far and wide as one of our great merchant princes in this the greatest country under the blue dome of heaven and we trust you will allow us to share with you the feelings of elation and pride which must to-day stir within you.

We, also feel that we should not allow this opportunity to pass without expressing to you in some form the great respect we feel for your sterling qualities as a business man and which have contributed the grand success which has crowned your labors. We have always found in you a sympathetic friend, kindly in all your dealings with us, ever considerate of our comforts and interested in our individual welfare.

As a slight and more tangible token of our good wishes, we ask you to accept the accompanying gift which we trust

will add to your comfort in these pleasant quarters we are to share with you, and it is our earnest prayer that the hand of time may rest lightly upon you and that you may long be spared to occupy your place among us and find each succeeding year adding fresh lustre to your eye and more power to your arm.

We assure you, sir, that we have your interests at heart and hope that you may live long to enjoy the success you have so richly deserved.

Mr. Sloan was deeply moved by this manifestation of goodwill from his employees, and in thanking them, spoke of the loyal support and co-operation that his employees had always given him, without which, said Mr. Sloan, the business would not have been what it is to-day. In the year 1868 Mr. Sloan started his commercial life as a boy, at three dollars a week in the same premises he now occupies as proprietor. He well remembers the hard struggles of his early days, filling the offices of salesman, bookkeeper and delivery clerk. He had had his critical moments like most business men, but had come through them all successfully, and had always managed to pay the full hundred cents on the dollar.

The premises into which the firm have just moved is a large imposing corner block at the junction of Church and Front streets, and contains upwards of 20,000 feet of space. It has been remodeled on the latest sanitary and up-to-date principles. The delivery has five separate outlets for the expedition of loading. The office arrangements are such that the business can be carried out with an extraordinarily small amount of running round. In fact Mr. Sloan has concentrated all his experience of what should constitute an up-to-date warehouse.

H. C. Hamelin,

Who has a circuit of department stores in Manitoba towns and is First Vice-President of the Retail Merchants' Association of Western Canada.

THE HAMELIN STORES.

As an illustration of the opportunity for advancement in the "Great West" nothing speaks more plainly than the progress made by many of those who are now leading men in those provinces.

H. C. Hamelin, the Manitoba retailer, is one of such; from small beginnings he has built in Manitoba a rural mercantile business of no mean proportions. Mr. Hamelin has a circuit of local department stores that covers nine towns, and has just purchased the entire stock of Nash, Carson & Naylor, the large Winnipeg retail store, who recently assigned.

In 1892 Mr. Hamelin began business in Manitoba, opening a small general store in Lauder. Developing a good trade, in three years he opened a branch store at Hartney. His enterprise was rewarded, and two years later he established at Melita, and one year after that in Napinka. This brings history down to 1900.

Mr. Hamelin was now fairly committed to his original line of business, and proceeded to develop it year by year, with of course profit to himself. Every successive year has seen a new branch opened, and the Hamelin enterprise is representd at Arcola, Stoughton, Carlisle, Manor and Waskada and no doubt the future will see a development on at least the same scale.

THE INVESTIGATION OF THE GROCERS' GUILD.

(*Continued from page 25.*)

officials of the Provincial or Dominion Guilds."

Some Other Agreements.

Mr. Washington made inquiry about agreements with the MacLaren Imperial Cheese Co., the Malta Vita Co., the E. B. Eddy Co., the Force Food Co., the Peterboro Cereal Co., but Mr. Cook could tell him nothing.

"I understood you to say there was no sugar agreement," said Mr. Washington.

"Yes."

"That surprises me because everything I have read here is full of sugar."

"There's no written agreement."

Back to 1898.

Mr. Washington read a letter of June 25, 1898, from Mr. Beckett to Mr. Bristol, mentioning two sugar agreements.

Mr. Johnston—"There's no agreement up to the present time with the refiners. These were agreements made among the grocers themselves, of which the refiners had cognizance."

Mr. Washington—"I think we will unearth something different later. Give us a little time."

Mr. Johnston—"There is nothing to unearth."

Mr. Washington read from the 1898 letter-book a memorandum of an agreement between the guild and the refiners, which, it was said, had never been carried into effect.

Equalized Rate Book.

Mr. Johnston said he was advised that the equalized rate book was the only thing the wholesale grocers dealt upon with regard to sugar.

"These refiners are working under this system, called the equalized rates system," said Mr. Washington, addressing Mr. Cook. "Is there any other arrangement or agreement with them?"

"Not that I know of."

"How long has this been in force?"

"Something like since '98 or '99."

Mr. Washington wanted to get an understanding of the equalized rates system, but concluded he had better take time to it.

"Who fixes the prices?" he asked.

"The refiners."

"Who changes the prices?"

"The refiners."

"How is it Mr. Beckett sends out the telegrams giving notice of change?"

"He is notified by the refiners and notifies the members of the guild."

"The refiners send out prices how often?"

"Perhaps daily for two or three days, then not for a month."

"What regulates the market?"

"I have no idea."

Magistrate Jelfs wanted to know what affected the price, and the only thing Mr. Cook could think of was the American market.

"That's all the information you have?" asked Mr. Washington, suggestively.

"I'll be glad to answer all further questions," Mr. Cook replied with a smile.

Mr. Johnston—"It's not as sweet as you expected."

Mr. Washington—"Oh, it's sweet enough for me."

"Before we leave sugar, is there any agreement that the wholesalers will not dispute?" he asked.

"Not that I know of," replied Mr. Cook.

Small Profits on Tobacco.

Mr. Washington turned his attention to tobacco.

"Have you any agreement with the tobacco manufacturers?" he asked.

"Not that I am aware of."

"You have an arrangement of some kind?"

"I don't know whether you would term it an arrangement. I think they support the trade in trying to get a profit on their goods."

Mr. Washington produced a draft of an agreement with Mr. Wm. Macdonald.

Mr. Cook stated that the tobacco manufacturers fixed their prices arbitrarily, and the wholesalers sold it at an advance of 5 per cent.

Mr. Washington would scarcely believe it. "They're not in business for their health," he commented.

It was stated by Mr. Beckett that the wholesaler paid his own freight and the retailer's, and the net profit was 3 1-2 per cent.

Penalties Exacted.

Mr. Washington then wanted to know if any penalties had been enforced, and when Mr. Cook knew of none, reminded him that Davidson & Son, of Quebec, had been fined $100 for a mistake of their traveler at Edmonton.

Mr. Johnston objected that the defendants were not responsible for what was done by the Maritime guild. The magistrate agreed with him, but Mr. Washington thought it was evidence of conspiracy.

"Were not efforts made," continued Mr. Washington, "by the guild or any of its officers to prevent refiners from selling to persons other than members of the guild?"

"Not so far as I know," replied Mr. Cook. "Our efforts were confined to asking them not to sell to people not in the legitimate wholesale trade."

The investigation will be resumed on Monday, March 12, with the understanding that it will be then continued daily until concluded.

Wholesaler's Statement.

The following statement taken from a brief prepared by a wholesaler for the lawyers, shows pretty clearly the guild's point of view:

Re cost of doing business—The acknowledged cost of doing business, that is, the expenses, travelers' salaries, and warehouse expenses in connection with the grocery business, averages from 7 per cent. to 8 per cent. on the total sales. Six per cent. of the business of the wholesale grocers is in proprietary lines upon which the selling prices have been fixed by the manufacturers, the margin allowed by the manufacturers varying from 4 per cent. upwards, but the average gross margin allowed by manufacturers on two-thirds of the wholesale grocery business is less than 5 1-4 per cent, clearly demonstrating that on every 60 per cent. of the business done by the wholesale grocer, the margin of profit is not within 2 per cent. of the cost of doing business. In other words every wholesale grocer in Canada to-day is losing from 1 1-2 per cent. to 2 per cent on 60 per cent. of the business he is doing.

This is a very strong point and should clearly demonstrate that prices are not unduly enhanced by the guild, the wholesale grocery trade, or through any negotiations the wholesale grocery trade have had with manufacturers.

BUSINESS PERSONALS.

Mr. T. E. Owens, of the Bloomfield Canning Company, passed through Toronto on his way to the canners' convention at Atlantic City, U.S.A.

Mr. A. H. Brittain, Montreal agent for the Atlantic Fish Company, is visiting Toronto, Hamilton, and other western points on business at present.

Mr. C. J. Gibson, representing H. W. Nelson & Co., woodenware manufacturers, Toronto, has left for the Maritime Provinces, which he will cover in the interest of his firm.

Mr. G. V. Hastings, Winnipeg, manager of the Lake of the Woods Milling Company, Limited, and Mr. Kelly, the company's head miller at Keewatin, are in the city at present.

Mr. C. Giltrap, of the Natural Food Co., Niagara Falls, N.Y., and the Canadian Shredded Wheat Co., Limited, is in Montreal this week, arranging for the demonstration of the company's products at the Carsley Pure Food Exhibition, now open.

Mr. T. J. Fead (Jack), a familiar figure to the wholesale and retail grocery trade of Canada, and who during the past few years has represented some of the leading eastern coffee and spice houses, has left the road owing to poor health. Mr. Fead left Montreal for Innisfail, Alberta, where he hopes to regain his health through active outdoor life. Mr. Fead has always been a strong admirer of The Grocer, and during his many years' travels through the land has looked for and read it with interest and profit. The Grocer wishes him speedy recovery.

Mr. A. E. Landry for the last three years with Hudon, Hebert & Cie., wholesale grocers, Montreal, is now with the National Cash Register Co., Dayton, Ohio, representing that company in East Montreal. Mr. Landry, as salesagent for this division of the Metropolis, brings to his new employers an experience of over 13 years in the district among the grocery and purveying trade, as previous to joining the traveling staff of Hudon, Hebert & Cie. he was for 10 years covering the same territory for N. Quintal & Fils., Montreal.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Bode's Gum Co., Montreal.
Canadian Shredded Wheat Co., Niagara Falls Ont.
Cowan Co., Toronto.
Imperial Biscuit Co., Guelph.
Jacob, W. & R., & Co, Dublin, Ireland.
McLaughlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co, Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Grauby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps James, & Co, London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk and Canning Co Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Adson Coupon Co., Indianapolis, Ind.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Dougaty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto
Gibb, W. A., & Co, Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
American Pure Food Co., Montreal.
Egg-o-See, Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co. Goderich.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Sutcliffe-Muir Milling Co., Moosomin.

Grocers—Wholesale.
Balfour & Co., Hamilton.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Major, S. J., Ottawa.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Grocers Engineering Co., London, Eng.

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fittings.
Fletcher Mfg. Co., Toronto.
Walker Pivoted Bin & Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Crain, Rolla L. Co., Ottawa.

Malt Extract.
Sleeman, Geo., Guelph, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Fellowes & Fellowes, Montreal.
Gorham, J. W., & Co., Halifax, N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McLauchlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co. Toronto.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.

Mince Meat.
Capstan Mfg. Co, Toronto.
Clark Wm., Montreal.
Fearman, F. W., Co, Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co, Montreal.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Ozo Mfg. Co., Montreal.
Patersons—Rose & Laflamme, Montreal
Snaut Co.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
James' Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Potatoes.
Hannah, R. W., Toronto.

Poultry and Cattle Food.
Bate, H. N., & Sons, Ottawa,
Myers' Royal Spice Co., Niagara Falls, Ont

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Dominion Salt Agency, London, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
Duncan Co., Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Kenney, T., & Son, Halleron, Que.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co, Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Assn.
Chase & Sanborn, Montreal.
Codville & Co., Winnipeg and Brandon
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Assn.
Salada Tea Co., Montreal and Toronto
Minto Bros., Toronto.
Mokara Mills, Montreal.
Todhunter, Mitchell & Co., Toronto.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Washing Compound.
Fairbank, N. K. Co., Montreal.
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Wines, Liquors, Etc.
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Woodenware.
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BUSINESS DEBT TO EDUCATION.

How many Ontario business men have not calculated their debt to the Ontario Agricultural College and Experimental Farm?

The measure of it is the benefit the college and farm have been to the farmer. Take one example. Mandscheuri barley was introduced from Russia by the college in 1889. Fifteen years have shown the yield to be 9.3 bush. per acre over that of the common six-rowed variety. The average annual acreage under barley since 1882 has been 633,290 acres. During the ten years since 1895 the average yield, due to Mandscheuri, has been 4½ bushels an acre greater than during the ten years prior to 1895. At fifty cents a bushel, the increased return to the farmers of Ontario has been, and is, $1,425,000 each year.

That is but one instance of what has been done in the department of field agriculture. Similar work is being done with wheat, oats, peas, rye, grasses, and roots.

Animal husbandry is another department. There the domestic animals, instead of cereals, roots and grasses, are the subject of study and experiment, and the importance of it is plain in the light of the fact that eighty per cent. of all crops grown in Ontario is fed to live stock.

The great work of the college in improving the quality of Ontario dairy products has been of inestimable value to the province, but there is in the dairy department another line of activity not so much heard of—increasing the productiveness of the cow. The average Ontario cow gives less than 3,000 pounds of milk a year. The college by careful selection and proper feeding has built up a grade herd of which in 1904 sixteen cows gave more than 6,000 pounds each.

The culture of fruit, flowers and vegetables is studied in the department of horticulture. How to increase the productiveness of the soil is the study of the department of bacteriology. The poultry department has shown the agriculturist how to treble the value of his poultry products. Soil cultivation and drainage, all with a view to increased productiveness, is the care of the department of physics.

The department of chemistry investigates the suitability of Ontario's soil and climate for the production of untried wealth producers. It demonstrated that sugar beets could be grown here profitably, and the output of beet sugar in Western Ontario last year was over 22,000,000 pounds.

Last year this department demonstrated that fourth-grade Northwest wheat flour made bread just as good, just as palatable, just as nutritious, as first-grade wheat flour, and just as much of it, though a little darker in color.

Preventive agriculture might be said to be the business of the departments of botany and entomology. The former studies weeds and fungus growth, and how to prevent them; the latter deals with destructive insects and how to combat them, giving instruction not only at the college but by a bulletin system to agriculturists all over the province. Millions of dollars are lost to the farmers yearly by insect depredation, and this work of prevention is proportionately important.

The ultimate result of each of these varied educational activities is to increase the purchasing power of the Ontario farmer. To the business interests of the province and Dominion that means increased life and growth, for great as has been the development of manufacture and arts in Canada, the backbone and nerve centre of our industrial prosperity is, and must continue to be, agriculture.

Every business man should be an active supporter of the college at Guelph. Every commercial traveler should be its advance agent, should familiarize himself with its work and achievements, and be able and anxious to talk it up among his customers who, though a stage nearer the farm, may not have realized the worth and importance of the college work.

Sir Wm. Macdonald has splendidly realized the business man's responsibility in regard to education. At the Guelph Macdonald Institute 360 girls were in attendance last year in the domestic science department. In a province where 90 per cent. of the women do their own work the importance of this education will not easily be overestimated. The other studies in the institute are manual training and nature study, both of great practical and educational advantage.

BOARD OF TRADE REVIVAL.

Unprecedented interest by the members characterized the annual elections last Friday of the Toronto Board of Trade. It bespeaks a reawakening of the captains of business to a realization of the value and importance of the board. Boards of trade should exert a marked influence upon the industrial and social activities not alone locally but throughout the Dominion. This revival in the Toronto board should stimulate members of boards of trade everywhere to greater activity and usefulness.

Some idea of the Toronto board's scope may be gathered from the address of the retiring president, Mr. J. D. Allan. He enumerated as among the matters dealt with during the year, special railway rates for a traders' week, trading stamps and their abolition, taxing commercial travelers, Government redemption of worn and mutilated silver, Toronto's grant of $200,000 for the new general hospital, trade with France, preferential trade with Britain, technical education.

Boards of trade everywhere might very greatly assist in improving municipal conditions and solving difficult municipal problems by applying to them the united business acumen of the community. Especially in the larger towns and cities men of business are loth to enter heartily into the management of the community's affairs. The result is that these affairs are left to men of very inferior capacity, and inevitably things go badly. A revival among boards of trade would be a very encouraging development.

If Mr. Allan's interest in technical education could become general among board of trade leaders, industrial interests and the industrial classes, and through them every business interest throughout Canada, would benefit greatly.

WHAT ARE TRADE COMBINES?

What section 520 of the Criminal Code relating to trade combines, so-called, covers is of vital importance to the whole trading community and the people of Canada generally.

In these days of strenuous business competition when every trading concern is endeavoring to get as much of its particular trade as possible and to extend its business in every possible way, it seems unfortunate that what is or is not a trade combine within the meaning of the Criminal Code cannot be clearly defined, and that it must be left to the interpretation of a judge or jury or Court of Appeal, in each case, to say whether the acts or agreements or arrangements made by different people in connection with any particular trade do or do not amount to a trade combine so as to be a criminal offence.

It is unfortunate in the interests of trade that what one man or judge considers to come within the Criminal Code another judge equally honest may take an entirely different view. It seems furthermore a great difficulty that the whole of a trade must be investigated by a judge who has had no experience whatever in that business and that such judge must in the final result say whether or not the people who are conducting that business have been guilty of a trade combination or not.

It would seem to be to a large extent a business proposition rather than a legal proposition. Take, for instance, the wholesale grocery trade. For years the distinction between a wholesaler and a retailer had been carefully observed by manufacturers and the manufacturers sold practically exclusively to the wholesaler. With the advent of the departmental store in certain cities came a change and the wholesalers suddenly found that the manufacturers instead of selling as they had hitherto done, through the wholesale trade exclusively, and thereby enabling the wholesaler to get a living profit on the business they did, were selling not merely direct to the large departmental stores but also to the cream of the retail trade, and in that way leaving for the wholesale trade only the smaller retail stores and particularly such retail stores as of necessity had to be carried financially and had to sell on credit, while the cash business of the country was going into the hands of the departmental stores and a few city retailers.

The wholesale grocery trade, finding this state of facts to exist and to be extending, and finding the existence of their business as wholesalers vitally threatened, finding further that the small retailers who served so well the largest portion of the public that cannot afford to pay cash for their groceries as required by the departmental stores were being gradually crippled and in some cases ruined, urged on certain manufacturers that the time-honored distinction between the wholesalers and retailers should be strictly observed, and that the manufacturer should not deal direct with certain retailers and thereby give a certain portion of the retail trade a preference over the other portion enabling the retailers to whom such preference was given to ruin their less-favored fellow retailers.

It has never been questioned that a manufacturer has a right to manufacture or not, that he has a right to sell his goods or not, that having a right to sell his goods he may adopt such method of sale as he considers to be in his interest. The wholesale grocery trade have always recognized this right in the manufacturer, but finding the trade in the state it was and is, they have been compelled as among themselves for the protection of the trade, to ask manufacturers to choose between selling to strictly wholesale people or not doing so, and selling any way that the manufacturers pleased.

In many instances, the manufacturer on reflection has been only too glad to choose the wholesale trade of the country as his selling agent on a fixed basis at a reasonable profit for the reason that by so doing he was able to put his goods in the hands of the consumer cheaper than he had hitherto been able to do.

It will be readily seen that if manufacturers were to wipe out the wholesale trade of the country and force everybody into the retail business, such manufacturers would have to deal direct with retailers and would as against other competing manufacturers have to have a traveller for their own particular article of trade. As matters now exist, the wholesale grocer is able through his travellers to present 50 or 100 different articles of trade just as cheaply almost as the manufacturer could one, so that the wholesaler is able to divide the expense of bringing the manufacturer's goods to the attention of the retailer and to sell same to the retailer at a much less expense than the manufacturer could by any other method. In this way, therefore, the manufacturer has been able to reduce his price, the wholesale trade have received a uniform commission as selling agents, the retailers have been able to compete on a fair basis all alike, and the public has obtained its goods cheaper than heretofore.

The criticism is sometimes made that because one retailer can buy as large an order as some wholesale houses, therefore the retailer should get from the manufacturer the same prices as the wholesalers do. The far-reaching effects of this to the manufacturer, to the wholesale trade and the small retailers and the public is lost sight of.

It is not a case of the extent of the purchase that makes the distinction between the wholesaler and the large retailer, but the entirely different class of business done by a wholesaler and by retailers. The retailer deals direct with the consumer; the wholesaler as between himself and the retailer never does so. If he did, he would be doing the same thing to the retail trade that the manufacturers were a short time ago doing to the wholesale trade by selling direct to certain retailers.

The wholesaler, whom the manufacturer recognizes as such, sells only to the retailer, large or small, and the retailer, large or small, deals direct with the consumer. The wholesaler, as compared with the retailer, has usually a large capital invested in his business, he must carry a very large stock of all kinds of groceries as compared with the average retailer, he must have an extensive staff of travellers to go all over Canada or the greater portion of it, which involves in itself great expense and which enables the small retailer in all the towns and villages of the country and in many cases in cities to get along with a small capital and a small stock; the wholesaler assists and carries the average retailer in the small

ONE HINT WORTH THE SUBSCRIPTION.

The following is an extract from a letter just to hand:

"If you have a spare D.G.R., one of your late numbers, you might mail it to Mrs. ——, ——, Ont., as I think you will get her for a subscriber. Her husband has bought her mother's grocery stock, and he takes THE CANADIAN GROCER, and says that it is well worth the price; that sometimes just one hint is worth more than the subscription."

Mrs. —— is the milliner at ——.

towns and villages and in many cases in the cities by giving him certain credits, by having the necessary capital to carry him in hard times, and by being able to supply the wants of such retailer at any time by telegraph or telephone, thereby enabling the retailer to carry on business with a minimum stock and to keep his stock fresh and new and thereby giving the great mass of consumers a better service and a better and cheaper supply of goods than can be done by any other method.

To allow a few retail departmental stores, by buying direct from manufacturers at the same price as a wholesaler, to absorb all the cash business of the country and to leave the wholesale trade to sell to the retailer, who has to deal with the average man who wants his groceries, as and when he needs them from day to day, and as he is only paid at stated periods, must have credit from week to week or month to month, was manifestly unfair to the wholesale grocery trade, nor was there any reason to suppose that although such stores have bargain sales and consumers occasionally for advertising purposes got staples at less than they do from the average retailer, that such state of facts would continue when all the small retailers had been crippled and the process had gone on till practically all the wholesale houses had really become retail or gone out of business. Once that state of facts was brought about, as the wholesale trade felt sure the necessary outcome would be, the manufacturers would be bound, as indicated, to deal direct with the retailer at a very much greater expense than the manufacturer is put to to-day to place his goods through the medium of the wholesale trade.

By what has been done, it seems clear that the public as a whole are getting their goods cheaper and better and more easily than would be the result of compelling a change in the whole business fabric of the community, and from what would appear, so far as the wholesale grocery trade is concerned, they seem only to have been doing what reasonable men should do and have a right to do for the protection of their own business in any community.

If the question of quantity to be purchased were to be the determining factor on price in every case by manufacturers, then the large wholesale houses among themselves could readily crush out the smaller ones. For instance, a house buying $1,000,000 of sugar a year could practically crush out a small wholesale house that only dealt in $250,000 of sugar every year. The distinction therefore as to price should not be made by the manufacturers on the quantity purchased, but should be made as it has been made for centuries, as between whether a man is a retailer or a wholesaler or consumer, and the different rights and obligations of the various branches of trade to the public should be fairly and equitably considered and dealt with.

That a manufacturer can choose one or more wholesale firms to act as his selling agents on terms to be fixed by the manufacturers has never been disputed. That the wholesale trade of the country finding their existence threatened should ask the manufacturer not to choose some wholesalers but to treat all legitimate wholesale houses alike and observe the ancient distinction between wholesalers and retailers seems a fair and reasonable proposition.

WRAPPING CHEESE FOR EXPORT.

The reports received by the Department of Trade and Commerce, at Ottawa, contain much that is instructive and interesting, and which, if acted upon by the particular industries referred to from time to time, cannot fail to be of immense value in building up our foreign trade.

In one of the most recently published reports, mention is made by Mr. McKinnon, the Bristol commercial agent, that the Canadian cheese sent to that market was encased with an inferior quality of cloth, and in consequence much dissatisfaction was rife.

The cloth, instead of leaving the cheese easily and in one piece, adhered in many places, greatly disfiguring it, and in some cases to such an extent that it could not be displayed in the retail store window.

It can be easily seen that this is a serious feature, and one which will work to the disadvantage of Canadian cheese generally. British buyers are particular buyers, and a few complaints like this from their retail store customers will soon make itself felt by the wholesale brokers hesitating to handle Canadian cheese, or doing so at lower rates.

In dealing with one specific case, Mr. McKinnon had the cloth removed, washed, dried, and weighed, and it turned the scale at only two ounces. This, we understand, is not sufficient to properly protect the cheese, and it is strongly urged by Mr. McKinnon that a much heavier and stronger cloth be used.

COMPRESSED TEA EXPERIMENTS.

The U. S. Department of Agriculture is reported to be experimenting in compressing tea into small tablet form for army uses. It must not be supposed that this is anything new by any means. This idea has often been exploited, but in every case at loss to the experimenter.

It is done to a small extent in both China and Japan, generally for special occasions, and then not so much with an idea of success as on account of custom.

The idea was thoroughly exploited in England some years ago. A company was organized, expensive machinery installed, and everything done to carry the idea to successful issue, but to no purpose.

The process of compression was found to work so disastrously with the leaf that it was almost impossible to obtain even moderate results when brewed. Samples were sent to nearly every firm or institution likely to be interested, but it was found impossible to create any interest.

The article was offered on the Canadian market, but dealers here found, as others had, that it was an unsatisfactory product.

PROFIT BY MISTAKES.

It is said that we do not profit by the experience of others, that only out of our own experience come the lessons which experience impresses upon us, says an exchange.

In making plans for 1906 give some time to thinking over the weak spots in your record for 1905. Strengthen those places if you can. Do your best at any rate.

Perhaps you fell down on the selling end of your business, or made some mistakes in buying. And after that was said and done maybe you did not clean the collections up as you should.

Some of those mistakes you may not be able to correct. It may be that conditions were to blame fully as much as yourself.

But it is well to face the actual condition, and in making its close acquaintance to be prepared to meet it right should it ever arise again.

MODIFIES HER POLICY.

The Australian Government has yielded to the strong remonstrances of the Canadian trade agents in Australia, D. H. Ross and J. S. Larke, and has modified its policy of adding the freight to the value of importations for duty purposes, which had the effect of discriminating against Vancouver and in favor of New York.

THE SUGAR TARIFF BEFORE THE COMMISSION AT OTTAWA.

At the concluding sitting of the Tariff Commission at Ottawa on February 8 some very drastic and sweeping assertions were made by Mr. Robert Anderson, manager for R. Crooks & Co., importers, Montreal, with regard to the profits made by the Canadian sugar refiners under the existing tariff. The substance of his remarks was as follows :

Protection Exceeds Revenue.

"The people of Canada are paying annually as toll to the sugar refiners, in straight protection, nearly $2,000,000 over and above legitimate profits (7½ per cent.), taking the net protection over profit in the general tariff at 45 cents, and in the preferential tariff at 65 cents per 100 pounds, which by rights should be increased revenue to the Government for the good of the people at large." And as the duty collected on all sugar last year was $1,671,177, the Government were giving the refiners $300,000 more than they were collecting from them in revenue. "That surely," said Mr. Anderson, "is not the teaching of good political economy. It is like a man stinting his family to give his substance to charity, but you do not even get any popularity." The advantages quoted for the Montreal refiners were even greater for those at Vancouver and Halifax, where they were getting fabulously wealthy from taking advantage of the freight rates. How could the tariff be revised for the good of the country, and not simply to enrich a few men already millionaires ? By increasing the duty on raw and leaving the present duty on refined the Government would be taking the safest course to get an increased revenue and benefit the consumer, and at the same time give the importer a helping hand.

Increase Duty on Raw.

"I would propose that the duty on raw sugar should be advanced 25 cents per 100 pounds, raising the minimum rate on 75 degrees from 40 cents, as at present, to 65 cents per 100 pounds, and advancing 1½ cents per degree to make the duty on 100 degrees sugar not above the established Dutch standard color limit, $1.0250, against the present rate of 77½ cents per 100 pounds."

That change, Mr. Anderson said, would amply protect the refiners and increase the revenue by $600,000 a year. He had no objection to helping an infant industry by protection, but the refiners had "grown to a ripe old age, nursed and reared in the lap of protective luxury, and are to-day coddled with a greater wealth of protection than they ever enjoyed."

As to the beet sugar industry, it got the full benefit of the enormous protection given to the Canadian refiners, and if the beet sugar industry did not flourish it ought to, otherwise it had no right to exist. Moreover, in Ontario it receives a Government bonus ; besides, an increased duty on raw would help it.

The Grocers' Guild.

Mr. Anderson gave this description of the working of the Wholesale Grocers' Guild : "The refiners bill the sugar to the wholesale grocers at the selling price to the retail buyer, then at the end of sixty days, when the wholesaler certifies that he has maintained the guild selling prices, he gets a rebate from the refiner of 5 per cent., 1 per cent. of which the wholesaler has given to the retailer as discount for cash settlement, the wholesaler retaining 4 per cent. as his gross profit."

Whether the selling agreement was lived up to by the wholesale grocers or not was another question, but they got their discount from the refiners just the same.

The guild agreement had resulted in stable prices, and was the wholesale grocers' salvation. If a combine was found to exist between the refiners and the wholesalers, it would not be practicable to put sugar on the free list, but a uniform duty of, say, one cent a pound should be put on all sugars of whatever kinds or grades. Mr. Anderson concluded by urging that cane sugar syrup, guaranteed free from glucose, be put on the free list when imported direct from Great Britain or her colonies.

Will Stand by His Words.

Sir Richard Cartwright said he gathered from the witness that the taxation on the people in connection with sugar was $4,000 000, of which about $1,700,000 went back to revenue, the balance of two millions or so going into the refiners' pockets. Was witness prepared to stand by that ?

"I am," emphatically replied Mr. Anderson.

"It does not materially differ from my own opinion," observed Sir Richard. "Take the present market, if the duties were removed, how many pounds of sugar could you sell to-day for a dollar ?"

"It would be more like forty pounds for a dollar—2½ cents per pound."

"The present quantity is twenty pounds."

"The ordinary retail grocer would get twenty pounds for a dollar."

"Well," replied Sir Richard, genially, "I am in accord with what you have said."

Mr. Anderson asked that if the refiners made any reply to him it should take place publicly.

The Refiners' Views.

The Canadian Grocer called upon the Canada Sugar Refining Co. and the St. Lawrence Sugar Refinery to obtain an expression of their views. Mr. Ed. W. W. Parker, secretary of the Canada Sugar Refining Co., Limited, stated, as he had done through the press, that "with all due deference to Mr. Anderson's elaborate statements on the sugar duties and their effect, it would be a matter of considerable time to follow his deductions and calculations." Mr. Parker further stated that without going into the details of the case, the conclusions Mr. Anderson had arrived at were certainly misleading despite their plausible rendering and intimated that at the proper time the case of the refiners will be clearly and satisfactorily presented.

To The Canadian Grocer Mr. Theo. Labatt, vice-president of the St. Lawrence Sugar Refinery, stated in substance : "Mr. Anderson's report is too elaborate for a reply in detail in an offhand way, and as it is our intention to reply to it explicitly it will take some time to do so. In the meantime we can assure you already now that his deductions are quite wrong and misleading."

BUSINESS NOTES.

Abraham Ferst, grocer, Montreal, Que., has been burnt out.

G. T. Chapman, general merchant, Arrowhead, B.C., has been burnt out; partially insured.

The dwelling, shop, tools aod contents of the buildings occupied by Amos W. Bridge, churn manufacturer, at Westbrook, were destroyed by fire on Feb. 5.

The St. Croix Soap Co. are planning to make some extensive improvements and enlargements in their factory this coming Spring. The increase in the sales of Surprise Soap has been such as to make this enlargement necessary in order to take care of the business.

T. L. Newburn, manager of the Calgary branch of the James Turner Company, wholesale grocers, of Hamilton, was in Edmonton on February 1, and has secured options for warehouse sites on Third, Fourth and Seventh streets. He states that the firm will commence building as soon as a site is definitely located.

The appeal of the Canadian Canning Company against the British Columbia Government's method of assessing the company's output of salmon was dismissed by Mr. C. G. Major, judge of the Court of Revision and Appeals. This appeal was a test case on which it was agreed should rest the fate of the appeals of nineteen canneries on the Fraser River against what the owners term an inequitable method of assessment.

Leon Vanhavrebeve, representing the Belgium Packing Company, met the council of the Board of Trade of Lethbridge, Alta., and laid before it a proposition to establish a big packing plant there. His company have for years been operating in the Argentine republic and are now desirous of opening a branch in Canada. They would require, in addition to a big plant, 10,000 acres of lands to hold stock. The council enthusiastically endorsed the project and Mr. Vanhavrebeve thinks there is every probability of the industry being located there. He is submitting all details to the president at Brussels, who, if he approves of the plan will arrive in a few weeks to begin operations.

ORIGIN OF THE COMMON MATCH.

In 1827 John Walker, a druggist in a small English town, tipped a splint with sulphur, chloride of potash and sulphide of antimony, and rubbed it on sandpaper, and it burst into flame. He had invented the first friction match. In a few years phosphorous was substituted for antimony and it could be lighted without the sandpaper upon which to rub it. The present consumption of matches averages five a day for each person.

Mr. Baker, of the Homestead Canning Co., Picton, Ont., was in Toronto on Thursday en route for Winnipeg.

BUSINESS AND ASSOCIATION MEETINGS

The Editor will be glad to receive reports and notices of any business meetings of interest to the readers of THE GROCER— short, gossipy and instructive.

TORONTO.

There was a record attendance at the annual meeting of the board of trade, which took place in the rotunda of the Baard of Trade Building, on Friday, 9th inst., and keen interest was evinced, not only in the elections, but in the proceedings throughout. All the signs indicated that the association has taken on a new lease of life, and that the ensuing year will be one of activity and of good work accomplished.

Mr. Peleg Howland,
President Toronto Board of Trade.

The election of the president, vice-presidents, and treasurer, by acclamation, naturally detracted somewhat from the interest of the campaign, but, nevertheless, the struggle for the remaining offices was quite spirited.

The general meeting was called at 3.30, and the retiring president's comprehensive review of the year's work was followed with close attention.

Mr. Peleg Howland, the president-elect, was introduced to the meeting, and was given a warm reception. In the course of his remarks he declared that, with the executive chosen to assist him, he could not see how it was possible for the board of trade not to make progress during the coming year. The board had in the past been subjected to criticism from within and without, some of it, perhaps, deserved. It had, however, a record of usefulness that the city and country might well feel proud of. With the co-operation of the general members, that career of usefulness would go on.

The Officers Elect.

The officers for the ensuing year are as follows: President, Peleg Howland; first vice-president, R. C. Steele; second vice-president, R. J. Christie; treasurer, J. W. Woods; secretary, F. G. Morley; council of the board, James D. Allan, Hugh N. Baird, C. W. Band, W. F. Cockshutt, M.P., John F. Ellis, W. J. Gage, S. Wellington Hay, J. D. Ivey, Thomas Kinnear, Joseph Oliver, A. T. Reid, A. F. Rodger, James Ryrie, J. P. Watson, C. W. I. Woodland; board of arbitration, A. Cavanagh, W. L. Edmonds, John Firstbrook, Thos. Flynn, J. N. Hay, F. C. Jarvis, W. D. Matthews, Marshall MacGregor, J. C. McKeggie, D. Plewes, W. M. Stark, D. O. Wood; representatives on Industrial Exhibition, S. E. Briggs, Marshall H. Brown, George H. Gooderham, A. Burdette Lee, Noel Marshall; harbor commissioners, J. H. G. Hagarty and J. T. Mathews.

Retiring President's Address.

In his address, the retiring president, Mr. J. D. Allan, referred to the progress and continued growth of the city, reflected in the assessment commissioner's report, which showed the total amount of assessment for the year 1906 to be $109,195,316, an increase over 1905 of $20,376,245. In this connection he pointed out that as 1906 was the first year in which the business tax took the place of the personal tax, it was gratifying to note the relation of the two systems of assessment, as bearing out the contention of the board of trade that, while doing away with an inequitable and inquisitorial system in the replacing of the personalty by the business tax no impairment of revenue would occur.

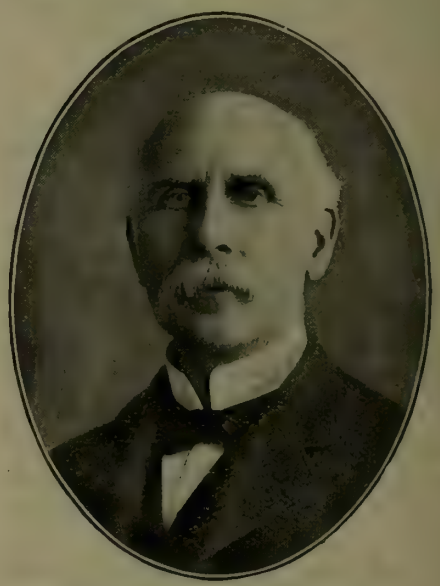
Mr. R. J. Christie,
2nd Vice-President Toronto Board of Trade.

The customs duties collected at this port for 1905 were $9,524,610, which is evidence in a marked degree of the increasing growth of our city's trade and her ever-growing importance as a distributing centre. This is further emphasized by the returns of the clearing house, which for the year reached the sum of $1,047,490,701, an increase of 25 per cent. over 1904, and about one-third of the total business transacted in the clearing houses of the eleven cities of Canada in which they are established.

BRITISH COLUMBIA.

Cranbrook, Jan. 31.—The eighth annual convention of the associated boards of Eastern British Columbia convened here to-day. Twenty-three delegates were present, representing nine boards from Greenwood to Fernie. G. O. Buchanan was elected president for a fifth term, and A. B. MacKenzie, Rossland, secretary. The convention at the afternoon session discussed the Dominion Fruit Marks Acts, which will prevent the importation of diseased fruits from Washington and elsewhere and the exportation of bad fruit. A resolution of approval was passed unanimously. Members propose introducing a resolution in connection with a bill before the British Columbia Legislature by Hon. R. F. Green preventing the export af unmanufactured timber from the province. East Kootenay men declare that millions of ties and mining props go into the prairies yearly, and the passage of the law would close down hundreds of lumber camps and cause much distress.

Additional resolutions were passed asking for a duty of 30 per cent. on spelter and zinc sheets, preservation of forests from fire, geological surveys of mineral camps of West Kootenay, the immediate construction of a C.P.R. branch between Gerard and Arrowhead, the appointment of additional fruit inspectors, claims to be re-established at noon and not at midnight, survey of lands for attracting immigrants, setting aside one-eighth af all public lands for public and technical schools. The School Act met with censure; a resolution as to the Great Northern excessive freight rates on the Kaslo and Slocan Railway was withdrawn, the matter being referable to the lieutenant-governor, who has absolute power to fix any rate he thinks fit, the railway being wholly provincial.



Mr. T. Kinnear,
Member of the Council, Toronto Board of Trade.

If grocers gave advertising the consideration they give competition they would never feel competition.

INQUIRIES FOR CANADIAN TRADE.

The following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries, with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

75. A Leeds produce importer would like to get in communication with Canadian houses exporting the finest grades of butter, cheese, ham and bacon and tinned meats.

78. A Hull produce merchant desires to extend his trade in Canadian goods, especially apples, tinned fruit, bacon and ham.

79. A Hull firm of produce importers desire to get in communication with Canadian sellers of butter and eggs.

83. A Leeds fruit importer desires to get in communication with growers of Canadian apples and pears to contract for next season's output.

84. A Leeds fruit importer desirous of dealing in Canadian apples instead of American fruit, desires during the early Spring months to get in direct communication with Canadian growers and dealers in first-class trade.

85. A Leeds fruit importer desires to get in touch for 1906 with shippers of large quantities of Canadian apples of medium quality.

86. A Leeds firm desires to make early arrangements with Canadian growers for large quantities of apples.

87. A Leeds produce merchant desires to extend his business by buying Canadian apples and pears instead of American, as hitherto dealt in.

88. A large firm of fruit importers are desirous of making arrangements during the early Spring months for large quantities of apples and pears from Canada, either on commission or for cash.

90. A large firm of Bradford provision merchants desire to get in touch with Canadian importers and exporters of first-class cheese, bacon and hams, and are open to do a large trade.

91. A large Yorkshire firm of provision merchants desire to get in communication with Canadian packers of bacon, select Wiltshire cut hams and box meat, and are open to do a large trade. They would require the meats to be branded with their special brand.

118. A well-known North of England company, with many branch shops and with large opportunities of distributing their goods, and at present doing an exceedingly large trade in continental eggs, desire to get in touch with large reliable Canadian exporters of "glycerined eggs" and are prepared to transfer their attention purely to Canadian goods, providing the quality and terms are satisfactory.

120. A firm of Hull apple exporters are very desirous of dealing in Canadian apples and pears, and for this purpose desire direct communication with growers, dealers and exporters of Canadian fruit.

121. A Hull fruit merchant making a specialty of the finest grades of apples and pears, desires to get in touch with large exporters in Canada of XXX apples.

122. An East Coast firm of apple exporters desire to get in communication with Canadian shippers of first class quality of Canadian apples; almost any quantity can be handled.

123. A Hull firm of produce merchants desire to get in touch with Canadian exporters of cheese, bacon, hams and tinned fruits. Heretofore they have been extensive importers of these goods from the United States, but owing to the quality of the Canadian goods offered, now desire if possible to deal in Canadian produce alone.

DEATH OF PROMINENT MONTREAL MERCHANT.

Ex-Alderman M. Theodule Lefebvre died very suddenly last Monday morning in the office of Mr. J. H. Marin, 71a St. James street, Montreal. Mr. Lefebvre had called to discuss business affairs with Mr. Marin, but the latter gentleman was out and he sat down to await his return. Heart trouble and business worries are given as the causes of his death. He had been warned by his doctors that he was taking great risks in participating in the affairs of the real estate firm of Lefebvre & Drolet, of which he was senior partner. He continued working, however, and thus, it is thought, hastened his death.

Ex-Ald. Lefebvre was the eldest son of Mr. Michael Lefebvre, founder of the firm of Michael Lefebvre & Co., vinegar manufacturers, Montreal, and was born in that city in 1848. He received his education at the Jesuit College of St. Mary's, after which he began to take a course of medicine at Laval University. He soon gave up professional for commercial life, however, and at the age of 25 years entered the employ of the Canadian Rubber Company. In 1879 he entered his father's firm, and when, in 1882, his father gave up the active control of his business, Mr. Lefebvre and his younger brother, Theodore, carried on the administration of the concern. Mr. Lefebvre and his brother showed great enterprise in their management. They built factories at Berthier for the manufacture of beet sugar, and strove hard to establish that industry in the Province of Quebec. Business reverses occurred however, and in 1896 Mr. Lefebvre was obliged to make an assignment. He afterwards tried to establish a vinegar factory at St. Johns, P.Q., but this enterprise also met with failbusiness, in which he was engaged at the time of his death.

BUSINESS PERSONALS.

Mr. Edward Rattray, of D. Rattray, Sons & Company, Quebec, is in Montreal this week.

Mr. W. H. Kirkland, representing W. H. Dunn for Royal Crown toilet soap, has left on a business trip through the Maritime Provinces.

Mr. E. W. Lachance, representing W. H. Dunn, has left on a four weeks' trip through the Maritime Provinces. He will look after the sale of Enameline stove polish and Borden's milk products.

Mr. A. H. Brittain, Montreal, whose faith in "Halifax" and "Acadia" prepared codfish is strong and lasting, has returned from a successful trip through the Eastern Townships. This week Quebec city will receive attention.

Mr. H. J. Stevens, 126 Board of Trade, Montreal, has arranged with Rosenbaum Bros., Chicago, to represent them in Quebec province. The Chicago firm are extensive operators in American corn and Mr. Stevens since locating in the east last year has established a good connection here.

W. H. Dunn, Montreal, has recently been appointed sole agent in Canada for Cailler's Swiss milk chocolate, and will inaugurate a selling campaign March first. Mr. Dunn has also acquired additional territory for the Borden's Condensed Milk Co., and will in future look after their interests in Nova Scotia.

MONTREAL RETAIL GROCERS' ASSOCIATION.

At a meeting of the grocery section of the Retail Merchants' Association held last week, Mr. P. Daoust presiding, a delegation of grocery clerks was received. The clerks wished the association to help them to have the law limiting the number of grocery liquor licenses repealed. Messrs. Quesnel and Lacroix spoke on behalf of the clerks. These gentlemen contended that the law did not do justice to the clerks, especially those who wished to go into business on their own account, as it created a sort of monopoly, inasmuch as the grocers had no necessity to fear competition. Mr. Daoust said that many of the grocers did not like the law, but nevertheless it would be hard to have it cancelled. Mr. Masse spoke, and he said that taking into consideration the temperance campaign recently undertaken, he thought that instead of more licenses being granted, probabilities pointed to a still further limitation. The association, however, will do all that is possible for the clerks, and the subject will be brought up for consideration at the next meeting of the association. It was decided to give a donation of ten dollars to each of the hospitals, Notre Dame, General, and Incurable Diseases. Thirty-three new members, whose names follow, were admitted to the association.

BUSINESS NOTES.

Robert Burns, grocer, Winnipeg, Man., deceased.

Bank of Hamilton has opened a branch at Caron, Sask.

D. D. Landry, flour, Caraquet, N.B., has been burnt out.

The Bank of Hamilton has opened a branch at Brandon, Man.

W. J. Martin, grocer, Buckingham, Que., stock damaged by fire.

J. C. Cormier, general merchant, Caraquet, N.B., has been burned out.

Nanton Supply Co., Nanton, Alta., have sustained small loss by fire.

The Crown Bank of Canada are opening a branch at Scotland, Ont.

E. B. Eddy, president of the E. B. Eddy Co., Limited, Hull, Que., deceased.

Morton & Adams, recently of Edmonton, have opened out a general store at Tofield.

MARKETS AND MARKET NOTES

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

MONTREAL.

Sugar—10c. decline.
Canned Tomatoes—5c. advance.
Molasses—2c. decline.
Honey—(new comb), ½c. advance.
Beans—5c. decline.
Maple Products—¼c. decline.
Evaporated Apples—1c. advance.
Fish—General advance in prices.

Quebec Markets.

GROCERIES.

Montreal, Feb. 15, 1906.

The grocery jobbing trade report business as somewhat improved, orders from country being larger and more frequent. It has been some time since the turn of the year, and the general inventory of the merchants has had a chance to be gone through with and re-buying necessitated. Collections are also reported as fairly satisfactory. The tea situation is decidedly improved and dealers express themselves as pleased with the outlook. The recent drop in sugars has tended to curtail ready buying on part of the trade, and the weakness of the market (beet market) has the usual tendency to depress buying. Canned goods are unchanged and business only fair. The fish season is improving owing to the near approach of Lent. In coffee and spices no changes are noted.

Canned Goods—The canned goods situation remains unchanged with little to report in the way of interesting features. The recent advance in tomatoes to $1.00 per dozen, announced in this department, seems to have stimulated buying somewhat. In some quarters jobbers are looking for supplies, as it is feared that before the season is over tomatoes will reach considerably higher figures. There is only about the usual demand for canned fruits and vegetables. It is expected that during the Lenten season, close at hand, canned fruits and fish will move off more readily.

Group No. 1 comprises—
"Canada Fir t," "Little Chief" "Log Cabin," "Horseshoe" and "Auto" brands, also a l private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle" and "Grand River" brands.

Group No. 3 comprises—
"Globe" "Jubilee," "White Rose," and "Deer" brands

	Group No. 1.	Group No. 2.
FRUITS		
Cherries		
2's, red, pitte l	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Currants—		
Red, heavy syrup	1 6)	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White.....2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 6 ½
Pie.....3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie.....3	1 27½	1 25
Pie, not peeled..3	3 8)	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal	....	2 50
Pineapple—		
2's sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 20
2½'s " " " "	....	1 57½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " "	....	1 62½
3's " " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " "	....	1 72½
3's " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " "	....	1 80
3's " " "	....	2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
VEGETABLES		
Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$) 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinkled (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins	....	0 72½
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 9)
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 8)
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz	....	1 00
Gallon tins, per doz	....	0 92½
FISH		
Lobster, talls	....	3 50
" 1-lb. flats	....	3 25
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½- b. Flat, 5 cases and over, "	....	[illegible]
½-lb. " less than 5 cases, "	....	97½

Sugar—Business in sugar is reported as on the quiet side. The recent drop of 10c. per hundred, in effect last Friday, has had the usual effect of making buyers pare down orders, and this feeling on the part of the jobbing trade is being reflected in small country orders. The foreign beet market continues weak, and some jobbers anticipate a further drop. Generally speaking, an uncertain tone prevails among jobbers as regards the sugar situation.

Granulated, bbls.	$4 00
" ½-bbls	4 15
" bags	3 95
Paris lump, barrels	4 55
" " half-barrels	4 65
" " boxes, 100 lbs	4 55
" " boxes, 50 lbs.	4 65
Extra ground, bbls.	4 40
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls	4 20
" 50-lb. boxes	4 50
Phoenix	3 95
Bright coffee	3 90
" yellow	3 85
No. 3 yellow	3 80
No. 2 "	3 75
No 1 " bbls.	3 60
No. 1 " bags	3 55

Molasses and Syrups—In the molasses market the demand has been quiet and prices have been somewhat weak as far as spot stocks are concerned, jobbers having cut the price to retailers 2c. per gallon. Cables from Barbadoes advise that there were buyers of the new crop at 13 1-2c., puncheon included, representing an advance of 1-2c. from the opening, but there was very little for sale at this figure. The prices have come down all round.

The latest report from Barbadoes of new crop is 13 1-2c., which would lay down here at about 25c. There is little doing in the way of heavy business, as producers are not overly keen to accept large orders, looking for a rise over opening quotations. Local stocks are light, but still there is no disposition on the part of the trade to jump in and buy. Corn syrups are turning over in about the usual way and jobbers report satisfactory business.

Barbadoes, in puncheons	0 33
" in barrels	0 34
" in half-barrels	0 36½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 09½
" ½-bbls.	0 09½
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Tea—A review of the tea market this week shows a decided improvement. There is more inquiry all round. China greens are selling at advanced prices, and there has been more bidding on same. Ceylon blacks are decidedly firmer in London and any desirable teas offering appear to be sold out before brokers have been able to work them on the market. This also applies to Indian teas. There is a fair demand for Ceylon pekoes and orange pekoes, around about 16 1-2c. to 18c., also some inquiry for autumnal Indian pekoes, and it is reported that several orders have lately been cabled for such teas. Ceylon

greens are reported about as last week, with few desirable lines offering. Dealers, generally, say that business is looking much better, as inquiries are coming in from both country and city points.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 28
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 21
" " pinhead	0 23	0 32
Congous—Moning, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 1½	0 15
Pakling,—boxes	0 15	0 20
fine	0 20	0 20

Coffee—The market continues unchanged and quiet, with little local news. Grinders and roasters say that business is about as usual. There are no changes of consequence reported from the New York market.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio, No. 7	0 09	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

Foreign Dried Fruits—There is no change in the dried fruit situation. Business is extremely quiet and there is little inquiry from the jobbing trade. Currants are firm at latest foreign quotations. Locally, there is no demand to speak of. Shelled walnuts continue firm and the scarcity reported is confirmed. Dates unchanged at recent advance. There is no change to report in California evaporated fruits, and but little business is passing.

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05½
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb	....	0 13½
Peaches, "	....	0 10½
Pears, "	....	0 13
Malaga Raisins—		
London layers	....	2 00
"Connoisseur Clusters"	....	2 50
" " ½-boxes	....	0 80
Royal Buckingham Clusters," ½-boxes	....	1 10
" " boxes	....	3 50
" Excelsior Window Clusters,"	....	4 50
" " " ⅛s	....	1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2-crown	....	0 06
" " 3 crown	....	0 06½
" " 4 crown	....	0 08

Prunes—	Per lb.	
30-40s	....	0 08½
40-50s	....	0 08
50-60s	....	0 07
60-70s	....	0 06
70-80s	....	0 06
80-90s	....	0 05
90-100s	....	0 05
Oregon prunes (Italian style), 40-50s	....	0 08
" " 50-60s	....	0 07
Oregon prunes (French style), 60-70s	....	0 06
" " 90-100s	....	0 04
" " 100-120s	....	0 04

Currants—		
Filiatras, uncleaned	....	0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 05½	0 06
" " in 1-lb. cartons	0 06½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09
Eleme fable Figs—		
Six crown, extra fancy, 40-lb. boxes	....	0 13
Four crown, fancy, 10-lb. boxes	....	0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box	....	0 11
Fancy washed figs, in baskets per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28
12-oz boxes	0 06½	0 07

Spices—The position of the spice market is easy, prices generally being unchanged and business quiet. Cloves are reported as being somewhat easier. Other lines are unchanged.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 45	0 50

Rice and Tapioca—The situation is unchanged and business quiet. Tapioca is interesting on account of the strong advances recently noted and the shortage of stock on the local market.

B rice, in 10 bag lots	....	3 05
B rice, less than 10 bags	....	3 15
C rice, in 10 bag lots	....	2 95
C rice, in less than 10 bag lots	....	3 05
Tapioca, medium pearl	0 05	0 06

Honey—The honey market is stronger. There is none to be had from the west as the stock there is cleaned up.

White clover, extracted tins	0 08	0 09½
" kegs	0 07½	0 08
" comb, new	0 13	0 14
Buckwheat	0 07	0 07

Beans—There is little change in the market. It is a little firmer, but otherwise is about the same as it was last week. Choice prime beans are selling now at $1.65 to $1.70, while lower grades may be obtained at prices ranging from $1.60 to $1.65. It is expected, however, that prices will go up in the near future and at these figures are considered good buying.

Choice prime beans	1 65	1 70
Lower grades	1 60	1 65

Maple Products—No change is reported in this market. The present weather is conducive to making sugar and if it continues it is expected prices will come down somewhat.

Maple syrup, in wood, per lb	0 05½	0 06
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	....	0 07½
Pure Beauce County, per lb	0 08	0 0.½

Evaporated Apples—The market is easier as regards demand for evaporated apples. Prices have gone up during the week. Winter varieties are none too plentiful and the price asked is from 11c. to 11 1-2c. The high prices will undoubtedly curtail the consumption.

Fish—The demand for fish continues to improve, and dealers anticipate a rush of orders within the next two weeks. The Lenten season, as most people know, begins on Ash Wednesday, February 28, and, as most of the country merchants have not ordered their supply ahead of time, there is sure to be a heavy demand up to Ash Wednesday. There is a scarcity of large frozen herrings. In salt fish, many lines are scarce and prices are advancing, especially on leaders such as green cod and Labrador herring. Indeed, dealers do not expect there will be enough of these fish to supply the demand. The demand for prepared fish has been quiet, as is usual at this time. A continued improvement is noticeable in fresh frozen fish; and the stock will be ample to supply the trade, except for fresh halibut, which are rather scarce. Haddock are very plentiful and prices are a little lower owing to the large quantity coming forward.

Fresh frozen fish—		
Singl frozen haddock	0 03½	0 04
Fresh haddock, per lb	0 04½	0 05
" market cod, per lb	0 03½	0 04
" steak cod, per lb	0 04½	0 05
B.C. salmon, per lb	0 08½	0 09
Qualia salmon	0 07½	0 08
Halibut, per lb	0 08½	0 09
Gaspe salmon	....	0 15
Dore, per lb	0 06½	0 07
Large whitefish, per lb	0 03½	0 09
Small frozen whitefish	0 05	0 06
Round frozen grass pike	0 04½	0 05
Sea trout, per lb	0 07	0 08
Lake trout, "	0 08½	0 09
Striped bass per lb	....	0 15
Large herring, per 100 fish	2 10	2 20
Medium	1 40	1 50
Smelts, No. 1, per lb	....	0 08½
Mackerel	....	0 12
Extra large	0 12	0 13
Tomcods	1 75	1 90
Smoked fish—		
Haddies, 15 and 30-lb. boxes, per lb	0 06	0 06½
Kippered herring, per box	0 80	0 90
St. John bloaters, 10 in box, per box	....	1 10
Yarmouth bloaters 60 in a box	....	1 10
New herring, in small boxes, per box	....	0 13
Oysters and Lobsters—		
Standards per imp gal	....	1 40
Selects, per imp gal	....	1 60
Oyster pails, pints per 100	....	1 00
" " quarts, "	....	1 25
Live lobsters, per lb	0 15	0 16
New boiled lobsters, per lb	0 12	0 15
Prepared fish—		
Winterport, 1-lb. bricks, cod	....	0 09
Golden, 2 " " "	....	0 08
Boneless cod, favorite	....	0 06
" fish, 1 and 2-lb. bricks, per lb	....	0 05½
" fish, 2-lb. boxes, per lb	....	0 04½
Skinless cod, 100-lb. cases, per case	....	6 00
Salt and pickled fish—		
No. 1 Labrador herring, per bbl	....	6 00
" " " per half bbl	....	3 25
" " " per pail	....	0 80
" " salmon, tierce	....	18 00
" " " in bbls	....	14 00
" " " in ½ bbls	....	7 50
" B.C. salmon, bbls	....	12 50
" " half bbl	....	7 00
" Labrador sea trout, bbls	....	10 00
" lake trout, per keg	....	4 75
" mackerel per pail	....	2 00
" large green cod, per lb	0 04½	0 05
" medium, " "	....	0 04
" small, " "	....	0 03½
Pollock, med., green, per lb	....	0 03
Haddock, per lb	....	0 03½
Salt eels, bbls	....	0 07½
Sardines, bbls., 200 lb.	....	5 50

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Feb. 15, 1906.

BUTTER—No change. Business slightly better. Snow storm tends to improve market still further. Choice t creamery, 23c.; good to fine, 22 to 22 1-2c.

CHEESE—Market rather dull. Holders asking 13c. for finest.

EGGS—Snowstorm improving prospect. Lighter receipts in view. Candled fresh, 23 1-2 to 24c.; select, held 20c.; storage, 16., and limed, 17c.

PROVISIONS—Market steady. Dressed hogs, 10 to 10½c. Receipts very light. Hogs scarce in country. Cured and smoked meats in good demand. Lard firming up.

KENTVILLE, N. S., JAN. 25, 1905.

A year ago yesterday and to-day Kentville had the first big snow storm of the season and the worst northeast storm for many years. It was also the commencement of a very hard and severe Winter. On these days Kentville and the whole province was in the hands of the storm king. The streets of Kentville and county were piled right and left with huge banks of snow. There were no trains from the west from Wednesday the 25th, until Saturday afternoon, the 28th. From the 22nd until the 28th there was only one train from Halifax and that was the evening express. On Monday the 30th all trains were in operation. On the 22nd the morning express from Halifax got as far as Digby Neck Crossing. From this out we had the "good old Winter time."

The height of snow drifts between Digby and Weymouth were from 100 to 200 feet long and 12 feet high. At Gaspereaux Bridge the drift was 100 feet long and ten feet high.

It is almost Summer to-day, Jan. 27, 1906.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

Canned Tomatoes—Advanced to $1.
Sugar—Declined 10c.
Prunes—Declined from ¼ to ½c.
Sago—Advanced 2c
Tapioca—Advanced 1 to 1½c.
Finnan Haddie—Declined ½c.
Hides—Advanced 5c.
Muskrat—Advanced 2 to 5c.

Ontario Markets.

Toronto, Feb. 16, 1906.

GROCERIES.

The general aspect of trade for the past week has remained unchanged. Quietness is reported by most of the wholesalers, and travelers speak of very little doing. Tomatoes have advanced, and apricots are pretty well up. It is reported from London, England, that olives have advanced 100 per cent. Certain it is that they have gone up on this side to the extent of 25 per cent. Sago and tapioca have made some material advances, particularly the former, which has taken quite a jump.

Canned Goods—Scarcely any change in quotations since a week ago. Tomatoes have advanced a little and are now quoted at $1.00. Considering the season, business cannot be complained of, though quiet. In canned goods most wholesalers are satisfied.

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	....	1 00
" preserved, 3's	....	1 25
" standard, gal	....	2 50
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25

VEGETABLES.		
Asparagus—		
2's, tips	2 52½	2 50
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 45	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	0 95	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 22½	1 20
Sweet wrinkle	0 82½	0 80
Early June	0 70	0 67½
2's, standard	0 62½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's	0 95	1 00
Gal	3 02½	3 00
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.		
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 55	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.		
Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
Sardines, French ¼'s	....	0 14
" ½'s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haadies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50½
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.		
Beef, corned 1s, per doz	....	1 40
" 2s, "	....	2 50
" 6s, "	....	7 80
" 14s. "	....	17 50

	Aylmer	Simcoe Kent	Delhi Lalor
Chicken, 1's, boneless	3 70	3 10	
Turkey, 1's, "	3 20	3 10	
Duck, 1's, "	3 20	3 10	
Tongue, 1's, lunch	2 85	2 75	
Soup, 2's, giblet	2 05	1 95	
" 2's, tomato	1 00	....	
" 3's, "	1 45	....	
Pig's feet, 1's, boneless	....	1 65	
" 1½'s "	2 40	....	

Sugar—The market has been very weak in sugars for some time past, culminating in a still further decline of 10c. for refined. Willet & Gray, in their weekly report, say: Receipt of raws at U. S. four ports were ten thousand less than the week's meltings. One refinery has closed down in consequence of accumulation of the refined product. Prices have now nearly touched the lowest on record for 96 degrees test centrifugals, which was 3.31c. in January, 1904. They are now 30c. below the parity of quotations for European beet sugar. In refined, buyers have limited their orders and withdrawals to the covering of actual wants only. Contracts for large quantities have expired and as withdrawals against such have come in slowly, the American and Howell have announced that if shipping instructions for undelivered portions are not received by 19th inst., guarantee on same will be withdrawn.

Paris lumps, in 50-lb. boxes	....	4 73
" in 100-lb. "	....	4 63
St. Lawrence granulated, barrels	....	4 08
Redpath's granulated	....	4 08
Acadia granulated	....	3 98
Berlin granulated	....	3 98
Phoenix	....	4 08
Bright coffee	....	3 98
Bright yellow	....	3 93
No. 3 yellow	....	3 88
No. 2 "	....	3 78
No. 1 "	....	3 68

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—There has been no change in quotations since last week, and no new features in these lines have developed. Sales are keeping up fairly well considering the general quietness. The New York markets have a slight tendency to rise, but it has not been felt here.

Syrups—		
Dark	....	....
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb	....	0 02½
" ½-bbls "	....	0 02½
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 " case) "	....	2 35
" 10-lb. " (in ½ " case) "	....	2 25
" 20-lb. " (in ¼ " case) "	....	2 10

Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
" open kettle	....	....
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

Tea—Domestic trade in tea has been good, but with no unusual development. J. & H. Thompson in their latest London report, speaking of Indian, say: Though quotations throughout were very irregular, the auctions, on the whole, passed with more spirit for all grades except commonest, which were not wanted. Improvement in quality is as yet by no means general amongst Assam descriptions, but where this was discernible buyers did not hesitate to bid freely—a feature which augurs well for the few good Autumn teas that may arrive. On the other hand, the trade were equally ready to drop the prices of medium teas with poor liquoring character, offers being sometimes 1-2d per lb. below previous rates. Brokens of all kinds were firm at the decline lately established, the best tippy parcels being in more request, while dusts were inclined to be dearer.

In Ceylons, although prices for the most part were unchanged, and where quality was inferior, even distinctly lower, the trade throughout displayed more confidence, there being a general willingness to do business—a feature which was somewhat lacking last week. Demand, as usual, was largely concentrated on good medium grades between 7d and 8d, while the best broken pekoes met with increased attention, quotations for the latter, in spite of inferior character, being frequently unchanged. Common pekoes about 5d per pound were steady, but inferior pekoe souchongs were again neglected, one or two small lots being withdrawn at 3 1-2 to 3 3-4d per pound. Dusts were in request at fully previous rates, very little being obtainable under 4d, while Indian of similar quality was to be had at 3d per pound.

In Chinas the finer grades of Moning still attract attention, full rates being paid for small quantities. There is also some inquiry for medium Panyongs and a few sales are reported. The excellent value obtainable in the commoner grades of black and red leaf descriptions is stimulating demand for export. The market is practically bare of scented capers under 10d, while oolongs show no change. Foochow orange pekoes have been dealt in from 8 1-2d to 9 1-2d per pound.

Coffee—The demand for coffee continues to maintain itself, but shows no material advancement. There is no quotable change in prices since our last issue. Willet & Gray's weekly statement says: The arrivals of mild coffees from July 1 to February 1 are fully 500,000 bags less than the same time last season, and continue to decrease in the same ratio, so that the movement up to the end of the season can be expected to fall 1,000,000 bags below the total of last year. The total Rio and Santos receipts are so far 100,000 bags less than a year ago. Another thing is certain: that consumption is constantly increasing and has considerably diminished the invisible supplies during the past two years, but in the face of this increasing consumption and decreasing production (world's visible 1,700,000 bags less than a year ago) the coffee world is again looking at the Brazilian "predictions" of large crops, apparently heedless of previous failures. A year ago heavy rains caused a large quantity of berries to fall from the trees. As similar weather has been and is being experienced in the coffee regions of Brazil this year, predictions of a large crop are premature and doubtful. The trade can better afford to be guided by facts as they are than by future predictions that seldom materialize.

Foreign Dried Fruits—The market is still strong; sales have been only ordinary and very little alteration in quotations are necessary. Foreign markets are firm, particularly in raisins, currants and dates, and all reports denote a maintenance of prices.

	Per lb.			Per lb.	
Prunes, Santa Clara—					
90-100s, 50-lb boxes	0 07½	0 06½	60-70s, 50-lb boxes	0 07½	0 07½
80-90s "	0 06½	0 07	50-60s "	0 08	0 08½
70-80s "	0 06½	0 07½	40-50s "	0 08½	0 09
			30-40s "	0 10	0 10½
Candied and Drained Peels—					
Lemon	0 09½	0 10½	Citron	0 16	0 18
Orange	0 10½	0 11½			
Figs—					
Elemes, per lb				0 10	0 14
Tapnets, "				....	0 04
Apricots—					
Californian evaporated, in 50-lb boxes				0 14	0 15
Peaches—					
Californian evaporated, " "				0 14	0 15
Pears—					
Californian evaporated, per lb				....	0 13
Currants—					
Fine Filiatras	0 05½	up	Vostizzas	0 07½	0 08½
Patras	0 06	0 06½			
Raisins—					
Sultana				0 05½	0 07
" Fancy				0 10	0 14
" Extra fancy				0 15	0 16
Valencias, selected				0 05½	0 06
Seeded, 1-lb packets				0 11	0 12½
California, loose muscatels—					
3-crown				....	0 07½
4-crown				....	0 09
Dates—					
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04	0 04½	" new choice	....	0 09½
Domestic evaporated apples				....	0 10

Foreign Nuts—There has been no change in nuts. Prices remain the same as last quotation.

Almonds, Tarragona, per lb	0 12	0 12½
" shelled Valencias	0 25	0 28
Walnuts, Grenoble, "	0 15½	0 16
" Bordeaux, "	0 11½	0 12
" shelled	0 20	0 25
Filberts, per lb	....	0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	....	0 08½
A 1's, banners and suns	....	0 08
Japanese Jumbo's	....	0 08½
Virginia "	....	0 10

Spices—Quotations in spices remain the same as last week, with trade quiet, and no new developments.

Spices—	Per lb.	
Peppers, blk	0 18	0 19
" white	0 27	0 28
Ginger	0 18	0 20
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar	....	0 25
Allspice	....	0 15
Mace	0 80	0 90

Rice and Tapioca—Trade is good in these lines and prices of sago and tapioca have advanced, particularly sago, which is now quoted at 6. Every indication is that prices will remain firm and the demand good.

Rice and Tapioca—	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Sago	....	0 06
Carolina rice	0 08	0 08½
Louisiana rice	0 05	0 07
Tapioca, staple	....	0 06
" double goat	....	0 06½

Honey—There is nothing new in the honey market. Prices remain the same as our last quotations. The quality is good and the market not over-stocked.

Honey, extracted clover, in 60-lb. cans, per lb	....	0 08
" " " in 5 lb. & 10 lb. cans, lb.	....	0 08½
" sections, No 1, per doz	....	2 00
" " No. 2, "	....	1 50
" Buckwheat, per lb	0 04½	0 05
" " sections per doz	1 00	1 25

Beans—It is probable that beans will advance. The quality on the market is good and prices firm.

Beans, handpicked, per bush	....	1 85
" prime, No. 1	....	1 75
" Lima, per lb	0 07	0 07½

Fish—While the cold weather held business showed a marked improvement, but with the following milder weather a consequent depression was experienced. On the whole, trade has been good for some time past, with little or no change in prices. Finnan haddies are fairly plentiful and are quoted this week 6c. to 6 1-2c., a half cent less than last week.

Frozen halibut, per lb	....	0 10
Fresh haddock "	....	0 05
Frozen trout "	....	0 09
Fresh cod steak, per lb	....	0 06½
" lobsters, boiled, per lb	....	0 25
Frozen B.C. salmon, per lb	....	0 10
Shrimps per gal	....	1 25
Whitefish, per lb	....	0 09
" winter caught, per lb	....	0 09½
Herring, per lb	0 03½	0 04
Pickerel "	0 07	0 07½
Oysters, standard, small pail	4 00	4 20
" selects, pail	....	4 80
Finnan haddies	0 06	0 06½
Ciscoes	....	1 25
Kippers, 80 to box	....	1 25
Bloaters, 80 to box	....	1 15
Mackerel, per lb	....	0 10
Labrador herring salt, No. 1, half bbl	....	3 25
Frozen sea herring, per 100	....	2 25
Boneless fish, per lb	....	0 05
Cod fish, 1-lb. bricks	....	0 07½
Quail-on-toast, per lb	0 05½	0 09
Flitched cod fish, in cases of 100 lbs., per lb	....	0 07½

Hides— Hides are rather quiet just now. There is a surplus on the market and tanners are filled up, which is usual at this time of year from their having stocked earlier in the Fall. The Chicago hide market is in a very unsettled condition just at present. Fur skins are quiet; not much change in prices, with the exception of muskrat, which has advanced 2c. to 5c.

Hides, inspected, steers, No. 1	....	0 11
" " " No. 2	....	0 10
" " cows, No. 1	....	0 10½
" " No. 2	....	0 09½
Country hides, flat, per lb	....	0 09
Calf skins, No. 1, selected	....	0 13
" " No. 2	....	0 11
Sheep skins	1 25	1 35
Horse hides, No. 1	3 00	3 25
Rendered tallow, per lb	0 04½	0 04¾
Pulled wools, super, per lb	0 22	0 24
" extra "	0 24	0 25

Fur Skins.

	No. 1,	Prime
Badger	$0 60	$ 1 00
Bear, black	7 00	15 00
" yearlings	3 00	7 00
Fisher	3 00	6 00
Fox, red	1 50	2 75
" cross	3 00	10 00
Lynx	3 00	6 00
Marten, dark	4 00	20 00
Mink, dark	2 50	5 00
" pale	1 25	3 25
Muskrat	0 13	0 18
Raccoon	0 90	1 40
Skunk	0 80	1 65
Weasel, white	0 20	0 50
Wolf, timber	1 00	2 00
" prairie	0 50	1 25
Wolverine	3 00	5 50

B. C. News.

Vancouver, Feb. 8, 1906.

Following the plebiscite taken on the market question at the civic elections early last month, the trades and industries committee of the Vancouver City Council has been discussing definite plans. The location was fixed by the vote taken, and now the city engineer is getting out plans for a proposed $100,000 building. The by-law to raise debenture funds for this amount will have to be submitted to the rate-payers. The hope of creating a very considerable attraction for the ranching population by establishing the market is getting a strong support for the proposition among the business men.

* * *

Because there was but one tender for supply of groceries for the current year for civic institutions, one of the aldermen accused the retail grocery trade of being in a combine with the intention of putting up prices on the city. The lone bidder, the City Grocery Co., Limited, comes back with an offer of $500 to be given to any public charity to be named by the alderman if he can prove his assertions, which the company indignantly deny so far as their knowledge is concerned. They claim that the prices they formerly had did not give a profit, as small quantities had frequently to be supplied on special delivery. The grocer who had the contract last year did not bid again, and he is quoted as saying that he made no money at the prices he bid. The fact that there are some 200 grocers, large and small, in the city, makes it almost impossible to get an association together, let alone a combine. The City Grocery Co.'s $500 is still awaiting a taker.

* * *

This week the sugar ship, Cambrian King, with 5,000 tons of raw sugar from the Mauritius for the B. C. Sugar Refinery, discharged cargo at the refinery wharf. The Aysgarth, which is the next vessel expected with sugar cargo, is 60 days out from Demerara. The steamer Indradeo is under charter to bring raw sugar cargo from Fiji to Vancouver. Heretofore the Canadian-Australian line steamers have been the only vessels to bring raw sugar from Fiji.

* * *

The annual convention of the British Columbia Fruit Growers' Association was held in Vancouver yesterday and to-day. Mr. R. M. Palmer, immigration commissioner, who has returned from England, brought for exhibition before the convention the gold medal for fruit which was won over all competitors at the Earls Court Exposition a short time ago.

* * *

In the markets.—The jobbers report that they are quite satisfied with the way January trade totalled up, though, as was to be expected, it was rather quiet. The retail trade is in very satisfactory condition and both wholesale and retail report money fairly easy and collections correspondingly good.

Prospects for the approaching season are perhaps the brightest and broadest in the experience of the wholesale trade of this province. Added to the steady expansion of the province in every line, and most particularly in the way of settlement and development of agricultural lands, the prosperity of the mining industry wherever it is being prosecuted, the unprecedented expansion of the timber trade, and the very lively expectation of considerable railroad building in the coming season, give three factors of very great importance. True, it is hardly to be expected that there will be much stir in the salmon fishing industry of the Fraser River, as this is counted one of the "off years," but the northern fishing is every year expanding and there are several more canneries to be operated on northern British Columbia rivers in 1906. The establishment of traps on Vancouver Island is insuring that there will be at least a fair proportion of the fish which head for the Fraser River, caught in Canadian instead of American nets. If half the railway building is carried on this season that is projected, there will be plenty of trade to keep everyone busy.

Produce.—For the first time this season eggs have been imported into this market. Oregon fresh ranch eggs are plentiful now at the uniform quotation of 32½c. to the trade. As they are quite as fresh as the local new laid stock, the price of the latter has fallen to the same figure. Local fresh eggs are becoming very plentiful, so much so that some retailers, even in the city, are offering quantities to the wholesale trade. Very few case eggs of good quality remain on the market. They are not very good sellers now that fresh stock is freely offered. The pickled stock is selling down from 25 cents, as to quality.

Good stock eastern butter, though not plentiful, is being received in quantities to meet demand. It sells at 28c in packages. Local creamery still brings 35c., and as supply is not likely to increase for some time, and demand is not met, the price will stand yet.

Groceries.—White beans and other varieties of dried beans are entirely supplied to this market from California and for some years none have been shipped from the east. The only local supply ever handled here is in a limited way from Ashcroft and Spence's Bridge, and of this stock the quality is fine, but the growers demand more than the trade can afford to pay. The California stocks are selling here to the trade at: White, 2¾c.; Lima, 5c; pinks, 3½c.; Bayous, 4¼c. Quantity is unlimited.

Demand for raisins is light at present, and prices stand at 9½c. to 10c., but easy at that. If there were much inquiry prices would likely drop as stocks are pretty heavy.

Dried fruits show no changes this week and demand is but fair. The same condition is reported of canned stocks. In both lines fair stocks are held, but not offered, as northern orders will require the larger part of what is on hand. Strawberries canned in the State of Washington are held on order for northern supply, because of the scarcity of that line in the east.

* * *

Fruit.—Coldstream apples are cleaned up. Lytton and other places in the upper Fraser valley are supplying a fairly good quantity and of very fine quality. Some better class stock from lower mainland orchards is also being offered. Good fruit brings as high as $2 per case. Lower mainland is quoted at $1.25 to $1.75 per box.

Car lots of oranges are being received, and the quality is very fine now. The fact that the market got pretty well cleaned up during the three weeks of rainy season in California recently when the packers were not shipping, has given prices an upward tendency. They range from $2.75 to $3.50 per case. The chances of further increase are, however, slight.

Bananas are being received regularly. They are coming in fine shape and moving out well. A car from Limon is due on the 15th.

Rhubarb of local growth, forced, of course, is being offered and brings about 12c. per lb. It is very choice.

Vegetables. — Lettuce of hot-house growth, usually in good supply all Winter, has been scarce this week. Victoria green-houses supply the major part of the trade, but they have got behind orders, and it will be a week before fresh supplies will be in. Celery is pretty high yet. It is, of course, all from California now. Quotation is 75c. per dozen. Cabbage, also from California, is bringing 3½c. Cauliflower, another line brought from California, is of very good quality and selling at $1.50 per dozen. Green onions and parsley very tastily put up in small cartons and produced locally are being offered.

Only Yakima potatoes are now offering for choice stock, as no Ashcrofts are obtainable. The quotation is firm at $30 per ton. Local lower Fraser stock is anything from $16 per ton down.

Australian onions will be in by the March steamer. At present the Oregon market supplies this, and the price is 3c.

N. S. Markets.

Halifax, Feb. 10, 1906.

A drop of 40 cents per hundred pounds in the price of sugar here has caused some excitement among the grocery trade, and the consumer is jubilant as the result. Such a heavy drop at one time is something unusual on this market. The decline is confined principally to Austrian granulated and was made by the wholesale merchants and not the refineries. The price quoted here now is $3.70 per hundred pounds. The retailers are taking every advantage of the slump in prices, and are booming sugar in every quarter. In the sections of the city where the business rivalry is keen, the retailers are advertising and selling 27 pounds of this grade of sugar for one dollar, or $3.75 per bag of 100 pounds, which is only five cents profit on the wholesale market price. There is some inside to this slump in price, and just at the present time it is impossible to get at the bottom of it. Those who are most interested in it decline to make a statement. The other grades of sugar remain unchanged, the quotations being as follows:

Granulated XXX	$4.20
Bright yellow	4.00
No. 1 yellow	3.70
Unbranded	3.55

The Fish Market.

The local market is well stocked with fresh fish—haddock, cod, smelts, halibut, (cold storage), and lobsters. Clams are plentiful, and there are a few island oysters on the market. These are worth $7 and $8 a barrel, and retail at $1 per quart. American oysters (in tins) are handled here in large quantities at this season of the year. There is not a very heavy demand for fresh fish just at

present. The local consumption is very light, and the foreign markets are reported to be over supplied and very depressed. This is particularly so of the Porto Rico market, Trinidad, and other islands of the West Indies. There is a slight improvement in the Cuban market, and prices are steadier, cod being quoted there at $8. Fresh herring are selling here at $5 per barrel, and they are in fairly good demand. Though the weather has been mild and favorable, the arrivals of fish here are very small. Two cargoes of fish which arrived here from Lunenburg were disposed of for $5.50 and $5.75. It is stated that the fishermen along the coast have not many fish left in the stores. The dealers here expect that the demand as usual for fish during the Lenten season will be large, and they are looking forward to early and increased foreign shipments

Eggs.

Newly laid eggs at 20 cents per dozen is something unprecedented in these parts during the early days of February, nut such is the prevailing figure at the present time, and strange to say there is no scarcity. At other Winter seasons there would be a scramble among the jobbers to secure good fresh stock at any price, but it is not so this year. In fact eggs seem so plentiful on the market that the jobbers have assumed an air of independence, and dealers from outside points have found this out during the past few days. Some persons from shore points who brought large quantities of eggs to the city, refused 20 cents per dozen for their stock, preferring to take them back home where the price was just as good, and in some cases a little better. Should the mild weather continue the price is expected to show a further decline. The local demand for fresh laid eggs is fairly good. Case eggs which have been in stock for several months are quoted at 18 cents, and they are selling slow at that price. It is reported that some jobbers have very large stocks of case eggs in cold storage and this unexpected supply of fresh laid eggs coming on the market now is a very serious matter for those who have the large holdings.

Butter.

The butter situation is improving as regards the supply, but the price holds very firm. Fresh country butter is being marketed in considerable quantities by the farmers themselves, the mild weather aiding them very greatly in travel. The stocks of butter held by the jobbers here are very large, and the fresh made article coming direct from the farmers is injuring their trade, the farmer dealing direct with the consumer. Quotations here are as follows : Creamery prints, 26 cents ; small tubs, 25 cents ; creamery boxes, 24 cents ; rolls, 22 to 24 cents, according to quality.

Pork.

Fresh pork is a very scarce article on this market. But few hogs are coming to the city, and the dealers are at a loss to know where to draw a supply from. During the week some of the large sausage makers had to suspend operations owing to the scarcity of pork. Nine cents is the price quoted, and most dealers decline to offer above that figure, as they claim that it is impossible for them to handle it and make any money out of it at a higher price. The demand everywhere appears to be good. Those who have hogs alive are still holding out for more money, as they are familiar with the condition of the market at the present time.

Collections Good.

Jobbers report business very satisfactory, and up to all expectations as far as the city trade is concerned, but business from outside points is a little slow. Collections in most cases are very good.

N. B. Markets.

St. John, Feb. 15, 1906.

Business continues rather quiet except in regard to that pertaining to Winter port traffic. This will be a record year. Every effort is being made to have adequate facilities for the further increase expected next season. This is of great importance, as the size of the steamers which will want to come will both require deeper water and longer wharves. It begins to look as if the great increase in the size of steamers would greatly affect Montreal in the Summer business. If Quebec is awake she should find in this her opportunity.

In markets there is little of interest. There is a further decline in sugar. In spices, ginger is rather higher. Cloves, while still high, are rather easier. Pimento and cinnamon are firmer. Cream of tartar, which a week or two ago touched a low point, already shows an advance and is firm.

Oil—While there is still a steady sale for burning oil, the price of which is low, it is not so important a factor in trade. Lubricating oils have a fair sale for later delivery, but the outlook is just fair. In paint oils prices will rule high, linseed oil being much higher than last season. The prices were at that time extremely low. Turpentine is extreme and seems likely to be even higher. Cod oil has been at a good price all season, showing better value than was expected, owing to large outside demand.

Salt—In Liverpool coarse salt prices are firmly held. Imports have been somewhat larger during the last few weeks and there being but a fair demand there is a considerable increase in stock held in store. In fine salt some small shipments of Liverpool factory filled have been received. Owing to the increased sale of Canadian fine, imports are much smaller than a few years ago.

Canned Goods—Vegetables are still being sold cheap. Peas are very low. Corn is firmer and better values should rule. Tomatoes are higher and the situation is a firm one, the more so because the high price in the United States will prevent our getting supplies there as has been done during the past two seasons; however, in the face of this, some are found naming a lower figure than they could replace at. In meats, prices will rule low, though dealers could not now buy at the price at which many made their contracts for Spring. Salmon and fruits unchanged. A fair sale for apples. Oysters firmer. In domestic fish a fair stock of sardines; other lines short supply; some nice Jamaicas still offered. Lemons low and just a fair business. In apples, best stock brings high prices, but low grade stock is hard to sell at any figure. Nice Malaga grapes still offered. Cranberries, owing to extreme price, are not imported.

Dried Fruit—California seeded raisins have somewhat recovered from the decline. Prices are still reasonable; there is a good sale. Valencias have had the best season for some years, ruling much lower than other varieties. Prunes are firmer, particularly small sizes. Apricots and peaches firm; sales small. Dates a fair stock; prices rather higher; there is improved demand each year for package dates. Figs and peels dull. The latter are higher. Evaporated apples hold at high figures, which affects the sale and makes a fair demand for dried. Onions are easy; Canadian stock has kept poorly. Some Valencia onions have been imported; these bring a higher price.

Molasses—There is a fair demand; prices are easy. The fancy Barbadoes being imported is having a good demand, and if present price can be maintained, will be an active competitor of Porto Rico.

Fish—The broken weather has affected business in fresh fish, for which there is a good demand at this season; quite full prices rule. In dry fish values are still high, though market somewhat dull. Pickled herring are in light supply and high figures rule. Smoked herring hold firm at full figures. Haddies rather quiet.

SECURED AGENCY FOR THE STATES.

The A. F. MacLaren Imperial Cheese Company, who have for about a year represented Maconochie Bros. & Co., of London, England, in Toronto and the Province of Ontario, have secured the agency for the same firm for the Province of Quebec, and also for the United States. This is not only a tribute to the satisfactory manner in which the A. F. MacLaren Imperial Cheese Company looked after their principals' business in Ontario, but is peculiarly interesting from the fact that a Canadian firm has been given charge of the business of an English company in the United States. It is usually the other way around.

The agreement between the MacLaren Imperial Cheese Company and Maconochie Bros. was consummated this week. Mr. A. W. Maconochie visited New York and there had a conference with Mr. Henry Wright, the president, and Mr. C. L. Marshall, the manager, of the agency department of the MacLaren Imperial Cheese Company. The two latter gentlemen returned to Canada on Wednesday. They regretted that they could not bring Mr. Maconochie with them, but the latter's visit to this continent was so brief that he had not time to go beyond New York.

Among the lines manufactured by Maconochie Brothers are preserved fish, peels, pickles, sauces, marmalade and jams, and, as pointed out in The Grocer a few weeks ago, their trade has recently grown enormously in Canada.

THE GREAT WEST

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Secretary Coulson returned early in the week from a successful trip in Saskatchewan, and handed to The Canadian Grocer the following list of new members: H. Stevenson, Bishop & Reddin, H. De Janey, Tyvan, Sask.; W. J. Ross, Hamilton Bros. & Co., M. Byers, Stoughton, Sask.; Docker & Fraser, Munroe & Co., Robt. Bell, Heward, Sask.; Minm & Dundas, W. G. Rowland, Francis, Sask.; J. E. Kilty, L. A. Freeland, Osage, Sask.; Hall, MacDiarmid & Co., Morrison & McLeod, Campbell Bros., Fillmore, Sask.; Williams & Griffith, S. R. Carruthers, Creelman, Sask.; Craig & Dobson, Johnston Bros., Rouleau Supply Co., Rouleau, Sask.; W. H. Duff, Drinkwater, Sask.; J. A. Weir, L. D. Sparling, Wilcox, Sask.; W. Franklin, R. S. Anderson, C. A. Turner, M. S. Fredenberg, Milestone, Sask.; A. W. Adams, S. C. Wright, Lang, Sask.; F. B. Elliott & Co., Yellowgrass Supply Co., F. Stewart, Yellowgrass, Sask.; Wm. LaChapelle, L. Foisie, McTaggart, Sask.; W. Home, L. A. Freeland, Weyburn, Sask.; Wedin Bros., Midale, Sask.; E. S. Conant & Son, P. D. Hives, Halbute, Sask.; Hopper Bros., Estevan, Sask.; N. Dupuis, Hitchcock, Sask.; F. Letschke, Halbute, Sask.

* * *

Brandon grocers have for some time had their own retail association, and it has been very successful. Realizing the benefits of affiliation with an association comprising the trade of three provinces, they have joined the Western Association.

* * *

It should be clearly understood by the trade that the invitation to the convention this week is not confined to the members of the association, but that all bone fide retailers will be made welcome.

* * *

On January 30 the first local meeting of the Dauphin branch was held in McCreary, the dealers present being Jno. Campbell, Mackinac; Jos. Hemlin and Harry Houde, St. Rose du Lac; U. Trottier, P. Trottier and Jos. Boisvert, Laurier; J. Burgoyne, S. Burgoyne, P. Riddell and Jas. Riddell, McCreary. J. Boisvert acted as chairman and John Burgoyne as secretary, and were later elected president and secretary of the Dauphin branch, while John Campbell was elected vice-president. A price list on staples was adopted. Another meeting will be held on the 10th inst.

ANNUAL MEETING OF W.R.M.A.

The annual meeting of the Retail Merchants' Association opened in Manitoba Hall, Winnipeg, on Tuesday afternoon, the 13th inst., with a fair attendance of dealers from Manitoba, Saskatchewan and Albert.

The secretary-treasurer's report was in part as follows:

Mr. President and Gentlemen:—I beg herewith to submit my first annual report. The term just closed has been a very busy one in the way of organization work, and the association has been placed in such a position that its success is assured. The membership has been increased by over 400, and branches of the association have been formed in the greater part of the three Provinces of Manitoba, Saskatchewan and Alberta. From what I can learn these branches are in fairly good working order, considering that this is practically the first year in the life of the association, and that it is therefore still in its infancy.

In the course of my work in the new provinces I have found that it will be necessary to increase the strength of our executive in order to give Saskatchewan and Alberta an equal representation with Manitoba. The three provinces are now well represented in our membership, and I believe that at this convention we should elect our standing and special committees, and settle down to a business basis of association management.

Before electing your executive for the ensuing year a revision of your by-laws and constitution will be necessary for the reason that, while the present by-laws and constitution were sufficient at the time of organization, they are inadequate now.

I would also strongly advise the publication of a monthly or semi-monthly trade bulletin or publicity sheet, which could be mailed to our members free. We could publish in this paper the names of "dead beats" or bad pay customers on the following basis:

If any of our members having on their books a number of people from whom they cannot collect—and I am sure that all have some—will send in the name and address, with the account in duplicate, to the head office of the association, the account will then be mailed to the delinquent, with a request to arrange settlement before a certain date, failing which his name will be listed and he will be unable to get further credit in his vicinity. This will have the result of securing payment in the majority of cases, and the list will be a protection to association members, as by reference to it they can ascertain whether an applicant for credit has settled with his last dealer. It will also prevent the same customer from running more than one unpaid account. This publication will not cost the association or its members anything, as I am satisfied I can secure enough advertising to cover the cost.

The report then emphasized the necessity of establishing a permanent office in the office quarter of the city, the work of the association having grown to such proportions as to make this absolutely necessary.

The financial statement showed that the association had been able from the membership fees to pay all the expenses of an expensive year, devoted entirely to organization work, and that there was a small balance on hand, and with the fees for the coming year the association could easily be financed.

"In conclusion," said the report, "I believe that, considering the wide scope of the work that has been carried on, the association has reason for gratification at the present satisfactory state of the finances, and that we may see in the work of the past year many reasons for gratification. A great deal of good work has been accomplished, the heavy part of the organization work completed, and the expenditure has not exceeded the receipts. The association has reached a point in its development where its high ideals and its sincerity are beyond question. What its future shall be depends on the earnest co-operation of its members."

E. M. Trowern, of Toronto secretary of the Dominion association, was present and in a two hours' speech urged the affiliation of the Western association with the Dominion association. The Western Hardware Association met in the same hall, and after consultation it was decided that both associations should become sections of the Dominion association. It was also decided that the general merchants' section and the hardware section of the west should have a joint board which would supervise matters of common interest. The general merchants' section elected the following officers: President, J. F. Hunter, Boissevain; first vice-president, R. Bogue, Moosejaw; second vice-president, J. A. MacDougal, Edmonton; secretary, W. A. Coulson; treasurer, J. D. Baine, Boissevain.

The officers of the western board, which includes also the hardware merchants, are now as follows: President, W. G. McLaren, Souris; first vice-president, G. K. Smith, Moosejaw; second vice-president, H. C. Hamelin, Winnipeg; secretary, W. A. Coulson; treasurer, J. E. McRobie.

A mass meeting of the western board including general merchants and hardwaremen, was held on Wednesday night and addressed by wholesale men.

GOOD TRADE FOLLOWS GOOD COFFEE

There is no other line in your store which requires more of your attention than your coffees. A particular customer will soon discover you if your coffee is the best.

We can help you build up your coffee trade. We buy only the finest qualities of green coffees, roast them right and ship you **exactly** what you order and ship it to you **fresh roasted.**

Gold Standard Java and Mocha, "The Chaffless Coffee," in one and two pound tins, is one of our blends. Write for prices now.

CODVILLE & CO.

WINNIPEG AND BRANDON
MANITOBA

EASTERN MANUFACTURERS AND SHIPPERS

Keep in touch with the

WINNIPEG TRADE

We sell all lines handled by the

Wholesale Grocers

Write or wire us your offerings

NICHOLSON & BAIN, WINNIPEG,

Wholesale Brokers and Commission Merchants.
Established 1882
First-class storage for all kinds of goods

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large, "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " quarts, "	2 10

Sauces—Quoted as follows:

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

Buckwheat — Quoted as before at $1.70 per half sack.

Oatmeal and Cornmeal—Cornmeal has declined to $1.70 for sacks. Oatmeal is unchanged. We quote:

Rolled Oats, 80-lb. sacks, per cwt	2 15
40-lb. " "	2 20
20-lb. " "	2 25
8-lb. " "	2 55
Cornmeal, in sacks	1 70

Fish and Oysters—We quote:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 12½
Red Snapper	0 15
B C. Salmon	0 09
Halibut	0 08½
White fish, per lb	0 07
Pickerel	0 05½
Jackfish	0 03½
Finnan haddie	0 07½
"Halifax" brand salt cod, fish cakes 24-1's	0 07½
"Acadia" " " " 20-1's	0 08
"Bluenose" " " " 20-1's	0 07
"Acadia" " 2-lb. boxes	0 10
" " 4-lb. boxes	0 10
" " shredded, 24 cartoons, per bx	1 80
" " bulk, in 15-lb. bxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb	4 00
" " per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11
Kippered gold eyes, per doz.	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gal	2 25
Standards, per gallon	2 00
Holland herrings, in kegs, per keg 0 66	0 70
Herrings, ½-barrels	4 00
Digby chicks, per box	0 17

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

ARTICLES WANTED.

SMALL quantity of Indian grass wanted. State price. Box 107, CANADIAN GROCER. [ ]

SITUATIONS VACANT.

WANTED—A respectable honest, live representative, thoroughly familiar with all the Nova Scotian apple growers and shippers along the D. A. route to drum up consignments during next (1906-7) season for large European markets and British provincial towns. Reply, "Hustler," London office CANADIAN GROCER, 88 Fleet street.

AGENCIES WANTED.

VANCOUVER firm of manufacturers' agents is open for a few good lines; highest references. Box 119, Vancouver. [15]

BUSINESS CHANCES.

FOR SALE—General stock, including horses, rigs and fixtures in a prosperous town 3,500 inhabitants, Eastern Ontario; a good, smart grocery business; well established; stock, $7,000; turnover, $23,000. Address, Box A, THE CANADIAN GROCER. [7]

SITUATION WANTED

SALESMAN, six years experience, groceries, boots, shoes and crockery, open for engagement in the West after March 15th; Regina preferred; best of references. Box 108, CANADIAN GROCER. [9]

AGENTS WANTED.

BY an Alberta wholesale grocery house, a specialty man for teas, coffees, and spices; ground, Alberta and part of B. C.; a large salary to a gilt-edged man. Apply with copy of testimonials (no other letters answered) to Drawer Z. Calgary. [5]

SUTCLIFFE & BINGHAM, LIMITED, Manchester, England, are open to appoint a sole buying agent in St. John, N.B., and in Halifax, N.S., for "Kkovah" jellies and other "Kkovah" specialties; liberal terms to those prepared to devote energy to pushing same. Write at once Mr. Sutcliffe, care of Sutcliffe & Bingham, Limited, 17 St. John street, Montreal.

Sawyer's CRYSTAL

50 Years the People's Choice.

See that Top

Blue.

For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.

M. F. EAGAR & SON, *Mtrs. Agents*
HALIFAX, Nova Scotia

ARE YOU
GETTING YOUR SHARE
of the
LARGE BUSINESS OFFERING in ALBERTA?

IF NOT Write us. Secure our services.

Excellent Storage Accommodation. Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
NICHOLSON & BAIN, WINNIPEG, MAN.

Mild Cured Hams
Choice Breakfast Bacon
Long Clear Bacon
Pure Lard

We are offering exceptionally good value in above lines, at present time.

Canned Meats

Drop us a line for Price List.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

BUTTER

If you have Butter to Sell, we can dispose of it for you promptly and at good prices.

If you want to Buy Butter, we can give you extra choice stock.

DAIRY or CREAMERY
ROLLS or SOLID

Prices are right, Quality is right.
Send us your orders.

F. W. FEARMAN CO., LIMITED
HAMILTON

Brains Rule This World, Packers with Brains
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. . . Pack . . .

CORNED and ROAST BEEF
1 and 2-lb. Tins.

BONELESS CHICKEN
BONELESS TURKEY
1-lb. Tins.

WESTERN GROCERS support WESTERN INDUSTRIES

For sale by all Western Jobbers.

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THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA
NICHOLSON & BAIN Winnipeg, Man.
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Sole Western Sales Agents

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market in Great Britain seems to have had a gradual decline in prices lately. It is an open question, however, whether this is a genuine weakness or a manipulated one by interested parties wishing to buy goods at a lower price than what holders are willing to accept. At any rate, the quantity of goods for sale in Canada is so very limited that this move has made no impression on holders' ideas of the value of their goods and, meanwhile at least, they pay no attention to lower offers from the British markets, but they remain firm and quietly await buyers to come on.

There have been a number of cable inquiries lately, and although but very little real business has resulted, this has encouraged holders not to sacrifice their goods. Recent estimates of total stocks of cheese in Canada are placed at 115,000 to 125,000 boxes. Of these only about 25,000 boxes are actually offered for sale, the balance being held here for account of British importers, and, with fully two and a half months of non-production before us, this quantity cannot possibly cause any anxiety on the part of the holders.

There are several "bear" arguments being brought out now: one is a larger production of New Zealand cheese. It appears that the New Zealanders had contracted their "output" of butter, but finding cheese the better paying product they stopped making butter and are making cheese instead. Another argument is that the Canadian fodder make of cheese will start earlier. But how can we make new milk cheese before the cows come in? And no matter what the relative value of butter and cheese may be when the new milk comes in, many farmers would rather make butter than cheese, as they need the skim milk to feed to their stock.

Last week the 24th annual convention of the Huntingdon Dairymen's Association was held.

Mr. Robert Ness, president and chairman, in opening the convention, said that he knew of stables into which the light never entered, unless the door was opened—a state of things which should not be.

Mr. L. Simpson, of Vallevfield, stated that in the future a proper record would be kept of the production of each cow in the Montreal Cotton Company's herd on their farm at Vallevfield. It was well known that many cows did not yield enough milk to pay for their keep, although it was also true that some Canadian herds averaged 6,000 pounds each per annum, while there were instances of a 10,000 pound average.

Mr. C. F. Whitley, of Ottawa, addressed the convention on the improvement of dairy herds. No indifference should be manifested by the farmer on this subject, because the average output of the cow in Canada could be easily doubled. The cost of testing milk three times a month was really very trifling. The first cow testing association had been organized at Cowansville, and three others had since been formed to secure improvement in the individual animal, which was the crucial point, and the very root and foundation of successful dairy farming. In Denmark, under this system, the product of milk per cow had been increased over 800 pounds a year, and in butter from 30 to 50 pounds within three years, and on 9,000 farms, possessing 165,000 cows, daily tests were made. In one district alone in that country the average of 50,000 cows had been raised to over 7,700 pounds of milk per annum. The average product of milk in Ontario was only 1,000 pounds per acre, although on some farms the yield was three times as much, and this was more like the standard. In every herd they had tested they had found as great a difference as something over $25 per annum between the poorest and the best animals.

Mr. J. H. Grisdale, farm instructor of Ottawa, stated that one million cows in Quebec averaged only 1,200 pounds of milk per head, and strongly recommended the daily weighing of the milk as the best and most profitable system. Testing only took one minute per day, or half an hour per month. He gave the instance of a discouraged dairyman who was only getting $34.50 per annum per head out of his cows, but after adopting the daily test he raised his yield during the following year over $5 per head during a period, moreover, of low prices. Finding out by his tests that he had three or four poor cows, he got rid of them and increased his average to $50 per cow: $60 and then $70 followed, and in 1904, which was a very bad year for prices, a little over $60—in 1905 $75. This man, after the cheese factories closed, sent his milk to Montreal. He strongly advised farmers to stick to grade cows. In another case, in Vandreuil county, there were two men living and working side by side. One had 13 and the other from 39 to 40 cows. Six years ago the former bought a good, pure bred bull, and the result was that this man, with the small band, had a monthly income of from $80 to $90, compared with the other man's $90 to $100.

Mr. Grisdale next discussed sanitation in connection with dairying and food for the stock in a most interesting manner, and the convention was a decided success.

THE PROVISION SITUATION.

No new feature of importance has transpired since our last report; the volume of domestic trade has been good and prices well maintained.

Arrivals of live hogs have been slow and unimportant during week under review, and would have been barely sufficient to keep factories going had not the previous week's arrivals been over abundant. This circumstance shows in a clear way the uncertainty of farmers' deliveries. Prices have been ruling high for some long time, and have practically placed the industry on an unremunerative basis. When, therefore, the drop in export markets was reported, and a corresponding drop in values on the purchasing market here took place, farmers at once held back deliveries, and when approached refused to sell. It is expected that arrivals will be more abundant next week, and it is probable that competition for hogs will result in a recovery in part, if not in whole, of the recent decline.

Reports from U. S. points make note of firm and advancing markets on that side, and mention the possibility of packers finding difficulty to keep pace with demand.

The English market is firm at previous decline, but buyers are critical as to quality, and are showing disposition to discriminate materially in their buying.

OUR LONDON LETTER.

By Our Own Correspondent.

February 3, 1906.

Another week has passed, but still the London produce markets continue without any improvement. Nor does there seem to be any prospect of better trade in the near future. However, should any one of the produce markets suddenly assume a more satisfactory tone, it would not create any great amount of astonishment, for during the past few months buyers and sellers have been deceived in their surmises on more than one occasion.

Butter.—The market is just now very quiet indeed, if possible more so than last week. In view of the fact that importers have been steadily giving way in the matter of price, it might have been expected that buyers would have seen their way to exhibit some greater alacrity to purchase on the more favorable terms. Apparently they have refrained from rushing at present quotations in the expectation that prices will be forced still lower. It is difficult to believe that retailers, having bought so sparingly during the past few weeks, can have very much on hand. Again, it is difficult to believe that the advance in price per pound has caused any serious difference in the public consumption. Under these circumstances, one might be justified in looking for better transactions before long, but in view of the fact that importers have large quantities of butter on hand, the chances for higher prices seem to be small. From Australia and New Zealand alone, some 72,000 boxes of butter have been received during the past week.

Cheese.—The cheese market is but

slightly better than the butter market. It is true that some importers report a slightly stronger demand, but for the most part they advise trade as being very dull. Retailers also say that they are having difficulties in disposing of such supplies as they have, and it would appear that the slowness of the cheese market must be attributed to lack of interest on the part of the consuming public. If this is the case, the very high prices, which have been asked for cheese during the past few months, must be partially responsible for the attitude of the public. Cheese has ceased to be of the same importance as an article of consumption with the lower classes as it used to be, and consequently any fluctuation in price is more likely to affect the consumption. It is understood on this side that supplies of cheese from Canada are not to be expected on so large a scale during the next week or ten days, and sellers are finding satisfaction in this fact.

Bacon.—The market opened with a very slow demand early in the week, and, although there has within the last day or two been an all round reduction of 3s., it cannot be said that the buying is very brisk even at present quotations. A very careful investigation shows that the demand is just a trifle better. "The whole trouble has arisen from the fact that, with such small quantities finding their way to this market, the price of raw material advanced, and sellers have had to squeeze the last penny out of the trade. The demand has thus been almost strangled." So says one of the London produce papers.

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

The provision market is steady. The prices remain unchanged and the demand good. Live hogs are scarce, and bacon and ham stronger. Fresh abattoir stock, fine, selling at $10 to $10.25, and country dressed firm at $8.25 to $9, with good demand. Lard firm.

Lard, pure tierces		0 10¾
"	56-lb. tubs	0 11
"	20-lb. pails, wood (10½)	0 11¼
"	cases, 10-lb. tins, 60 lbs. in case	0 11¼
" "	5-lb. "	0 11¾
" "	3-lb. "	0 11¾
Lard, Boar's Head	brand, tierces, per lb	0 07¾
" "	½-tierces, per lb	0 08
" "	60-lb. fancy tubs	0 08
Cases, 20 3-lb. tins, per lb		0 08¾
" 12 5-lb. tins "		0 08¾
" 6 10-lb. tins "		0 08½
20-lb. wood pails, each		1 65
20-lb. tin pails, each		1 55
Wood net, tin gross weight—		
Canadian short cut mess pork		$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Breakfast bacon, per lb		0 14
Hams	0 12½	0 13½
Extra plate beef, per bbl	11 50	12 00

Butter.

The butter market does not show great changes. Dealers pay fancy creamery 23c. Good fine is obtainable from 22c. to 22½c. The local consumption is getting larger, and stocks are becoming proportionately smaller. It is thought the markets may come down and consequently dealers are afraid to buy in quantities.

Choice creamery	0 22	0 23
Finest creamery	0 22½	0 22½
Good to fine creamery	0 21½	0 22
Western dairy	0 20	0 20½
Manitoba dairy	0 19½	0 20
Fancy Townships	0 20½	0 24
Fresh dairy tubs	0 20	0 20½
Fresh rolls	0 19	0 20½

Cheese.

The cheese market continues firm at 13 to 13¼c., though it is intimated in some quarters that easier prices are not without the possibilities. Business is quiet, and little trading on export account noted.

Eggs.

The present mild weather, if it continues, will have the effect of lowering the market 2c. or 3c. As it is, prices remain unchanged, with business fairly good. Retailers are disposed to buy more freely, though in small quantities.

Cold storage	0 16½	0 18
Pickled	0 16	0 17
Selects	0 20	0 21
Fresh laid, guaranteed	0 24	0 25
New laid eggs, per doz. (nominal)	0 21	0 22
Fresh " "		0 19
Pickled " "		0 17

TORONTO.

Provisions.

Trade has been fairly active in demand, and prices rule firm. The weakening in live hogs which was noted last issue has recovered itself, and dressed prices have also firmed up. Stocks held are particularly light, and arrivals are readily placed. In fresh meats trade has been good, but, with the exception of lamb, which shows an advance of ½c., no quotable change is reported.

Long clear bacon, per lb		0 11
Smoked breakfast bacon, per lb		0 14
Roll bacon, per lb	0 11	0 12
Small hams, per lb		0 13½
Medium hams, per lb		0 13
Large hams per lb		0 12
Shoulder hams, per lb		0 10½
Backs, per lb		0 16
Heavy mess pork, per bbl		18 00
Short cut, per bbl		21 50
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb		0 10½
" tubs "		0 10¾
" pails "		0 11
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	6 50	8 00
" front quarters	4 50	5 50
" choice carcases	6 00	7 00
" common	4 00	5 00
Mutton	0 08	0 10
Spring lamb	0 11½	0 12½
Veal		0 10
Hogs, street lots	9 00	9 25
" dressed, car lots		8 50

Cheese.

The cheese situation continues an exceedingly strong one. With storage stocks held by large dealers, and foreign markets reporting holdings as below previous estimates, there appears every prospect of continued strength.

	Per lb.
Cheese, large	0 13½
" twins	0 14

Butter.

There has been active trade in butter since our last issue. Arrivals, however, have been amply sufficient to maintain stocks; prices have, therefore, shown no great strength. Dairy prints are now quoted at 1c. decline.

	Per lb.
Creamery prints	0 25
" solids, fresh	0 23½
Dairy prints	0 21
" in tubs	0 18
" large rolls	0 20

Eggs.

Egg stocks, both pickled and cold storage, are nearly depleted. New laid have arrived freely. Demand continues good. Prices for N. L. have declined 1c.

WINNIPEG.

Butter.

Butter has been steady since the decline noted last week. Selling prices to the trade are now quoted as follows:

Finest fresh creamery, in 56-lb. boxes	0 24	0 25
" " in 28-lb. boxes	0 24	0 25
" " in 14-lb. boxes	0 24	0 25
" " in 1-lb. bricks		0 27

Supplies are more liberal in the country, but the quality continues poor. Produce houses are paying about 19c. for No. 1 dairy delivered in Winnipeg.

Cheese.

Price is advancing.

Finest Ontario, large	0 14¼
" Manitoba, large	0 13¾
" " twins	0 14¼
" " small	0 13¾

Lard.

Prices continue as follows:

Tierce basis, per lb	0 10¾
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00¾
10-lb. " in 60-lb. "	0 00¾
5-lb. " " "	0 00¾
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00¾

Cured Meats.

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 15
Backs, " " "	0 14
Picnic, " " "	0 09½
Hams, sugar cured, assorted sizes	0 13
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 09½
Shoulders, "	0 08½
Bacon, " breakfast bellies	0 14
" " breakfast backs	0 14
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 11
" " " smoked	0 12
" " " boneless backs	0 12
Shoulders " "	0 08½

BARREL PORK.

Heavy mess pork, boneless, per bbl	17 00
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 50
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless bocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 04
" hocks, "				0 04

Eggs.

Produce houses are paying 25c. to 26c. per doz. for new laid eggs.

ST. JOHN, N.B.

Provisions.

In barrel pork there is little of domestic offered. Pack is very light. Even with quite full prices asked for American, local packers find it hard to compete. Beef unchanged; sale very light. A steady sale for smoked meats at full prices. Lard seems firmer, though the American market continues to change from day to day. Very little Canadian offered. Refined lard keeps low. In fresh beef there is slack demand; price, particularly of domestic, is low. In the west a rather firmer feeling reported. Veal is little seen; a fair price asked. Mutton shows a fair

value. Lamb is quite firm. Pork keeps high.

Mess pork, per bbl	$19 00	$21 00
Clear pork, "	18 50	20 00
Plate beef, "	13 00	14 50
Domestic beef, per lb.	0 05	0 06½
Western beef, "	0 09	0 09½
Mutton, "	0 06½	0 07
Veal, "	0 07½	0 08
Lamb, "	0 09	0 10
Pork, "	0 09	0 09½
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 11	0 12
" " pails, "	0 12	0 12½
Refined lard, tubs	0 08½	0 08
" " pails	0 08½	0 09½

Butter.

There is rather freer supply, and prices are easier. Quality must be the best to bring best price.

Creamery butter	0 23	0 28
Best dairy butter	0 20	0 22
Good dairy tubs	0 18	0 20
Fair "	0 16	0 18

Eggs.

Stock is being freshly offered and prices are lower. The market seems easy.

Eggs, strictly fresh	0 26	0 30
Eggs, fresh	0 25	0 30
" case stock	0 20	0 22

Cheese.

There is just a fair business. Prices too high for large sales. Stock light. For local demand twins demanded.

Cheese, per lb. 0 13½ 0 14

FIRMER BACON.

The Canadian trade agent at Leeds refers to the demand for Canadian bacon, and says that the English trade would prefer more hard bacon. Canadian produce is making good headway, and he recommends that effort be made to capture a larger share of the North of England market.

THE PACKING INDUSTRY.

In 1890 there were only two packing houses in the Canadian export bacon trade having a weekly capacity of some 3,000 hogs. Last year the weekly capacity of the sixteen packing houses in operation was about 50,000. According to the season the output from Canada has reached about $15,000,000 annually, or 20 per cent. of the total quantity of bacon imported by Great Britain.

OUTLOOK FOR HOGS IN U. S.

Chicago Live Stock World: There are no indications that enough hogs will arrive during the month of February to let packers out of a deep hole they seem to be in. Local traders estimate the month's run at 600,000 to 750,000. In February, 1905, receipts of hogs were 727,000, and very few men identified with that branch of the live stock trade expect that many this month. Last February prices ranged from $4.40 to $5.12½, but the market was on the upturn, and by April the best hogs were selling at $5.72½. Conditions from the seller's standpoint are better now than they were a year ago. The demand for fresh pork is decidedly stronger, and packers haven't anything stored away to back up a bluff with. There are no hogs in the east, and the demand from that source is so strong that shipments are constantly increasing. All things considered, hog producers have the long end of the stick.

CLARK'S Concentrated SOUPS

This line is labeled in our usual attractive style. Quality right, each tin contains 6 portions and retails at 10 cents per tin. We pack a number of different kinds.

ALL THE WHOLESALE TRADE CARRY THEM.

They're Sellers!

The Fact That

Nicholson's Mince Meat

is made with Pepsin and high-grade Spices is sufficient reason for you giving it a try in your store. Let us send you a quantity of this delicious Mince Meat.

You already keep, or should keep:

N. & B. JELLY POWDER — N. & B. ICING POWDER
N. & B. PUDDINE — N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK
9 Jarvis St., TORONTO, ONT.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

Butchers, Merchants and Hide Buyers

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

SAUSAGE

Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

White Spruce
BUTTER TUBS
10-20-30-50 lb.
EGG CASES AND FILLERS

Order now, for delivery later,

it will **Pay You**

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

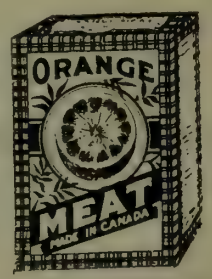
WALTER WOODS & CO.
Hamilton and Winnipeg.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

ORANGE MEAT AND SUCCESS

Grocers, now that the public has discovered the true importance of

Orange Meat



as an article of daily use there is an ever-increasing demand for it, so ever-increasing opportunities for grocers to make money.

Orange Meat

is justly proclaimed the best breakfast food obtainable to-day. Everything relating to it—the quality of the wheat, the process of manufacture, the plant—is the acme of excellence.

The price of **ORANGE MEAT**, like the quality, is stationary. The regular package sells at 15c. and contains coupons redeemable for valuable premiums. The **JUMBO** package sells at 25c. and contains 2½ times as much as a 15c. package of other goods.

See that you get the share of **ORANGE MEAT** business to which you are rightfully entitled.

Agents in Montreal: R. B. Hall & Sons.
Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.
Limited
KINGSTON, ONT.

FLOUR AND CEREAL FOODS

The general condition of the flour and cereal markets has been one of inactivity during the week under review. Domestic trade in flour has had chiefly the character of satisfying immediate requirements, and has lacked any spirit of enterprise. In grain a degree more interest has been apparent, but not of any great importance.

It is reported that about 30 to 40 per cent. of the wheat from the west is more or less smutty, a feature of serious moment to the market, and one which works against ready business.

The export trade has been difficult to manipulate and very little new business enected. A good deal of movement has been going on with some dealers, but this is on account of earlier orders. In flour especially, the export trade has been difficult, English bidding being considerably out of the run of dealers' prices on this side, and apparently prices are inclined to run away down.

The smaller country millers are reporting a somewhat unique situation. Bran and middlings are commanding good sales at high prices, for stock feeds, but the slowness of flour prevents their getting at these products. On this account some millers are disposed to sell out flour on a low basis, so as to keep the mill going and secure bran and middlings for their local buyers, prices of which are sufficiently high to allow a slight shading of values to encourage buyers.

Altogether the outlook is not considered a good one for the immediate future. The key of the situation is with the export trade, and prices offered are unremunerative to present holders.

PRICE OF FLOUR IN WINNIPEG.

The improbability of a great and permanent reduction in the price of flour—a thing fondly hoped for by the housewife—seems to be indicated by the prices of flour for the past three years, which are given below :

	Per bag.
March, 1903, First Patent Hungarian Flour	$2.00
March, 1904, First Patent Hungarian Flour	2.65
March, 1905, First Patent Hungarian Flour	2.95
January, 1906, First Patent Hungarian Flour	2.45

The cost of flour depends upon three things—cost of wheat, cost of freight and cost of milling. The last two show a reasonable and steady decline, while the first is, as every western farmer knows, exceedingly jumpy. It is true that the cost at present is somewhat down, but no prediction can be made of the price of flour next half year.

Unfortunate it is, that the chief price factor, the cost of raw material, is the only one which can not be expected to drop. Owing to improved methods of milling, and the continuance of a steady demand which enables mills to run at full capacity for long periods, together with the competition in the trade, there is no likelihood that the cost of manufacture will do anything but decline. But this decline will be unimportant. All millers are agreed that competition is keen, and so far as they are concerned, profits are not over-great.

NUTRITIVE VALUE OF FLOUR.

Experiments have been going on for some years at the University of Minnesota to determine the nutritive and digestive qualities of Graham, entire-wheat and standard patent flour.

Graham flour is unbolted ground wheat.

Entire-wheat flour contains all the wheat except a portion of the bran, which is removed with a coarse screen.

Standard patent is a fine, white, bolted flour, containing neither the bran nor the germ.

The different flours were made from the same wheat, and the relative values of each were determined from digestion experiments with healthy young men. In all, seventy-two experiments were made, the result of which showed that while the coarser foods were somewhat superior as regards the total protein and ash present, they were inferior to the white flour as regards digestibility. Without exception, white flour was found to have the most available energy on account of being so much easier than the others to digest.

WINNIPEG'S NEW MILL.

The Western Canada Milling Company is at present rearing a new mill in St. Boniface, which will be driven by electrical power. This motive force is also to be employed shortly in the Ogilvie mills. The power developed will amount to 1,400 horse-power, and both flour and oatmeal mills will be shortly served with the new force. Oatmeal mills will, it is expected, be electrically driven for the first time on the first of March, and the flour mill on the first of May.

MONTREAL MARKETS.

Flour.

The quotations for flour are unchanged. There has been no price-cutting during the past week and the market is steady. This condition is satisfactory to millers and the jobbing trade generally.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	2 00	2 10
Royal Household		4 60
Glenora		4 20
Manitoba spring wheat patents		4 60
" strong bakers		4 40
Buckwheat flour		2 10
Five Roses		4 60

Grain.

There has been little activity in the grain market. No. 3 yellow corn, formerly quoted at 52½, is now selling at

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

Saskatchewan Soil

in the vicinity of Moosomin is rich in the chemical salts necessary for the production of the best "Red Fife" Spring Wheat. That's one reason why

"Gold Crown" Flour

is unexcelled. You need it in your business, Mr Grocer.

Sutcliffe-Muir Milling Co., Limited
Moosomin, Sask.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.
AND
A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

THE DOW CEREAL AND MILLING Co

PILOT MOUND, MAN.

Eastern and Western Buyers of Car Lots ROLLED OATS

Wire or write us for prices on

The reliable and well-known

BUFFALO BRAND

Clean and Sweet
MANUFACTURED BY
THE DOW CEREAL & MILLING CO.
Pilot Mound, Manitoba

NICHOLSON & BAIN, Winnipeg, Man.
Sole Sales Agents

51, and No. 2 peas now sell at 78. Otherwise there are no changes.

No. 4 barley	0 47½
No. 2 white oats	0 40½
No. 3 white oats	0 39½
No. 3 yellow corn	0 51
No. 2 peas, basis 78 per cent. points	0 78

Rolled Oats.

On account of a cutting among Ontario millers, the price of rolled oats has been considerably reduced, as prices will show. The peculiar position exists of oats being firmer and higher and the prepared product lower. This cutting will in the long run prove more disastrous for the larger millers than the smaller, the loss being proportionately heavier. How long this will continue is open to question, but it must be a losing game all round.

Fine oatmeal, bags	2 20	2 30
Standard oatmeal, bags	2 30	2 40
Granulated " "	2 20	2 25
Rolled oats, "	2 25	2 30
"		5 10
" 90-lb. bags		2 25
" 80-lb. bags		2 10
" bbls		4 70

The McLEOD MILLING CO., Limited
Stratford, - Ontario.
Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

MYERS' ROYAL SPICE
STOCK FOOD

HORSE AND CATTLE.

	per 100 lbs.
500 lb. Lots	6.15
250 "	6.15
100 "	6.15
50 "	6.15
25 "	6.15
5 lb. Sacks	7.38
2 lb. pkgs., cases 2 doz.	5.54 per case

POULTRY.

25 lb. Bags	9.23
5 lb. Sacks	9.23
2 lb. pkgs., 360 lbs. in case	7.75 per case
½ lb. pkg., " "	8.86 "
Hog Powders (5 gross)	3.08 per gross

Less 5% for cash on all lines.
H. N. BATE & SONS, Limited, OTTAWA

Feed.

The feed market is firmer all around, and it looks as if the prices would go The market, however, is very quiet for heavy business as there is practically nothing going through.

The wheat market is steady, especial higher. Shorts are obtainable in sufficient quantities to supply the demand. Ontario and Manitoba bran is very scarce, although the demand is strong. ly in the States, where it has fluctuated considerably recently. There is no change in the Manitoba market.

Dealers find it impossibfe to fill the demand for mill feed.

Ontario bran	19 50	20 00
Ontario shorts	20 00	21 00
Manitoba shorts	19 00	20 00
" bran	18 50	19 00
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00

Hay.

The local hay market is very steady at present. There is plenty offered and the demand is not very strong. The export market is not so firm as it has been the past three or four weeks. The stocks at Portland, Boston and St. John are pretty well cleared out, as the steamers have taken full cargoes to the United Kingdom.

The markets abroad are fairly steady. The stocks at Liverpool and other points in the United Kingdom are almost cleared up, and English hay is nearly finished. The market is in a receptive condition, but buyers are inclined to refrain from taking hold freely. Indications point to improvement, however, as the market has gained four shillings. Good No. 2 is selling well locally, while stocks are ample for requirements.

No. 1	8 50	9 00
" 2	7 25	7 50
Clover mixed	6 00	6 50
Clover, pure	5 50	6 00

TORONTO MARKETS.

Flour.

There has been little movement in the flour market. Domestic trade has been particularly slow since our last report, and export demand has been unimportant. Offers from England are much below dealers' prices and very little new trade has been effected. Prices have fluctuated somewhat but no material change is recorded.

Manitoba wheat patents, per bbl. in bags	4 30	4 50
Strong bakers " "		4 10
Ontario wheat patents " "		4 00
Straight roller " "	3 50	3 75

Grain.

Trade has not been over active since our last report; arrivals have been slow to come in. At outside points reports denote only fair deliveries at the mills. Most millers, however, are carrying heavy stocks, and would be ready sellers at improved prices. It is mostly considered that prices are on too low a base to warrant selling. In most lines prices have firmed up a little.

All on track Toronto.

Manitoba wheat, Northern No. 1	0 86½
" " " No. 2	0 84
" " " No. 3	0 82½
Red, " per bushel	0 79
White, " "	0 79
Mixed "	0 78
Barley, No. 1, "	0 49½
" No. 2, "	0 49 0 49½
" No. 3x, "	0 46 0 46½
" No. 3, "	0 43 0 43½
Oats, new, "	0 35½ 0 36½
Peas "	0 79
Buckwheat "	0 52½ 0 53
Rye, per bushel, "	0 70

Breakfast Cereals.

The delivery of grain for breakfast cereals is reported as fairly good at most points throughout the province. Trade, however, is disappointing even at this season, which is always considered a falling one. Prices are unchanged at the recent decline.

Oatmeal, standard and granulated, carlots, on track, per bbl	4 50
Rolled wheat in boxes, 100 lbs	2 25
" " 50 lbs	1 20
Rolled oats, standard, carlots, per bbl., in bags	4 00
" " " " " in wood	4 25
" " " " for broken lots	4 75

ST. JOHN, N.B.

Flour, Meal and Seed.

In flour, prices are unchanged, a fair business reported.

Oatmeal is rather lower and market somewhat unsettled. Corn meal is easy.

Beans are little changed, particularly Yellow Eyes are low.

Barley, just a fair sale.

In seeds full prices are asked. Clovers are even higher than last year. Particular care is being given to quality this season.

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.
King's Cross
London, Eng.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

TWO FIRST-RATE ADVERTISEMENTS.

There is no better way of "talking type" than that of reproducing well-set advertisements.

* * *

This week I was able to secure two first-rate specimens of the art, and no doubt their appearance on this page will be helpful to other grocers.

* * *

I consider the announcement of Clancy M. Buell to be one of the best retail advertisements that have run in Canadian papers. Typographically, it is almost perfect. And in phraseology it is just about as strong. Occasionally I come across advertisements that are set attractively, but the matter itself has nothing to commend it.

* * *

Buell's advertisement is a pleasing exception. The man who wrote the announcement (and somehow I imagine it was Mr. Buell himself) knew his business, and the man who set it knew his business too.

* * *

The advertisement is surrounded by an appropriate border. It is balanced throughout. Only two fonts of type are employed, and the body type is set without an indentation.

* * *

Even to the untrained eye an advertisement such as Buell's appeals quickly. There are practically only three things to look at—the two display lines and the text: and all three are divided with uniformity. No matter which margin you select, there is about the same amount of white space.

Clancy M. Buell
I have bought the R. R. Dowsley grocery next to the Recorder office. I have had a good business experience and by careful attention to your wants I hope to merit a generous share of your patronage. I am determined to make freshness, purity and high quality the standard of this store. See how well I can please you.
GROCERIES

And notice the skilful way in which Mr. Buell appeals to his readers. True, a good deal of "I," but not a particle too much for such an occasion. The advertisement of a "new" grocer must necessarily be straightforward and animated and contain more or less laudation of past experience and present principles.

* * *

This advertisement of Buell's is worth a study. The layout might be copied or partly copied, and the matter itself is a first-rate exemplar of clear-cut coherent statements.

* * *

The advertisement of Gould Bros., which appeared in the "North Ontario Times," while not perhaps so perfect a specimen as the advertisement spoken of above, is a pleasing example of good advertising.

* * *

The compositor has here striven for balance and he has met with more than an ordinary measure of success. A neat border is employed. Also a good display type. The border on the centre piece might have been less ornamental, but where the compositor failed to consummate his idea was in the closing sentences of the advertisement.

* * *

The matter beginning "Try our 25c. and 40c. Ceylon Teas" and ending with "Town" should have been indented three or four ems like the opening sentences. This would have insured uniformity of style, have preserved balance and would generally have enhanced the effect.

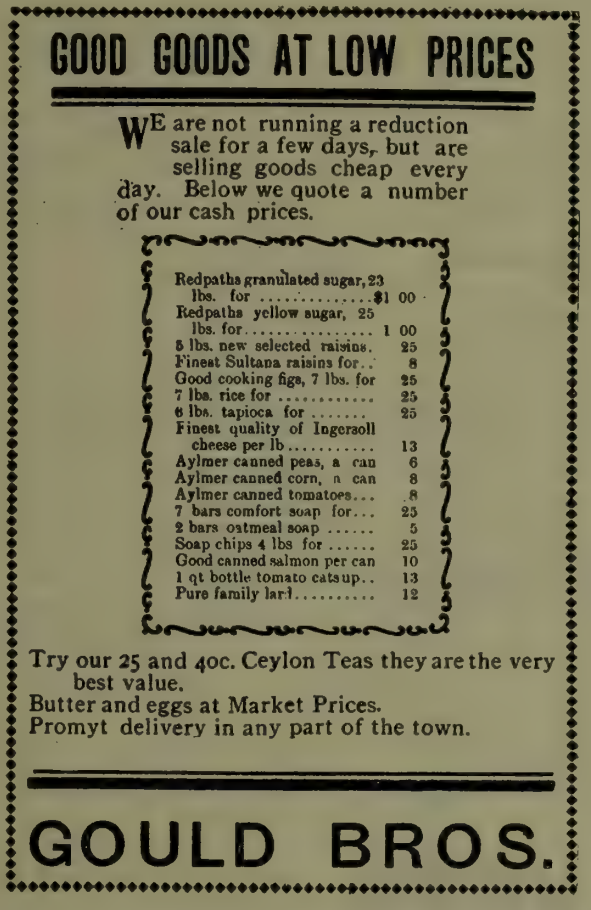
* * *

The matter of Gould Bros.' advertisement is strong and pithy and entirely in accord with what one would expect knowing the purpose of the announcement. Grouping off the priced items was a happy idea, besides a good stroke of business. No reader can have any doubt about what is for sale in Gould Bros.' store.

* * *

Next week I shall continue my talk on "How Advertisements Might Be Improved," and shall select two or three advertisements from Canadian papers for criticism. Keep this page intact for a comparison of your own.

A. A. B.


GOOD GOODS AT LOW PRICES
WE are not running a reduction sale for a few days, but are selling goods cheap every day. Below we quote a number of our cash prices.
Redpaths granulated sugar, 23 lbs. for $1 00
Redpaths yellow sugar, 25 lbs. for 1 00
5 lbs. new selected raisins. 25
Finest Sultana raisins for.. 8
Good cooking figs, 7 lbs. for 25
7 lbs. rice for 25
6 lbs. tapioca for 25
Finest quality of Ingersoll cheese per lb 13
Aylmer canned peas, a can 6
Aylmer canned corn, a can 8
Aylmer canned tomatoes... 8
7 bars comfort soap for... 25
2 bars oatmeal soap 5
Soap chips 4 lbs for 25
Good canned salmon per can 10
1 qt bottle tomato catsup.. 13
Pure family lard..... 12
Try our 25 and 40c. Ceylon Teas they are the very best value.
Butter and eggs at Market Prices.
Promyt delivery in any part of the town.
GOULD BROS.

McWILLIAM
Mc. AND E.
EVERIST

The present arrivals of California Navels are Heavy Fruit, High Color, Sweet and Juicy. Our selections are complete.

Our orders ahead have been confirmed for

California Celery,
(Season drawing to a close.)

Mexican Oranges,
(Demand greater than supply.)

Messina Lemons,
(Sufficient coming in to supply all wants.)

Have two cars to arrive this week.

25-27 Church St., TORONTO

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.
Packers and Expoters
57 Market St., - HAMILTON

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

The demand for green fruits has been of greatly improved character during week under review. Reports from all points are of practically same nature.

California fruits are well to the front. Oranges have greatly improved in quality, and are evidently controlling public favor. The early arrivals, which were green and immature, somewhat checked the market, but by careful manipulation any evil consequences have been averted. Bananas have also recovered the market, and are ready sellers at firm prices.

Messina lemons are good sellers, and are showing in excellent quality; prices, however, are ruling firm, being influenced by advance reports from primal points. California lemons are easier and are selling mainly at western points.

In Maritime Provinces markets are good, the greater demand being for oranges. Cranberries are practically depleted.

The apple condition is one of great strength. Good fruit commands a good price, and export trade continues excellent. Cables from Liverpool denote good sales and high prices; 11,000 barrels were sold at recent auction at prices ranging from 19s. to 24s. 6d.

Vegetables have only been of moderate local interest.

A SUGGESTED EXPERIMENTAL FARM FOR NIAGARA.

The executive of the Niagara Peninsula United Fruit-Growers' Association had a meeting at St. Catharines on February 3, to take further steps towards requesting the Government to establish an experimental farm in the Niagara district. After a good deal of discussion as to where the farm should be located, a resolution was passed asking the Government to locate the farm where suitable soil may be obtained, adjacent to good hotel accommodation and proper railway facilities.

At the last meeting of the association the appointment of delegates to go before the Tariff Commission at Ottawa to apply for increased tariff on fruit, was left to the executive committee. The executive committee gave out the information that they had not appointed anyone, as none of the fruit-growers around St. Catharines seemed anxious to go, the feeling there being that the tariff should remain as it is, notwithstanding resolutions to the contrary passed at the general meeting of the Niagara Fruit-Growers' Association some time ago. Growers west of there will probably send a deputation to Ottawa on their own account, but there will be probably no representatives from the Niagara Peninsula Fruit-Growers' Association.

LOBSTER TO GIVE WAY TO COD.

News to hand from Louisburg states that the cod fishery will be prosecuted on a more extensive scale from this port next season than for many years past. Of late fishermen have devoted their attention mainly to lobster fishing during the early part of the season. The scarcity of lobsters and the present high prices ruling for codfish will induce many to give up the lobster fishing and devote their whole attention to codfishing.

THE SALMON PACK.

A despatch from Anacortes says: "H. B. Drisko, superintendent of the Northern Fisheries Co's cannery, places the probable pack of sockeye salmon for the coming season at 100,000 cases, or less than one-fourth last season's pack. The Alaska Packers' Association will operate only one cannery on the Sound the coming season."

VICTORIA, B.C., FRUIT MARKETS.

The following interesting paragraphs are extracts from the Victoria, B. C., Times and are noteworthy at the present time as giving an insight into the conditions of the fruit market there:

It has been estimated by some that the orchards of this district are increasing at the rate of about one million trees a year, and that in consequence there will soon be a glut in the fruit market with a corresponding drop in prices below the profit line. In order to find out if such a result is likely to follow the present development of the industry, and also to get an idea of the past season's output, an interview was obtained with Mr. Arthur Brenchley, local manager for F. R. Stewart & Co., who in substance said as follows:

"This last season nine full carloads of large fruits, such as apples, pears, plums and prunes, were shipped from Victoria to Manitoba, and the new provinces. Besides these smaller shipments were made regularly, amounting in all to at least fifteen carloads. Then there was the local demand, which would amount to about three carloads. Although this may not at first sight look very big, yet, when it is considered that the first car was shipped from Victoria in August of 1902, and that the crop last year was below the average, the result is very satisfactory. In spite of the small crop of apples, Bartlett pears and plums there was an increase of about fifteen per cent. over last year's shipments."

The strawberry crop last year was not much more than half the average, yet he estimated that the total output of the district was one hundred and forty thousand pounds or seven car-

loads. A large part of this was consumed locally, but enough were shipped to keep the eastern buyers in mind of the superior flavor of the Victoria berry.

During the last year or two the packing and grading has very much improved, but even yet there is room for improvement in many cases. The improvement is due to the strict enforcement of the Fruit Act, both Dominion and provincial. There is often a good deal of grumbling at the severity of the inspectors, but it is necessary to be severe if we are to keep the markets. Laxity in packing and grading means the loss of markets, the end of which would be that Victoria would cease to be a shipping point.

Upper British Columbia is entering into the business in competition, and this competition is bound to be keen. There the trees are all young, while in the Victoria district many of the orchards are old, and have been neglected for years, therefore inspection is doubly important. One box of scaly fruit may result in the condemnation of a whole shipment, causing a very great loss to the shipper.

APRICOT DRYING.

The apricot is of the same species as the plum, and a native of Armenia. In appearance it resembles the peach, the color being red on the side next the sun, and the flesh yellow. California largely supplies the American market, although some apricots come from Italy and France. The California apricot blossoms in March and ripens in July. The growers have their own drying plants and work together in the drying season. After the fruit is cut by women and children, it is spread on trays and put into an air-tight chamber where it is sulphured for three hours. This bleaches the fruit and prevents it from becoming wormy. After bleaching it is allowed to remain in the sun for a couple of days, when it is built into large piles in order that it might sweat. When the sweating process is finished it is put into sacks and cases ready for shipment.

VEGETABLE-GROWERS MEET.

The Vegetable-Growers' Association, with George Syme as president, met in the Albion hotel, Toronto, and discussed the best ways to grow celery and rhubarb. On the celery question Mr. Syme expressed his opinion that the best kind of soil for this plant was a sandy loam. Mr. Syme also stated that the rotten heart so often found in the bunches of celery was caused by small insects, and that these insects could be exterminated by a mixture of a bushel of lime, a pound of Paris green, and a pound and a half of alivor, and spreading this mixture around the celery bed.

Mr. Thomas Dilworth, of Weston, spoke on the rhubarb question, stating that the plants should be grown in partial instead of total darkness, as had been the custom of many growers before that time, stating that by so do-

Imported Specialties

We endeavor to keep steady supplies, even in the most "out of season" periods, of fruit luxuries such as **Pineapples, Head Lettuce, Cucumbers, Mushrooms, Tomatoes, Sweet Potatoes, Green Peppers, Grape Fruit, Cauliflower, Celery, Tangerines, Parsley, Spinach, Green Onions, etc.,** which all help to let you cater to "special occasions," and can be secured from us at a moment's notice.

SPECIAL—Car of Yellow Danver Onions, 140-lb. sacks, finest hard quality, $2.25.

WHITE & CO., LIMITED

TORONTO and HAMILTON

W. B. STRINGER **90%** *J. J. McCABE*

About 90% of the lemons that come to Ontario are Franc Tracuzzi's brands, 50% of which is his famous "ST. NICHOLAS" and still it is not unusual to be unable to buy a box of "ST. NICHOLAS" on this market for as much as a week at a time—THEY CERTAINLY MEET WITH READY SALE.

W. B. STRINGER & CO., Sole Agents, Toronto and Montreal.

Navels Higher, but Much Better Quality

Although higher in price, Navels are arriving much improved in flavor. Well worth the extra cost We have **one car "Sky-high" brand, due Feb. 9th,** and **one car "Camellia"** and **"Herald" brands due Feb. 14th.** Send in your orders. We always have the goods.

The F. T. JAMES COMPANY, TORONTO

33 Church St., 76 Colborne St.

MALAGA GRAPES

The best in town. $5.50, $6.00 Keg.

California Cauliflower—$3.50 crate.

California Celery—$5.00 crate.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

FANCY CALIFORNIA CELERY—$4.75 case.

SPANISH ONIONS—Large case, $3.00.

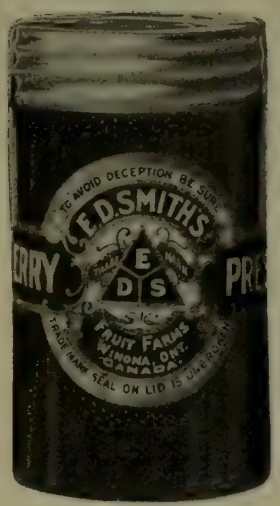
" " Small " 1.00.

EX. FANCY NAVEL ORANGES—At $3.25 box.

FANCY MEXICAN ORANGES—$2.50 box.

FANCY ALMERIA GRAPES.—At $5.50. Only a few left.

BY HIS FRUITS YE SHALL KNOW HIM



E. D. Smith wants to be known as a maker of **Pure Jams and Jellies.**

He desires to state right here that not only does he **guarantee his goods,** but he gives the finding of the Government Analysis.—"**The E. D. S. Brand is absolutely pure.**"

A Grocer who buys the **E. D. S. Brand** buys the best, from his own standpoint, from his customers' standpoint.

See that the Jams and Jellies in your store have **E. D. S.** on the label. That's a guarantee there will be no "fines."

The Eby, Blain Co., Limited, are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

We have JUST RECEIVED Car Extra Fine ***CALIFORNIA CELERY,*** Car ***SEVILLE*** (Marmalade) ***ORANGES,*** Car ***FANCY WASHINGTON NAVELS.*** We have also due end of this week, Car ***EXTRA FANCY CALIFORNIA NAVELS. The CELEBRATED "GOLDEN ORANGE" brand,*** excelled by ***NONE,*** and very desirable sizes.

Above all, at most favorable prices. Send us your orders and they shall have our very best attention.

HUGH WALKER & SON, WHOLESALE FRUIT **Guelph, Ont.**

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

ing the plant roots were made stronger and would stand more than one pulling.

MONTREAL MARKETS.

Green Fruits.

The fruit market has been steady and the demand fair. The present cold weather makes it difficult to safely handle some varieties of fruits and vegetables. Mexican oranges are selling quite freely from $2.35 to $2.50. Valencias advanced 25c. a case on account of the price in foreign markets having been increased. It is expected that within the next ten days there will be another advance in the price of this brand.

One Montreal firm disposed of two cars of lemons on the 12th at $2 to $2.15.

Messina blood oranges, half box	2 50	2 75
Oranges, Florida, case		5 00
Tangerines		3 25
Navels		3 25
Dates, per lb		0 04½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples		5 50
Jamaica grape fruit, per box	4 50	5 00
Apples	2 50	5 50
Lemons, per box		2 50
Jamaica oranges, per bbl		5 25
Grapes, Almeria, extra fancy Longkeepers	6 00	7 00
" Fancy		6 50
" Choice		6 00
Cranberries, N. S., nominal		20 00
" Cape Cod, "		30 00
Spanish onions, cases		2 75
Grape fruit, Florida	6 00	6 50

Vegetables.

Good business has been done in the vegetable market, although the cold weather handicapped the dealers to a certain extent. Many changes are noticeable in the quotations. The tendency has been towards an all round rise in prices.

California cauliflower is selling from $3.40 to $3.60.

Florida tomatoes, which recently were $5, are now selling $6.50. There has been a rise of ten cents in potatoes, and the prices of most other vegetables have been increased.

Potatoes, per bag	0 65	0 85
Parsley, per doz. bunches	0 35	0 75
Sage, per doz		1 00
Savory, per doz		1 00
Green peppers, per basket		1 00
Home-grown cabbage, per bbl		0 75
Tomatoes, Florida	5 00	6 50
Egg plant, per doz		2 75
Red onions, brl		3 00
Turnips, bag		0 60
Water cress, per doz		0 75
Grand Rapids lettuce, per box	2 00	2 25
" " per doz		0 50
Boston lettuce, per doz	0 80	1 35
Sweet potatoes, per basket		2 25
" per bbl		5 00
Celery, per crate		5 00
Spinach, per bbl		3 25
Cucumbers, per doz		3 00
New potatoes, per bbl		7 50
Mushrooms, per lb		0 60
Brussels sprouts, per quart		0 13
Carrots, per bag		0 50
Horse radish, per lb		0 10
California cauliflowers	3 40	3 56

ONTARIO MARKETS.

Green Fruits.

The week's business in fruit has been very good. Prices are much the same generally, but Valencia oranges, bananas and pineapples have materially advanced, particularly pineapples, which are very scarce. Fresh arrivals of dates are on the market, and it is possible they will advance shortly.

Oranges, California, 96's to 100's, per box	3 25	3 50
" " 250's to 288's "		3 25
" Mexican, 96's to 250's, per box	2 25	2 50
" Florida, 96's to 216's "		3 25
" Valencia, 420's, 714's, per case	4 50	5 50
" Marmalade, 2 0's, per box		2 50
Lemons, Messina, 300's 360's, per box	2 75	3 00
Grapes, Almeria, per barrel	5 50	6 50
Cranberries, fancy Jersey's, per barrel, nominal		13 00
" " per case, "		4 50
Apples, fancy spies, per box		1 50
" " greenings, per box		1 40
" Winter varieties, per barrel		3 75
" cooking, per barrel		2 75
Bananas, per bunch, firsts	1 75	2 00
" " Jumbos	2 00	2 25
Pineapples, per case		7 00
Grape fruit, Florida, 46's, 96's, per box		4 75
Tangerines, Florida, fancy ½ strap		2 75

Vegetables.

Cabbage are coming in rather freely just now, and are in good demand. Imported cauliflowers are also in good demand, with fair prices. Spinach at $1 per bushel finds ready sale, as does also broccoli sprouts at 40c. a quart. Some nice rhubarb at $1 per doz. bundles, and green onions at from 10 to 15c. per doz. bunches are shown, and find ready sale.

Potatoes, kiln dried sweet, bushel hamper		2 00
Potatoes, per bag	0 90	1 00
Onions, per bag	1 25	1 30
Onions, Spanish, per small crate		1 00
" large cases		3 00
Onions green, per doz. bunches	0 10	0 15
Cabbage, per bbl		2 00
Cauliflowers, California, per crate	3 50	3 75
Beets, per bushel		0 50
Carrots, per bushel		0 50
Lettuce, per doz. bunches		0 30
" imported, per doz	0 35	0 40
Radish, per doz	0 50	0 60
Cucumbers, hothouse, per doz		2 40
Mushrooms, 1 lb. boxes, per lb		0 80
Celery, Californian, per case		4 50
" " pony case		2 75
Beans, white, prime, bush		1 75
" " hand-picked, bush		1 90
" Lima, per lb		0 07
Tomatoes, Floridas, 6 basket crates		5 00
" extra choice, 6 basket crates		4 25
Rhubarb, 1 doz. bndls		1 00
Broccoli sprout, qrt		0 40
Spinach, bush		1 00

MANITOBA MARKETS.

Green Fruits.

Lemons are easier in tendency, with modified quotations. Oranges in fair demand, with prices firm at previous quotations.

ORANGES AND LEMONS.

Fancy California navels, 126's, per case	$3 50
" " 150's to 250's, per case	4 00
California lemons, 300's and 360's, per case	4 50

ONTARIO WINTER APPLES.

Northern spies, XX, per bbl	$4 50
" " XXX "	6 00
Russets, per bbl	4 50
Almeria grapes, per keg	6 50
Winter pears, (B.C.), per case	3 50
Cranberries, (Jersey), per bbl	12 00

Vegetables.

Valencia onions, (large cases)	$4 50
Spanish onions, per case	1 25
Native onions, per lb	0 03

ST. JOHN, N.B.

Green Fruits.

There is a fair business. Valencia oranges selling freely; prices firmer. California stock now received is good. The sale was injured by the poor quality of the early shipments.

Floridas are keeping badly.

To Wholesale Grocers of Canada

GET BUSY

is our Motto for 1906 and we want your orders for Canned Sea Foods :

¼ Oil Sardines	(Sanitary can)	100	tins	to case
¼ Oil Sardines	(Hand made)	100	"	"
¼ Mustard "	"	100	"	"
¼ Tomato "	"	100	"	"
¾ Mustard "	"	50	"	"

Also Herring in Tomato Sauce, Kippered Herring, Kipperines in Cartons and Tins, Clams, etc. Every tin guaranteed. Price lists and information furnished promptly on request. Write or wire your order to

CONNORS BROS., Limited
BLACK'S HARBOR, N.B.

Largest Sale in the World.

King Oscar Sardines

The Most Delicate Flavor and Purest Olive Oil.

Ask your Wholesale House

JOHN W. BICKLE & GREENING, Hamilton, Ont.
CANADIAN SELLING AGENTS

LITTLE NECK CLAMS
"OAK BAY" Brand

These goods, packed by **THE McDONALD PACKING CO., FAIRHAVEN, N. B.**, are so well and favorably known in Canada that grocers require no special recommendation from us —They are profitable sellers.

Look up your stock—New Pack will be ready for delivery on and after April 1st.

J. W. WINDSOR, Sole Agent, **MONTREAL**

WATSON, BOYD & CO.

TRINIDAD, B.W.I.

COCOA, COMMISSION AND GENERAL MERCHANTS

Dealers in Canadian, American and Eastern Produce

Consignments Promptly Attended to. Correspondence Solicited.

CORRESPONDENTS :

LONDON—Frame & Co., 21 Mincing Lane.
NEW YORK—Frame & Co., 132 Front Street

Cable Address : BOYD—TRINIDAD.

CODES USED : Lieber's, A B C, 5th edn. A1—Premier and Standard Shipping

CRACKNELS

are always in demand, and when you have our light, crisp, dainty, easily digested Puff C'knel, you need fear no rival. Each biscuit is "light as a feather." One of our special shapes is

"CUP CRACKNEL"

made hollow for holding preserve.

It's as much a favorite as our

HEART CRACKNEL.

Bear this in mind when ordering

W. R. JACOB & CO., Limited

Canadian Agents:
Kenneth H. Munro,
324 Coristine Bld. Montreal
C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

DUBLIN, IRELAND

A COMPARISON IN POINT OF QUALITY OF

STEWART'S

Chocolates and Confectionery with goods made in competition is our strongest argument for

PURITY and EXCEPTIONAL VALUE

WHY
Sell Inferior Confections?

Your Customers expect the Best and Purest

THAT MEANS STEWART'S

THE
STEWART COMPANY LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The claim put forward that . . .

MOTT'S
CHOCOLATES

are the Canadian Standard of purity and perfection has not and cannot ever be cantradicted.

The consumer knows it.
The dealer knows it.

Remember to order

"DIAMOND" and "ELITE" Brands.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, Montreal — R. S. McINDOE, Toronto — JOS. E. HUXLEY, Winnipeg

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

Cogent Reasons Arrayed

You are perhaps asking yourself, "Why should I try a sample case of Perfection Cream Sodas? I am satisfied with my present stock of——————"

Grocer, Esq., you should not be satisfied till you are positive that you have the best biscuits.

Here are the reasons which make us say

are the **best** soda-biscuits for you to handle.

"They are made from the finest grade of flour, the purest butter and the richest cream. They are made by a process that ensures perfect baking — whiteness, crispness, lightness. They are packed piping hot in moisture-proof paper, air-tight tins. They are reasonably priced."

Do you know any other biscuits "like the above"? Names, please.

Get "Perfections."

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

DIAMOND
Brand

MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

BISCUITS AND CONFECTIONERY

USING A SPECIALTY.

Every dealer who is alert to the best interests of his business recognizes the desirability of having a "leader" of some kind by which his store is distinguished from the ordinary. He does this not only for the actual profit that arises from the sales of this particular line, but for the benefits that redound to the business generally. It is for this reason that some of our most progressive dealers have paid more attention of late to their confectionery department, and those who have done this, have been amply repaid for their trouble and investment.

* * *

There is probably no other line carried by the grocer that the general public is so conversant with, as confections. The people have become educated in this line, to want the best and purest that can be produced, and the dealer who will make it a feature to procure the choicest of bon-bons and confectionery will find it a good investment.

* * *

Few other lines carried will give the tone and superiority to a business as will the reputation of having a good line of confections always on hand. In the showcase they can be arranged tastily and without taking up a great deal of room, and as a window decoration they are most attractive and pleasing.

COLORED CONFECTIONERY.

A bulletin dealing with highly-colored confectionery was issued by the Inland Revenue Department. One hundred and eleven samples were collected, the chief object being to ascertain whether any of the colors used in the manufacture of such sweetmeats contained mineral impurity, under which term is understood metals, lead and arsenic. The examination resulted in demonstrating the entire absence of these metals. In only one case was the presence of arsenic shown, but in such a very minute quantity as to be completely harmless.

A CONFECTIONERY WINDOW.

The pretty effects that can be obtained with the use of bon-bons and other confectionery in window dressing are numerous and varied. Apart from fruits, perhaps, nothing else in the store can compare with them in attractiveness, and nothing else can be arranged so indicative of what you would wish the general tenor of the store to be.

It is said that clothes do not make the man; that may be, but they certainly have their place in forming the first impression. So the dressing of the window goes far to give an impression of what may be found behind that window.

It is not necessary, and perhaps not advisable where one's window space is limited, to give it all up to the display of confectionery, but at least a part of the window can be profitably appropriated for this purpose. The use of fancy baskets is one of the prettiest and latest ways of exhibiting sweets. These baskets should be shallow and not too large. They may be square, round, heart shape or in fact any shape the dealer chooses, and the more attractive they are of themselves, the greater will be their value in bringing out the beauty of the display. A layer of colored paper shavings is first placed in the baskets, and on top of this are laid the bon-bons in symmetrical rows. The advantages of these shallow baskets are two-fold. On account of only one layer being used, a small amount makes quite an elaborate display, and for the same reason the contents of the baskets may be easily changed from time to time without fear of any under ones being marked by pressure.

The deck of the windows should be raised say six or eight inches for an exhibit of this kind in order to take away the appearance of any flatness which might result from the use of the shallow baskets.

If only part of the window is used for this display, it had better be placed on an elevation in the centre, and surrounded by the other things that are to be shown, which of course, must be something which will be in harmony with the confectionery—say nice clean-looking fruit, either domestic or imported.

NUTMEGS GALORE.

A wholesale grocer in a Canadian city not long since received an order from a country merchant which read something like this:

"Please send me 3 bls. of sugar and 3 of nutmegs." The sales manager, who received the order, thought that 3 bbls. of nutmegs were wanted as well as 3 bbls. of sugar, but in order to comply with the request he had to send out on the street and buy up practically all the available stock in sight.

Of course the country customer did not want 3 bbls. of nutmegs and he is at a loss to understand how the wholesaler should have thought that he did. "Why, my dear sir," he said, "I could not sell 3 bbls. of nutmegs in fifty years."

It is an interesting fact that the Province of Alberta has twelve creameries under Government control with an output of 800,000 lbs. annually, and ten creameries which are run privately.

Every grocer has a call for **Maple Syrup** and **Maple Sugar.**

When you get a demand from your customers see that you have the **genuine, absolutely pure** and unblended

Grimm Pure Maple Syrup

Buy this Brand. Write Us for Particulars.

THE GRIMM MFG. CO., *Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies* **Montreal**

Fortify yourself against inclement season.

VAN HOUTEN'S COCOA

Best and Goes Farthest

The Ideal Winter Beverage

Grocers make friends by recommending it.

There is money and satisfaction in handling Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

Looks Inviting

Doesn't It?

SOUTHWELL'S JAMS and MARMALADES

have always been considered the best by those competent to judge.

They have been before the public for many years and have always given the best of satisfaction.

See that your supply of **SOUTHWELL'S JAMS AND MARMALADES** is kept up.

FRANK MAGOR & CO.
Canadian Agents
MONTREAL

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers,
27 COMMON ST., MONTREAL

Shirriff's Flavoring Essences

supersede all others for

Flavoring Power, Purity and Excellence

MANUFACTURED BY

IMPERIAL EXTRACT CO., - Toronto

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Sixty Years of Popularity

COX'S CELATINE

may now be had in a new form as

COX'S INSTANT POWDERED GELATINE

It dissolves instantly in hot water. No trouble Recipes in every box.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

GUARANTEED TO GIVE SATISFACTION

STONEY CREEK MAPLE SYRUP
ROYAL MAPLE SYRUP
MAPLE SUGAR

Grocers, your customers will take to these goods. Hadn't you better order a supply? Any quantities can be furnished on short notice. For sale by

Imperial Fruit and Produce Co.
Winnipeg, Man.
Provost & Allard Ottawa, Ont.
Forbes Bros. Montreal, Que.
T. KENNEY & SON
Hallerton, Que. Manufacturers

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal, Can.

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

IRRESISTIBLY DELICIOUS

A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS:—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

6 1-gal. tins to case, wine measure,				**$4.50 per case**	**24 pints to case, wine measure,**		**$2.50 per case**
12 ½-gal.	"	"	"	**4.80** "	**12 qrt. bottles,**		**2.40** "
24 ¼-gal.	"	"	"	**4.80** "	**5-gal. tin, Imperial measure, 1 to case,**		**3.90** "

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

THE MONTREAL MAPLE CO.
88 GREY NUN ST., MONTREAL, QUE.

THE DOMINION BANK

PROCEEDINGS OF

The Thirty-Fifth Annual General Meeting of the Stockholders.

The Thirty-fifth Annual General Meeting of the Dominion Bank was held at the Banking House of the Institution, Toronto, on Wednesday, January 31st, 1906.

Among those present were noticed : Dr. Andrew Smith, Messrs. J. G. Ramsey, Barlow Cumberland, W. R. Brock, R. T. Gooderham, H. C. Hammond, Cawthra Mulock, E. B. Osler, M.P., J. J. Foy, K.C., David Smith, R. J. Christie, J. M. Bond, A. W. Austin, F. J. Harris, Ira Standish, E. C. Burton, A. R. Boswell, Jno. T. Small, J. Bruce Macdonald, W. Mulock, Jr., Sidney Small, H. Gordon Mackenzie, J. Gordon Jones, F. J. Stewart, Wm. Ross, W. G. Cassels, Geo. D. Scott, N. F. Davidson, W. H. Cawthra, J. A. Proctor, David Kidd, F. D. Benjamin, J. F. Kavanagh, S. Samuel, W. C. Harvey, W. Dixon, C. Holland, F. J. Phillips, Wm. Davies, H. W. A. Foster, W. C. Crowther, E. W. Langley, H. S. Harwood, R. M. Gray, Richard Brown, Henry Johnson, Wm. Spry, W. Glenney, Frank H. Hill, Jno. J. Dixon, G. N. Reynolds, F. C. Taylor, F. G. Hodgins, W. C. Lee, F. E. Macdonald, Jno. Stewart, Thomas Walmsley, T. G. Brough, and others.

It was moved by Mr. W. R. Brock, seconded by Mr. A. W. Austin, that Mr. E. B. Osler do take the chair, and that Mr. T. G. Brough do act as Secretary.

Messrs. A. R. Boswell and W. G. Cassels were appointed Scrutineers.

The Secretary read the report of the Directors to the Shareholders and submitted the Annual Statement of the affairs of the Bank, which is given herewith.

To the Shareholders :

The Directors beg to present the following statement of the result of the business of the Bank for the year ending 30th December, 1905 :

With deep regreat your Directors have to record the death, which occurred in October last, of Mr. William Ince, who had been a member of the Board since 1884. The vacancy was filled by the appointment of Mr. R. J. Christie.

Branches of the Bank have been opened during the past year in Hespeler, Ontario ; in Winnipeg, at No. 643 Portage Avenue and at the corner of Notre Dame and Nena streets; and in Toronto at the corner of Dovercourt Road and Bloor street and at the Union Stock Yards.

Premises have been secured in Windsor, Ontario, and a branch will shortly be opened there.

All Branches of the Bank have been inspected during the year.

E. B. OSLER,
President.

Toronto, 31st January, 1906.

LIABILITIES.

Notes in circulation		$ 2,651,956 00
Deposits not bearing interest	$ 4,390,832 67	
Deposits bearing interest (including interest accrued to date)	29,692,275 74	
		34,083,108 41
Balance due to London Agents		694,169 84
Total liabilities to the public		37,429,234 25
Capital stock paid up		3,000,000 00
Reserve Fund	$ 3,500,000 00	
Balance of profits carried forward	249,437 97	
Dividend No. 93, payable 2nd January	75,000 00	
Former dividends unclaimed	167 50	
Reserved for exchange, etc.	42,137 90	
Rebate on bills discounted	107,762 34	
		3,974,505 71
		$44,403,739 96

ASSETS.

Specie	$ 1,084,210 73	
Dominion Government demand notes	2,455,477 00	
Deposit with Dominion Government for security of note circulation	150,000 00	
Notes of and cheques on other Banks	1,842,022 49	
Balances due from other Banks in Canada	699,243 18	
Balances due from other Banks elsewhere than in Canada and the United Kingdom	968,345 25	
Provincial Government securities	91,019 25	
Canadian Municipal securities and British or Foreign or Colonial public securities other than Canadian	669,160 76	
Railway and other bonds, debentures and stocks	2,649,334 23	
Loans on call secured by stocks and debentures	4,417,263 70	
		15,026,076 59
Bills discounted and advances current	28,564,199 67	
Overdue debts (estimated loss provided for)	335 00	
Mortgages on real estate sold by the Bank	6,000 00	
Bank premises	800,000 00	
Other assets not included under foregoing heads	7,128 70	
		29,377,663 37
		$44,403,739 96

T. G. BROUGH,
General Manager.

Toronto, 30th December, 1905.

Balance of Profit and Loss Account, 31st December, 1904			$134,572.64
Profit for the year ending 30th December, 1905, after deducting charges of management, etc., and making provision for bad and doubtful debts			490,495.20
			$625,067.84
Dividend 2½ per cent., paid 1st April, 1905.	$75,000.00		
Dividend 2½ per cent., paid 3rd July, 1905.	75,000.00		
Dividend 2½ per cent., paid 2nd Oct., 1905.	75,000.00		
Dividend 2½ per cent., payable 2d Jan., 1906.	75,000.00	$300,000.00	
Written off Bank Premises		75,629.87	375,629.87
Balance of Profit and Loss carried forward			$249,437.97

The Report was adopted, and the thanks of the Shareholders were tendered to the President, Vice-President, and Directors for their services, and to the General Manager and other Officers of the Bank for the efficient performance of their respective duties.

The following gentlemen were elected Directors for the ensuing year : Messrs. A. W. Austin; W. R. Brock, R. J. Christie, T. Eaton, J. J. Foy, K.C., M.L.A., W. D. Matthews and E. B. Osler, M.P.

At a subsequent meeting of the Directors, Mr. E. B. Osler, M.P., was elected President, and Mr. W. D. Matthews, Vice-President, for the ensuing term.

PROGRESSIVE RETAILING

COMMERCIAL EDUCATION; HOW TO SYSTEMATIZE IT.

The fifth congress of the German Association for the Improvement of Commercial Education was held at Wiesbaden recently. The congress was attended by 200 delegates, mostly representatives and members of the various chambers of commerce throughout Germany.

It was decided to recommend more intensive methods in the instruction of commercial geography, and to use every possible effort to add to the pupil's knowledge of products. Technical training as to the proper application and worth of different raw materials was of prime importance to every student. The idea of this is to give young men an opportunity to learn a business in every detail, for the reason that such expert knowledge is often of inestimable value in times of a crisis or strikes.

A large manufacturer of hosiery in Chemnitz says that during the 25 years of his business experience he had at different times occupied almost every position in his factory. The very fact that he was in a position to do this never failed to impress his workmen and officials, and always exerted a salutary influence upon them. It also had a tendency to keep many of them from threatening to quit their places for various reasons, and his thorough knowledge of all the details of manufacture enabled him to have a better appreciation of the capacity of his employes for work as well as putting him in a position to enforce a stricter standard of discipline.

It was decided at the congress to take immediate steps to introduce one uniform system of stenography into all the commercial schools. Thus far various systems of stenography have been put in use throughout the empire, much to the detriment of young men coming out of the schools and entering upon practical life by taking up positions in business houses. A committee was appointed to thoroughly examine into the different systems now in use and to select the most practical one for exclusive and permanent use.

The apprentice system of training is very widely extended in Germany. Apprentices from the small villages in the country swarm to the larger cities to learn trades, etc. It has been found necessary to establish permanent homes for these boys in order to safeguard them from evil associations and to surround them as much as possible with home or parental influence. It was also recommended that apprentices living with their parents should also visit these homes wherever practicable. Such homes have already been established in Kiel and Lubeck, with the most satisfactory results to the Association for the Improvement of Commercial Education.

The question of commercial education for women was discussed at length. There are at present commercial schools for girls at Cologne, Berlin, Cassel and Munich. These schools have passed the experimental stage. They have been proved a success, and henceforth they are to become a permanent thing, to be established alongside the commercial schools existing for boy apprentices all over the empire. During the past ten years Germany has thrown open wide the doors of her universities, as well as opening many of the professions to women, and their advent into many phases of commercial life has now become a part of the established order of things. The only question now is how to best prepare them to fill mercantile positions of importance and trust. It was decided at the congress in Wiesbaden to recommend decisive measures for the establishment and maintenance of girl apprentice schools wherever necessary in Germany.

The present condition of the commercial universities at Leipzig, Cologne, Aachen, and Frankfort was discussed. The question of the feasibility of admitting foreigners was debated at length. The conclusion reached was that the commercial universities occupied a different position than the technical schools, which have been agitating against foreigners of late. In the commercial schools no pronounced commercial secrets are treated ; therefore it was only right that foreigners should be admitted, only it might be well to insist that all students from foreign countries should be equally as well prepared for the work as German students. The policy of refusing to admit foreigners generally to German universities was condemned as something which would reflect discredit upon the country and probably lead to some form of retaliation on the part of some neighboring countries.

Commercial education in Germany is still a subject which continues to interest all classes of the people. The work is not allowed to rest. There seems to be everywhere a keen realization of the fact that upon the right training of the young men and young women depends the commercial and industrial future of the empire. To achieve this end, therefore, the governments of the different German states are lending every effort to aid municipal and private enterprise in the establishment of schools for the furtherance of practical commercial education.

THE COST OF DOING BUSINESS.

A question which occupies the attention of many retail traders, as well as of the trade press, is: what is the cost of doing business in a general store?

Certainly there can be none of greater importance to those engaged in that line, and yet we hold it to be evident that no accurate general answer can be given to it, so much depends on the location, the lines carried, the methods employed and the volume of business done.

So far as we can judge, the object of those making this inquiry is to show that running expenses are greater than people generally calculate on and to establish therefrom the conclusion that selling prices should be increased. This, however, is impossible in nearly every case, since these prices are governed by a variety of influences and cannot be altered by considerations of that sort.

People who bring up the question of running expenses as an argument for increasing prices, are, according to our ideas, approaching the issue from the wrong side, or as it is vulgarly styled, barking up the wrong tree. There are two methods of adjusting profits to running expenses, one of which is to vary the assortment of goods sold in order to approximate the average profit necessary to leave a sufficient margin over expenses, and the other is to so adjust prices as to secure the best obtainable results in volume of trade and net profit, which may possibly mean a reduction in prices in some cases instead of an increase.

These two principles are among the most important in the science of merchandising. They explain how it comes that prices on a considerable variety of goods may be such as to fall short of yielding an adequate rate of profit, while yet the business may be on the whole an exceedingly lucrative one.

A minor consideration in the problem is the adjustment of the sort of goods carried so that the business can be done on the whole at the minimum of expense, that is chiefly by carrying lines which fit best into each other and can be handled at the smallest cost for help.

All successful businesses are run according to these rules, though undesignedly, without doubt, in many cases.

JUDICIOUS BUYING.

Good buying is no less important than good selling. The profit on a year's business often represents the margin made by taking advantage of the best market for each individual purchase. By skilful buying the selling price can be made so attractive that a quick turnover of stock is assured.

Good merchandising does not consist in making big sales from as small a stock as will permit of giving efficient service. There is no good purpose subserved in doing a big business, if the merchant has to have so much money tied up in his stock that his profits, great as they may be, just pay interest on his investment.

If the markets are carefully watched and the demands of his trade systematically studied, a retailer should be able to get the best results out of a fair investment. The trade paper will keep him posted on the one and his daily experience should provide him with the facts on the other.

There are two extremes to be guarded against in buying. The one is overstocking. By this a man is prevented from keeping his stock as well assorted as he should in those lines which prove most popular. He has laid in such a large and varied supply that he cannot afford to encourage the sale of what customers really want, for it would mean the shelving of his present stock.

"When I am unable to give 'full value,' I will cease making cigars."—*J. Bruce Payne.*

The foremost circumstance to which I can attribute my cigar success is an unswerving allegiance to the motto: "Full Value."

I do not ever expect to have to make the

Pebble and Pharaoh Cigars

one leaf less valuable than they are to-day. The **Pebble** is a high-grade Havana-filled cigar, generous in proportion. It is the leading 5c. cigar; in fact, a number of grocers sell it at 10c. The **Pharaoh** filler is thoroughly matured Manicaragua tobacco, the best Connecticut broadleaf is the binder, and a clear Sumatra is the wrapper. The **Pharaoh** is the "ideal smoke."

By being so "particular" I sacrifice a certain amount of profit, but then I have the satisfaction of knowing that my cigars please the **seller** and **smoker** alike, and that **satisfaction** is **profit** to me.

I want the grocers of this country—every one—to line up behind me in a stand for "full value" cigars. I want them to show that they are **interested by ordering 1,000 of the Pebble and Pharaoh**, selling the former at 5c. and the latter at 10c. My terms are **Fair—the fairest ever offered.**

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

The Powers Behind the Tobacco Throne

5. Reliability All Round

To be able to put your trust in a certain line of tobacco and thereby win the confidence of your customers is ideal tobacco-selling conditions.

These ideal conditions surround the grocer who, recognizing the reliability of **T. & B.**, selects it for his store.

T. & B.

is a tobacco that gives satisfaction all round, because smokers can bank on the flavor and grocers can bank on the sales.

Some grocers have been selling **T. & B.** for years, and they tell us that never once have they had their faith shaken. Pretty convincing, isn't it?

What say YOU as regards an order?

The Geo. E. Tuckett & Son Co., Limited

Hamilton, Ontario

TOBACCOS, CIGARS AND ACCESSORIES

NOTHING FOR SOMETHING.

While it is good business for the cigar dealer to furnish as many conveniences to his customers as possible, yet there are cases where the giving away of something for nothing does not bring its due reward. An instance is given by a San Francisco trade journal.

A local retailer whose store was opposite the general post office, observing that writing accessories were not furnished to the public in the latter, conceived the idea of providing pens and ink, envelopes and writing paper free, to such as should seek them in his store. The idea apparently met the entire approval of the public, which availed itself of it liberally. As a business proposition, however, it cannot be pronounced a success, for while the plan has been in operation nearly a year, the total business results that can be traced to it are the sale of a five-cent cigar. On one occasion, says the dealer, a man wrote for about two hours and went away without as much as saying "thank you," while not an uncommon happening is for a man, after using the writing materials, deliberately to walk across the street and buy a cigar from a competitor at the corner.

It is true that the retailer in question claims to be actuated by motives of philanthropy and refuses to consider himself ill used, but the incident may give food for thought to less altruistic dealers who hold charity to be a better proposition than justice, and believe that half a cent expended on a gift makes up for a cent's worth of inferiority in the goods.

PRAISE OF TOBACCO.

"Here," said a Chicago antiquary, "is a tract that should interest you—a rare tract in praise of tobacco. It is dated 1665, and it deals with the pestilence. The price is $14." The dusty little book was called "A Brief Treatise of the Nature, Causes, Signs, Preservation from and Cure of the Pestilence." The author was given as "W. Kemp, Mr. of Arts." The passage about tobacco, which came among a list of devices for purifying the air, said eloquently:

"The American silver-weed, or tobacco, is very excellent for this purpose, and an excellent defence against bad air, being smoked in a pipe, either by itself or with nutmegs shred and rewseeds mixed with it, especially if it be nosed; for it cleanseth the air and choaketh, suppresseth and disperseth all venomous vapour; it hath singular and contrary effects; it is good to warm one being cold, and will cool one being hot. All ages, all sexes, all constitutions, young and old, men and women, the sanguine, the cholerick, the melancholy, the phlegmatick, take it without any manifest inconvenience; it abates hunger, and yet will get one a good stomach; it is agreeable with mirth or sadness, with feasting and with fasting; it will make one rest that wants sleep and will keep one waking that is drowsie."—Philadelphia Bulletin.

CIGAR SALESMAN'S NERVE.

Frank Knee, "The Cigar Man," makes quite an impression on you. He weighs three hundred and eighty-five pounds, but he is a great hustler for all that. When he "gets it in" for a landlord, he rolls over in bed and smashes it all to pieces. Then he pulls the mattress out of the wreck and sleeps on the floor.

The other day he wanted to go from West Union to Monticello. To do this, one must make connection with the Milwaukee train at Donnan Junction. The "Rocky" Island was late, so Frankie wired the Milwaukee conductor, Jack Higgins, as follows: "Large party on board for Monticello—hold train." Jack held his train thirty minutes. The Rock Island pulled in and "Little Frank" waltzed down the platform. "Where's the rest of 'em?" said Jack. "That's all," replied Frank. "But you wired a 'large party,'" said the conductor. "Well," drawled "The Cigar Man," "if there are any larger parties around here than I am, I would like to see them."

At last accounts, they were not on speaking terms.

SWEET CAPORAL

CIGARETTES
STANDARD OF THE WORLD
Sold by all leading Wholesale Houses.

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers
Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer.

BUSINESS CHANGES.

Wm. Carter, grocer, Montreal, Que., assets sold.

J. L. Bilodeau, grocer, Lauzon, Que., has registered.

D. H. Campbell, grocer, Halifax, N.S., assigned Feb. 2, 1906.

J. L. Mason, baker, Hamilton, Ont., meeting of creditors.

A. McGowan, general merchant, St. Ours, Que., assets sold.

Fred Bailey, general merchant, Rebecca, Ont., has sold out.

A. Robitaille & Co., wholesale grocers, Montreal, Que., dissolved.

George Miller, general merchant, Cromarty, Ont., has sold out.

T. P. Loblaw, grocer, Toronto, Ont., has sold out to H. G. Doyle.

Joseph Morand, grocer, Valleyfield, Que., Kent & Turcotte, curators.

John W. Hall, grocer, Stratford, Ont., has business advertised for sale.

Pell Bros., general merchants, Victoria Road, Ont., are selling out.

Mrs. James Graves, grocer, Chatham, Ont., has sold out to S. R. Russell.

J. T. Greenwood, grocer, Ottawa, has been succeeded by T. W. Collins.

H. W. Lagare, general merchant, Labelle, Que., are offering compromise.

L. G. Thouin (estate of), grocer, Montreal, assets to be sold on the 13th inst.

F. L. Kilbourn, grocer, Deloraine, Man., has sold out to E. A. Leadbeater.

Jas. Stewart, general merchant, Hedley City, B.C., have commenced business.

Jos. Wilfrid Cadieux, grocer, Montreal, Que., consent of assignment filed.

J. Harris, general merchant, Charlemont, Ont., has sold out to R. Botting.

Ed. Fournier, general merchant, St. Aubert, Que., has assigned to V. E. Paradis.

Charles Jackson, general merchant, Baldoon, Ont., has assigned to M. Harvey.

Joseph Campeau, general merchant, Ste. Agathe Des Monts, Que., assets sold.

George Banghart, general merchant, Cairo, Ont., has business advertised for sale.

Wm. Carter, grocer, Montreal, Que., assets were to have been sold on the 7th inst.

Abraham Assad, general merchant, Buckingham, Que., demand of assignment.

Lindley Lanning, general merchant, Dexter, Ont., has sold out to J. H. Jones.

W. C. Talbot, baker and confectioner, Aylmer, Ont., has sold out to W. McTavish.

Ellen Stanley, baker and confectioner, Ingersoll, Ont., business advertised for sale.

W. A. Smith, general merchant, Prospect Hill, Ont., has sold out to George Knight.

George W. Campbell, baker and grocer, Blenheim, Ont., has sold out to A. E. Hill.

Hallman & Co., flour, feed and seeds, Berlin, Ont., have business advertised for sale.

J. D. Miller, general merchant, Nominigue, Que., has assigned to Alex. Desmarteau.

W. G. Graham, baker, Westboro, Ont., assets were to have been sold on the 16th inst.

Ludger Huot, grocer, St. Jerome, Que., assets were to have been sold on the 14th inst.

T. E. Lafrance, general merchant, L'Annunciation, Que., demand of assignment.

P. Massicotte & Co., grocers, Montreal, Que., assets were to have been sold on 16th inst.

Chas. W. Keeling, general merchant, Cargill, Ont., has sold out to Thomas C. Foster.

Robitaille & Robitaille, grain merchants, Ancienne Lorette, Que., have registered.

O'Brien Cigar Co., manufacturers, Newmarket, Ont., have assigned to W. C. Widdifield.

Chaput & Peloquin, cigars and confectionery, Montreal, Que., consent of assignment filed.

Elz Jobin & Frere, confectioners, Quebec, Que., voluntary assignment to V. E. Paradis.

Minnie Mitchell (Est.), grocer, Hamilton, Ont., stock advertised to be sold by auction.

L. M. Vandermade, grocer and manufacturer vinegar, London, Ont., has sold grocery business.

Martel & Martel, crockery, Quebec, Que., have assigned, V. E. Paradis, prov. guardian.

A. A. Osborne & Co., Limited, general merchants, Midland, Ont., winding up order applied for.

W. F. Empey, general merchant, Hammond, Ont., is to be succeeded by G. E. Tucker, March 1 next.

Jean Giguere, general merchant, St. Zacharie, Que., assigned, V. E. Paradis appointed curator.

S. Larochelle, general merchant, St. Marguerite, Que., assigned; V. E. Paradis provisional guardian.

P. A. Lavallee, general merchant, St. Victoire, Que., meeting of creditors was to have been on the 8th inst.

Guimont Fils, general merchant, St. Angele, Que., have assigned, Lefaivre & Taschereau, prov. guardians.

Bernard Wittes, general merchant, East Broughton, Que., assets were to have been sold on the 9th inst.

J. Jackson, general merchant and blacksmith, Parker, Ont., has advertised general store business for sale.

Marie Alvina Maheux has registered under the style of Eug. Picher & Co., dairy supplies, etc., Quebec, Que.

Charles Choquette, general merchant, Village Richelieu, Que., assets were to have been sold on the 16th inst.

O. A. Bigaouette & Co., grocers, Montreal, Que., have dissolved partnership, Mrs. O. A. Bigaouette registered.

Vandusen & Cruikshanks, general merchants, Tara, Ont., have dissolved partnership; J. R. Vandusen continues.

Fine Bros., general merchants, Hartland, N.B., assigned, was to have been meeting of creditors on the 5th inst.

Angus & Cole, bakers, Weston, Ont., have assigned to Richard Tew, Toronto, meeting of creditors to be on the 12th inst.

Thomas R. Horn, grocer, Pembroke, Ont., has assigned to James Coxford, meeting of creditors to be held on the 12th inst.

COMPANIES INCORPORATED.

The Great Western Power & Manufacturing Co. has been incorporated under Ontario charter, with a share capital of $200,000, for the purpose of constructing flour and feed mills, and the manufacture and sale of machinery, electric light and power. The provisional directors are J. D. Flavelle, C. B. McAllister, W. M. Flavelle, and Geo. M. Roger, and the head office will be at Peterborough.

M. Gartlan & Co. have been incorporated under Ontario charter with a share capital of $40,000 for the purpose of carrying on a general merchant's business at the Town of Stayner. The provisional directors are M. Gartlan, J. D. Gartlan and J. R. Gartlan, all of Stayner.

SALAD OILS ANALYSIS.

A bulletin issued by the Inland Revenue Department gives the result of an analysis of 108 samples of salad oils. There were found 66 samples of genuine olive oil, 2 doubtful samples, 24 samples of cotton seed oil sold as salad oil, and 16 samples of cotton seed oil sold as olive oil. Commenting thereon the Government analyst observes:

"While it is certain that cotton seed oil lacks the peculiar flavor of olive oil, it is probable that, so far as food value goes, it may be little inferior to that article. Certain highly refined grades of cotton seed oil may be regarded as valuable foods; and as these take the place of olive oil in the making of salads it is perhaps not unnatural that they should be termed salad oils. It is, however, much to be regretted that such brands of cotton seed oil are not sold under some characteristic name, such as cotton seed salad oil, thus making their fraudulent sale impossible. When a salad oil is asked for, the sale of cotton seed oil, properly refined, cannot be called adulteration; but when the article offered is plainly named as olive oil, the substitution of cotton seed oil in whole or in part is, of course, a case of adulteration.

"That man is what I call a real epicure," remarked a grandstand spectator as a man left at the close of the seventh inning.

"Indeed?"

"Yes. He would rather eat than see a baseball game."

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c. a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit in the customer's confidence is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

THIS IS THE PICKLE

Which you can sell,
Which sells itself,
Which returns a profit greater than any other,
Which people come back for.

Mixed pickles
Chow Chow
Walnuts
Gherkins
Small White Onions

Imperial Pints
"Extra Special"
Brand

Crisp
English
Garden Vegetables
and
Pure Malt
Vinegar

Imperial Half Pints
"Suffolk" Brand

There can be no economy in buying a cheaper pickle. It will not be as good as Maconochie's "Extra Special" or "Suffolk."

There can be no advantage gained by buying a dearer pickle—it could not be better than Maconochie's "Extra Special" or Suffolk"

Maconochie's Sauces, Jams, Marmalade, Preserved Fish, etc., are the same highest grade quality as Maconochie's Pickles.

Order now for spring delivery from any of the leading wholesale grocers.

MACONOCHIE BROS., Limited

London, England

Agents :—The A. F. MacLaren Imperial Cheese Co., Limited, Head Office, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Feb. 15, 1906.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamnd—

1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ¼ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ¼ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 2 lb.	13 60
" 5 lb.	32 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ¼ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 2 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"KING" BAKING POWDER.

	Dozen
16-oz. cases, 2 doz	$2 40
8-oz. " 4 "	1 50
4-oz. " 4 "	0 90

Lot 5 cases, freight paid.

EAGLE BAKING POWDER.

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

T. KINNEAR & CO.

Crown Brand—

1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c
"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb.....12½c
"Union"—14-lb. boxes, assorted. 1 & ¼-lb. pkgs., per lb..... 10c

Black Lead.

Reckitt's, per box..... $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebr paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

0-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—

Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	3 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—

Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections— Per doz.

Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" ¼-lb. boxes	1.30

FRY'S.

Chocolate— per lb.

Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 39
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa— Per doz.

Concentrated, ½'s, 1 doz. in box	1 40
" ¼'s " "	1 60
" 1-lbs. " "	1 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, ¼ doz. to case ..... per doz.,	$ .90
1 " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

SUCHARD'S CHOCOLATE AND COCOA.

	Per box
Milka, 36's (36 tablets in a box)	$2 25
" 24's (24 tablets in a box)	3 00
Velma, 24's (24 tablets in a box)	3 00

	Per doz.
Milka Croquettes	$2 25

	Per lb.
Economique, in ¼ and ½-lb. cakes	$0 32
Premium, unsweetened	0 35

SUCHARD'S SOLUBLE COCOA.

	Per doz.
½ lb. tins (4 doz. in a box)	$2 25
½ lb. tins (2 doz. in a box)	4 20
1 lb. tins (1 doz. in a box)	7 80

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ½'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ½s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's.	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.

12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins.	32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ...	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, op. 4d. "	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 1f

JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb

"Java" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars ..... per doz.	$8 25
Medium size jars ..... "	4 50
Small size jars ..... "	2 40
Individual size jars ..... "	1 00
Imperial holder—Large size "	18 00
Medium size "	17 00
Small size "	13 00
oquefort—Large size ..... "	1 40
Small size ..... "	2 40

Batger's

Purity in manufacture; nothing but the finest **Kent County (England)** strawberries being used. The fruit is whole and tastes as good as it looks. Put up in attractive, new style, square glass jars.

It will be easy to sell the first package. After that your customers will ask for **Batger's**. Shows you a nice profit and, what is more, gives satisfaction to your trade. Order from your jobber or

ROSE & LAFLAMME
MONTREAL

Strawberry Jam

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

BRAID'S BEST COFFEE

Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your ***COFFEE BUSINESS, ALL OF IT,*** and are making the lowest possible prices for the high grade of goods handled

We are direct importers, and know all the sources of supply.

Our specialty is ***HIGH-GRADE DRINKING COFFEES***, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of ***BRAID'S BEST COFFEE.***

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	6½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	9 "
50 00 "	12 "

Cleaner.

		Per doz.
4-oz. cans	$	0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents
The Davidson & Hay, Limited, onto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10-cent packets, $3 per box, or three boxes for $3.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—		
12-oz. glass jars, 2 doz. in case,	per doz.	$1 00
2-lb. tins, 2 doz. in case	per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb.	0 06½
7 and 14-lb. wood pails	per lb.	0 06½
30-lb. wood pails	"	0 06½
Compound Fruit Jellies—		
12-oz. glass jars, 2 doz. in case.	per doz.	1 00
2-lb. tins, 2 doz. in case	per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate	per lb.	0 06½
30-lb. wood pails	"	0 06½
Home Made Jams—absolutely pure—		
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. $1 45	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. $0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 4[illegible]
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins	per doz. $1 40
"	½-lb. tins	" 2 50
	1-lb. tins	" 5 00
Durham	4-lb. jar	per jar. 0 75
"	1-lb. jar	" 0 25
F.D.,	½-lb. tins	per doz. 0 85
"	½-lb. tins	" 1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
	½-lb. tins	per lb. $ 0 35
	½-lb. tins	" 0 35
	1-lb. tins	" 0 32½
	4-lb. jars	per jar 1 20
	1-lb. jars	" 0 35
Old Crow," 12-lb. boxes—		
	½-lb. tins	per lb. 25
	½-lb. tins	" 0 23
	1-lb. tins	" 0 22½
	4-lb. jars	per jar 0 70
	1-lb. jars	" 0 25

Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.10
5 case lots	4.10
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand	1-lb. glass	$1 50
" "	quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. $ 1 00
Home-made, in 1-lb. glass jars	" 1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb. 0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints)	per doz. $ 2 80
Corked	" 1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

		Per case.
No. 1, cases, 60 1-lb. packages		$ 2 75
No. 2, " 120 ½-lb.	"	2 75
No. 3, " { 30 1-lb. / 60 ½-lb.	"	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case		2 85
5 cases		2 75

" BEE " BRAND

'Bee" brand,	8oz., cases, 120 pkgs.	$30 case
"	10 oz., cases, 96 pkgs.	
"	16 oz cases, 60 pkgs.	

BORDEN'S BRANDS

of

Condensed Milk and Evaporated Cream

are the standards in their line.

"EAGLE" BRAND CONDENSED MILK and **"PEERLESS" BRAND EVAPORATED CREAM** are the grocer's best and most reliable lines. For sale by all jobbers.

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Soap and Washing Powders

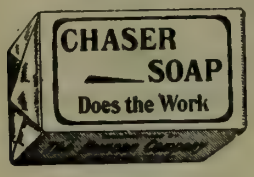
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $3 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $3 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05¾
No. 1 " " 3-lb. "	0 05¾
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07¾
Silver gloss, 6-lb. tin canisters	0 07¾
Edward's silver gloss, 1-lb. pkg.	0 07¾
Kegs silver gloss, large crystal	0 06¾
Benson's satin, 1-lb. cartons	0 07¾
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05¾
Benson's enamel...per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½
Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08¼

AMERICAN PURE FOOD COMPANY.
Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05¼
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05¾
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—1-lb. packages, boxes 40 lb.	0 07
SAN TOY STARCH.	
10c. pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05¾
" 3-lb. cartons, 36 lb.	0 05¾
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 48 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05¾

OCEAN MILLS.

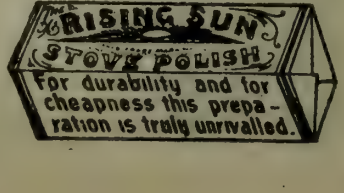
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

W. H. DUNN, AGENT.

Enameline No. 0 3 doz., bxs., ea. 3 dz.	$3 38
Enameline No. 0 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

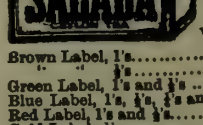
"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	
SMALL'S BRAND—Standard.	
5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA
put up in 30, 60 and 100 lb. boxes.

	Wholesale.	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

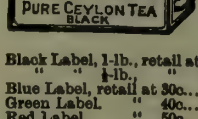
3 p.c. off 30 days or 3 months.



Teas.

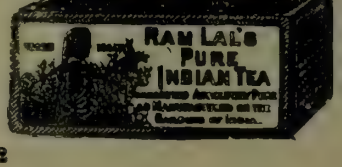
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " " "	0 20
Blue Label, retail at 30c	0 23
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	
" " 30 1-lb.	0 35
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

	Wholesale.	Retail
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb "at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 25
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 21½
" XXXX 30-lb. "	0 22½
" XXX 80-lb. "	0 19
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25
"Condor" Ceylon black tea in lead packets	
Green Label, ¼s, ½s and 1s, 60-lb. cases ...retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases ...retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases ...retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases ...retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases ...retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases ...retail	at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ... per lb.	0 35
No. 2 ... "	0 30
No. 3 ... "	0 25
No. 4 ... "	0 20
No. 5 ... "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 80

DWIGHT'S
BAKING SODA

Why don't you sell

"Cow Brand" Baking Soda?

You have sold bulk soda for years and may think the habit hard to break away from.

Look at the trouble you have with bulk soda—the work and the loss.

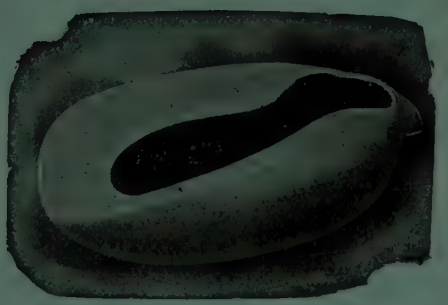
There is no trouble with "COW BRAND" BAKING SODA — no loss—no complaint.

Best for ***Purity*** and ***Strength.***

For sale by all jobbers.

CHURCH & DWIGHT, Limited
Manufacturers
MONTREAL

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

TEA HINTS
FOR RETAILERS
By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

BUY

Star Brand

COTTON CLOTHES LINES

AND

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM

You are Interested in Something

Why not get the best items that are printed on the subject?

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232 McGill Street, MONTREAL, QUE.
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

COMMON TUMBLERS

Are You Supplied?

WRITE US FOR PRICES ON ALL KINDS OF TUMBLERS

GOWANS, KENT & CO. LIMITED

TORONTO

We would like to ask
You, Our Grocery Friend,
a question.

Apples are gone for this season so far as the ordinary consumer is concerned, the price being prohibitive as a filler for the workingman's pie.

What Are You Selling Instead?

Perhaps you are not giving it a thought and, **without suggestion or protest on your part,** you are allowing the economical housewife to prepare, as a dessert, puddings, etc., from which you derive no benefit.

Allow us to suggest

WETHEY'S MINCE MEAT

Push the line. *It will pay you.*

It has no equal as a trade-winner.

3 Dozen in a Case, *Sold by All Jobbers.*

Write us.

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Preserved Ginger, Ginger Chips, Sweet Stem Ginger in 7-lb. boxes, Plum Puddings, 1-lb., 2-lb., 3-lb. and 4-lb. tins.

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, FEBRUARY 23, 1906. NO. 8.

Ask Your Wholesaler for

Colman's No. 1 White Rice Starch

Manufactured by the Makers of **Colman's Mustard**

You cannot get better Starch than COLMAN'S STARCH, or Better Mustard than COLMAN'S D.S.F. MUSTARD.

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

Are you studying your SYRUP TRADE?

Look into this; it is a profitable branch of your business if it is watched, studied and tended. The best in Syrups will only do for your trade, and the best only will bring repeat orders.

"Crown" Brand Table Syrup

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

is the finest and healthiest as well as purest corn product on the market. Buy it.

EVERY JOBBER SELLS IT

EDWARDSBURG STARCH CO., Limited

53 Front St. East, TORONTO, Ont.

ESTABLISHED 1858
Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

ISN'T IT WORTH AN EFFORT TO SUPPLY SOME HOSPITAL WITH SOAP?

They buy large quantities.
Leading hospitals use

Burton's All-Healing Tar Soap

One of the excellent lines of soap manufactured by

THE ALBERT SOAPS LIMITED, MONTREAL

Now's the Season

that the sales of Mathieu's Syrup are so large. Now's the time so many people need and want this famous Cough Remedy—and want it so badly that they will not take any substitute. You can do a fine profitable business, Mr. Dealer, and gain many a customer by keeping your shelves well filled with

Mathieu's Syrup
of Tar and Cod Liver Oil

Headache is an every-day ailment; gain a customer every day by curing their head and nerve pains with Mathieu's Nervine Powders.

The J. L. Mathieu Co., Props., Sherbrooke, P.Q.

Y. & S.
SCUDDER
M. & R.
STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.
Brooklyn, N.Y.

R. S. McIndoe
Selling Agent, 120 Church St., Toronto

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

The owners of the "Shell" Brand of Castile Soap as well as the owners of the "Tyne" Brand of Scotch Fish have the principles, courage, enterprise and iron purpose that has enabled them to rise above all others in the high quality of their products. The liberal patronage they have won spells "success" in very large letters. The good has been a mutual one—for owner and retailer. Permanent trade has been established—and held most tenaciously. The retailer who is not handling these two lines is losing money every single day in the week.

Shell Brand Castile Soap

A soap containing 67 per cent. of pure oil. No animal matter in it. No smells or odors as found in common soap.

No Animal Matter

We repeat this because it's so unusual. No decay because there's nothing to decay. Unadulterated pure oil is only used. Unequalled for the bath or fine laundry work. In pressed cakes and bars.

"Tyne" Brand Scotch Fish

from bonnie Scotland and from a "bonnie" house —The Shields Ice and Cold Storage Company, who are specialists at this one thing.

Full Weight Always

and always the best quality Herring that can be secured. Kippered Herring, Herring in Tomato, Fresh Herring and Herring Roes.

Arthur P. Tippet & Co., Agents,

8 Place Royale, Montreal

20½ Front St. East, Toronto

Manufacturers' Agents and Brokers' Directory

BARBADOES, W I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins', Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
Montreal.
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

FELLOWES & FELLOWES
MANUFACTURERS' AGENTS
6 St. Sacrament St. - - Montreal.
We are open to introduce a few new lines of high-class grocers' specialties. Could handle a line of Canned Goods and Sauces.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

OWEN SOUND.

J. K. McLAUCHLAN
Commission Merchant.
Warehouseman, Shipper and Steamship Agent.
Owen Sound, - Canada

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. E., TORONTO
Calling on best Grocers and Mfg. Confectioners.
Could handle another first-class specialty for Manufacturers.

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

A. F. MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

BARBADOES
CONSIGNMENTS OF SUGAR AND FANCY MOLASSES COMING.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

POTATOES
Let me quote a price on a car of my celebrated Selected Delaware Potatoes
Delivered at your station.
R. W. HANNAH
300 Board of Trade Building, - Toronto

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask.
Office, 8 Main Street.

WINNIPEG.

CALGARY STORAGE
In a new brick block centrally located
Dingle & Stewart
Winnipeg, Man. - Calgary, Alta.
COMMISSION BROKERS.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited.

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

JAPAN TEA

LOOK UP

your tea trade and study it closely. You can cultivate the taste of your customers in teas as you are doing in other lines. It is important that a guarantee of PURITY goes with every pound you sell.

JAPAN TEAS

are the safest for young and old. Try them and test carefully.

Absolutely the
Purest,
Cleanest,
Healthiest,
Most Satisfactory.

Ceylon Tea and Success

go hand-in-hand.

The enormous success scored by Ceylon Tea is sufficient evidence of its superior value. It entered the market after other teas had established a reputation, and quickly secured for itself the top place in popular favor.

Ceylon Green Tea

Canada's favorite.

RE PEAS

DEAR SIR,—

Have you ever taken the time or trouble to **explain to your customers** the reason of the difference in price between **Extra Fine Sifted Peas (Petit Pois)** and the ordinary Standard Peas? **Have you explained** that the **Extra Fine Sifted Peas** are the **choicest of the early pack?** That they **are very small, sweet, tender and simply melt away** when eating; also that they are **superior to imported French Peas** in flavor, and are absolutely free from coloring with which the French Peas are treated, to give them a bright green color?

These **Extra Fine Sifted Peas** are especially suited for **your highest class trade.**

Take a little time with your customers to explain the difference in quality, and you will soon establish a trade for a high-class article with greatly increased profits to yourself.

Don't forget one important fact! That is, **to carry in stock only the best brands,** such as **"Aylmer," "Log Cabin," "Horseshoe," "Auto," "Little Chief," "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," "Grand River," "White Rose,"** etc., etc.

Yours respectfully,

CANADIAN CANNERS, LIMITED

DIRECTIONS FOR PREPARING PEAS FOR THE TABLE.—Open the can, empty contents into a colander and thoroughly rinse with hot water, then turn into a saucepan; add butter about the size of a walnut, or if preferred half a cup of sweet cream, and heat thoroughly. Season to taste.

MAPLE SUGAR

Largest Exporters of

PURE BEAUCE COUNTY SUGAR

D. RATTRAY & SONS

QUEBEC **Montreal** **OTTAWA**

Hundreds of Grocers

in Canada are making money selling

Paterson's Worcester Sauce

This is the Sauce that always gives satisfaction to the user, and amply rewards the retailer. If you are not already selling it, why not begin now?

ROSE & LAFLAMME,
Agents, Montreal.

What is More Delicious?

IN THESE WINTER MONTHS THAN GOODWILLIE'S FRUITS? THEY RETAIN THEIR FLAVOR.

ROSE & LAFLAMME
MONTREAL

"SALADA"

Ceylon Tea

Black, Mixed or Natural Green

Why?

"Salada" Teas have been accorded a sale without precedent in the annals of the Tea Trade. **Why?**

Holding fast all tastes on a "cup draw." **Why?**

Earning every dealer's support and good will throughout the entire American continent. **Why?**

Promptly winning the Highest Award and the Gold Medal at the St. Louis Exposition, 1904. **Why?**

"Draw your own conclusions."

"SALADA" Toronto or Montreal.

The **ONLY** yeast

that will please your customers is the famous

Royal Yeast

Sold by every Wholesale Grocer in Canada.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

Skill and conscience—a good mixture — enter into every bottle of

STERLING BRAND PICKLES

We cannot afford to permit a single bottle of any single shipment to go out until we know it has measured up to our high ideals of pickle manufacture.

—These are goods the grocer is always sure of.

The T. A. LYTLE CO., Limited

TORONTO, Can.

Your Bank Account

The class of trade you win with "Standard Goods" is made up largely of folks who pay their bills and pay them promptly too. "Standard Goods" are just about the same thing as having money in the Bank. You can always sell "Standard Goods" for their full face value—one hundred cents on the dollar.

Windsor Table Salt

is as standard as sugar, potatoes, or flour. It is the salt of quality, through and through. It attracts and holds the best class of trade in all Canada to the retail grocer's store. Think of your bank account—increase it by selling Standard Goods that are wanted and bought by ***the class of trade that always pays its bills.***

Windsor Salt is always all salt.

THE CANADIAN SALT CO, Limited,
Windsor, Ont.

This is the brand

"RAYON D'OR" OLIVE OIL

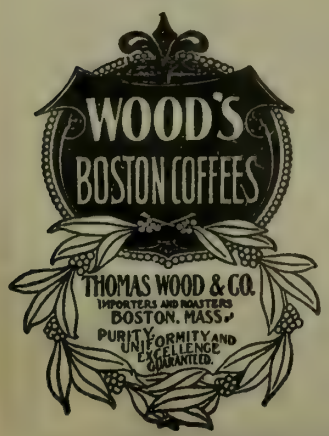
You cannot be too careful in the selection of your Oil.

FIRST, consider PURITY.————SECOND, decide for PURITY.
THIRD, order "RAYON D'ORS," and you will get PURE OLIVE OIL.

Produced, Manufactured and Packed by MENGERT, CAGNOLI & CIE, Ane. Maison SUAUT & CIE, growing their own OLIVES in their own production-districts of Bari, Lucca and Nice. Agencies in 150 of the largest cities of the world. Write for prices and samples to

J. RUSSELL-MURRAY, 6 St. Sacrament St., Montreal, Exclusive Agent for Canada.

MENGERT, CAGNOLI & CIE, Ane. Maison SUAUT & CIE.



Purity and "Paste"

The difference between pure, wholesome, delicious Coffee and the crude inferior grades is as marked as that between the true sparkling diamond and the diamond of "paste."

The one has marvellous intrinsic value while the other is practically worthless.

WOOD'S COFFEES

are as sure as the brightest diamond to assert their transcendent worth.

CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., - - MONTREAL.

MOLASSES

Barrels, Half-Barrels, 2-lb. and 3-lb. Tins.

We are offering a splendid flavored, good bodied New Orleans Molasses at attractive figures. See our travellers.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

IF

you are asked to recommend a good jelly, recommend the best.

Recommend one that will please your customers and keep their patronage.

In other words, recommend

above all—"KKOVAH"

SUTCLIFFE & BINGHAM, Limited
17 St. John Street,
MONTREAL.

WORCESTERSHIRE SAUCE
A NOBLEMAN IN THE COUNTRY
FOR ROAST MEAT, STEAKS, CUTLETS, CHOPS, HASH
CURRIES, GRAVIES, GAME & SOUP
PREPARED AND SOLD BY
A. WHITE & Co.
LONDON.
ENGLAND.
Sold Wholesale by the Proprietors
and Retail by Grocers, Oilmen, and Dealers in
parts of the World.

"The Sauce That Sells"

Pints Retail at 10c. per bottle.

As good as any Worcestershire Sauce sold at 25 cents per ½ pint —a comparison will prove it.

Send us your trial order.

WARREN BROS. & CO.
Toronto

A Snap

In a CEYLON TEA, to retail at a quarter.

Write for sample and price of this one

Thomas Kinnear & Co.

TORONTO AND PETERBORO

YOU CAN IMPROVE YOUR COFFEE TRADE

There is absolutely no question about it—Possibly you are satisfied to go along in the same old RUT—"no complaints" and "so forth"—but the vital fact remains, that the wide awake merchant can stimulate and infuse new life into his Coffee Trade, by the use of

DIAMOND E. BLEND

The finest full-flavored, heavy-bodied Coffee we have placed on the market—Test this statement—We will ship you a tin on a 30 day trial basis, to be returned at our expense, "If THE TRIAL DOES NOT PROVE A CONVINCING ARGUMENT"—We are just in receipt of a repeat order from a customer (for 2x50-lb. tins,) who took a tin on a trial basis less than one month ago—WHY? It's a case of Genuine Merit, guaranteed by a reputation of over half a century. Write to-day.

S. H. & A. S. EWING, - MONTREAL

Just a Splendid Line to Stock This Year

"MOKARA" is a home drink for everybody. It is the best and cheapest substitute for **Tea** or **Coffee** on the market.

If you want a rapid seller and profit maker, write for sample and particulars of Mokara.

Retails at 10c. pkge.

Mokara Mills

21, 23, 25 Gosford Street, - - MONTREAL

CONFIDENCE

The foundation of all success in business is confidence in the quality of the goods sold.

The success of Reindeer brand Milk Coffee and Cocoa and their wide spread distribution is because they are good and reliable.

The public know and appreciate them.

REINDEER
Brand

Condensed Milk
Coffee
Cocoa

JERSEY Sterilized Cream

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

Order a trial case of

Mother's Favorite
"MELAGAMA" Ceylon Tea

There is none better for Quality and Profit. Put up in 30, 60, and 100 lb. boxes. **We offer a few specials this week in Bulk Teas:**

93 Half Chests Japans, 80 lbs. each, 16c.
40 " " Uncolored Ceylons, 50 lbs. each, 15c.
53 " " Young Hysons, 75 lbs. each, 13c.
50 Chests B. Ceylon, P.S., 90 lbs. each, 12½c.
47 " G. " " about 100 lbs. each, 15c.
54 " Indian, P.S., 103 lbs. each, 12½c.
40 Caddies Gunpowder, 38 lbs. each, 13c.

3 per cent. discount 30 days, or 3 months, F.O.B., Toronto.

P.S.—See our free prize of $18.00 on the word ("Melagama") fully announced in the Star Tuesday, February 20th, and in the morning Mail and Empire Wednesday, February 21st.

MINTO BROS., - - TORONTO

It Means Full Returns for You

Are you looking for "full returns" as well as a thriving trade?
Then turn your eye in the right direction, where you will see inscribed on the Sign of Quality

Blue Ribbon Ceylon Tea

When you sell **Blue Ribbon Ceylon Tea** you can rest assured that you are selling the **best tea.**
It is needless to tell you that **Red Label Line** is **away up** in Quality and **away down** in Price.

To the Grocers who have never sold
BLUE RIBBON CEYLON TEA, we say:

DON'T DELAY START TO-DAY IN THE BLUE RIBBON WAY

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

Purnell's Sauce

England's Most Popular Worcestershire

Samples and Prices from our Agents:

Strang & Co., Fort Street, Winnipeg.

A. J. Hughes, Notre Dame Street, Montreal.

C. E. Jarvis & Co., Vancouver, B.C.

J. Westren, 630 Ontario Street, Toronto.

R. Jardine, St. John, N.B.

H. Haszard, Charlottetown, P.E.I.

Bickle & Greening, Hamilton.

ESTABLISHED 1750

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Possibly you have been deceived in buying coffees on style of bean, entirely overlooking **Cup Quality,** which is what your customers want.

CHASE & SANBORN'S High-Grade Coffees stand highest in popular favor, owing to their cup quality.

Chase & Sanborn

The Importers, - MONTREAL.

GREIG'S

WHITE SWAN

Self-Rising

BUCKWHEAT FLOUR

Pre-eminent for Quality.

Attractive packages. 3 doz. in a case.

IT'S A GREAT SELLER

THE ROBERT GREIG CO., Limited

White Swan Mills

TORONTO

ALL PURE AND GOOD

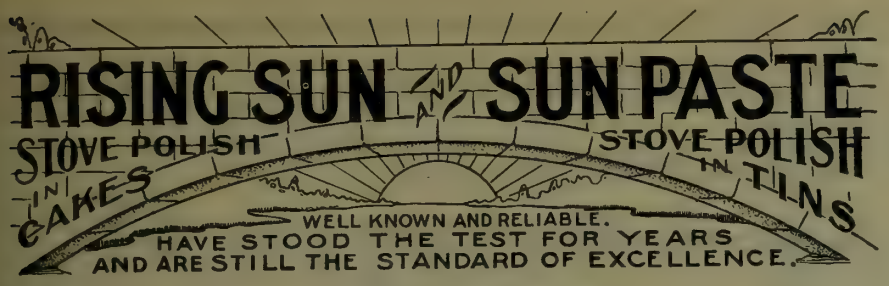
Messrs. Fruit and Vegetable Packers:

Prepare for the coming season by ordering your cans. You will make no mistake in placing your order with

The Acme Can Works

We have had your interest in view and have spared no expense in equipping our factory with the latest and best machinery for making packers' cans. With our new building, which is now almost complete, we will be able to double our capacity of former years and will supply ***cleanest*** and ***best*** cans offered to the packer —cans made from British tin plate of the best quality and best workmanship — ***Prices Right, Liberal Treatment, Prompt Shipments.***

Acme Can Works, - Montreal


RISING SUN AND SUN PASTE
STOVE POLISH IN CAKES
STOVE POLISH IN TINS
WELL KNOWN AND RELIABLE.
HAVE STOOD THE TEST FOR YEARS
AND ARE STILL THE STANDARD OF EXCELLENCE.

The Familiar Red Label

and trade mark of the **RISING SUN** on every package of our goods, are so well known to millions of housekeepers that the label and trade mark are like a letter of credit, and inspire confidence as you hand our packages over the counter to your customers. It is a pleasure to do business with the goods which are right, every time you sell them. Push **RISING SUN** Stove Polish in cakes, and **SUN PASTE** Stove Polish in tins. It pays you to do it.

MORSE BROS., Props., - - Canton, Mass., U.S.A.

CROCKERY

Is your stock complete and up-to-date? You want good selling lines, and we have them. Our travellers are offering special values in Dinnerware and Toiletware. Don't miss seeing them.

Headquarters for

CHINA—GLASS—SILVERWARE—CUTLERY

CUT GLASS — LAMPS — LAMP GOODS

THE JOHN L. CASSIDY CO., LIMITED, MONTREAL

FOR WIDE AWAKE GROCERS

who appreciate a good reputation and are desirous of securing

GREATER PROFITS

we are giving away **FREE** an article that will build your reputation and materially increase the sales and profits of your

COFFEE TRADE

YOU TAKE NO RISK WE GUARANTEE SATISFACTION

WRITE US OR SEE OUR TRAVELLERS FOR PARTICULARS

THE EBY, BLAIN CO. LIMITED

Coffee Importers and Roasters, TORONTO

Spring Will Be Here Soon!

Get ready and order your supply of Starch for the Summer trade,

Order **"CHINESE STARCH"** (Canada's Standard Starch) early. We are liberal in price and terms, and pay freight to all stations in Canada.

Hudon, Hebert & Cie, Montreal, placed an order for 500 cases Chinese Starch. This shows how the Starch sells.

OCEAN MILLS, - MONTREAL

ESTABLISHED IN 1842

There is Still a Demand for Green Ceylon TEAS

We have to arrive shortly

500 HALF-CHESTS, 55 LBS. EACH.

Ask for Samples. Compare them. WE ARE SELLERS.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of TEAS, WINES and LIQUORS

MONTREAL

BEWARE OF IMITATIONS

TWO BIG SELLERS

Maple Cream Hearts
Twin Block Pure Maple Sugar

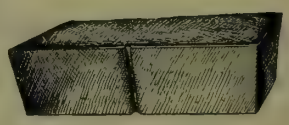
Maple Cream Hearts are put up in Pails of 18 lbs. each, and sell for 20 cts. per lb.

Price Per Pail - *$2.16*

(No charge for Pails)

Profit to Retailers on one Pail - *$1.50*

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 ¾-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c. sale; in handling this Sugar there is no weighing or waste

Price per Case - *$3.00*

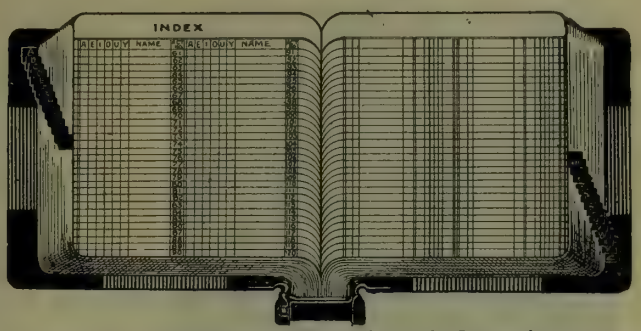
Profit to Retailer in one Case - *$1.00*

We are the originators and sole patentees of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify ***Twin Block Maple Sugar*** and ***Maple Cream Hearts*** and you will get the genuine.

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.

You Require



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Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggestion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

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$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R. methods.

Tear off here and mail to us today

N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

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"Modern Grocery Fixtures."

Our new catalogue showing a complete line of Walker Bin Fixtures will be ready about February 1st.

All grocers who are building, re-modelling or contemplating changes n store interior are invited to write for a copy of "Modern Grocery Fixtures."

Sketches and estimates of cost will be furnished upon application.

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.

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Beats gas, electricity, or coal oil.
Satisfaction guaranteed. Catalogue on request.
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Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

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Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

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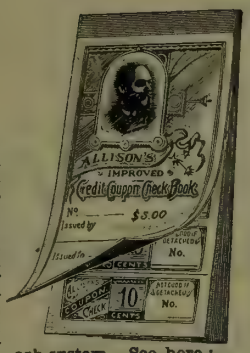

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Syrup sells fast these days

It will go faster and show a handsome profit if you offer your customers

Aurora Brand Corn Syrup

in Tins of 2-lb., 5-lb., 10-lb., 20-lb.—Kegs, ½-Brls. and Brls.

Also

Aurora Maple Syrup

with the true smack of the sugar bush about it.

In Tins containing pint, quart, half-gallon and gallon.

See our travellers—write us.

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Red Feather

Tea

Coffee

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Salmon

None better

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Wholesale Grocers

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Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of our!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

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Evaporated Apples are very high. This means a sharp demand for other lines.

We are offering a full line of Natural Pulled Figs, in 28-lb. boxes, at a very low and attractive price.

See our travellers, write or phone us.

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UPTON'S Jams and Marmalades

We shoot straight and we play straight. We sell Pure Jams and we sell Compound Jams, but do not sell them under assumed names. Our Pure Jams are PURE and the consumers know it. Our Compound Jam is a wholesome Jam, being composed of Apple Jelly, fruit and sugar and sold under a label approved of by the Government Inspector. Grocers will make no mistake in buying the old reliable.

Tartan BRAND

If you want something nice, order a case of

TARTAN Strawberry Beets
" Asparagus
" Table Peaches.

Also Wagstaffe's Raspberry Jam 1 lb. glass,
" Pure Peach " "
" Pure Plum " "
" Pure Marmalade " "

Finest goods ever put up on Canadian market.

Phone us a sample order of these lines and you will not be sorry.

Long Distance Phone No. 596. Our Expense

BALFOUR & CO.

Wholesale Grocers

HAMILTON, ONT.

First Annual Meeting of the Retail Merchants' Association of Western Canada

In all respects save attendance the first annual meeting of the Retail Merchants' Association of Western Canada held in Winnipeg last week was a complete success. Gratifying progress was

MR. W. G. McLAREN, SOURIS, MAN
President Western Board Retail Merchants' Association.

shown as the result of one year's work, the Association membership being now, in round numbers, six hundred. The full membership list printed below shows the strength of the Association in the three prairie provinces, and, although the attendance at the convention was not so large as might be desired, there were dealers present from all three provinces, showing that the interest in the Association work is by no means local. Remembering the immense distance covered by the Association and the great cost entailed by visiting Winnipeg to attend the convention, it is not to be wondered at that so many dealers decided to stay at home and are relying on the full reports in the trade press to keep them in touch with the work of their retail organization.

E. M. Trowern, Toronto, secretary of the Dominion Retail Association, was present and took up a large part of the time with a proposal that the Western Association affiliate with the Dominion. After considerable discussion the proposal was adopted, the Western Association agreeing to pay a per capita tax of 10 cents to the Dominion Board.

A more important move was the affiliation with the Western Retail Hardware and Stove Dealers' Association, who were meeting in Manitoba hall at the same time. A committee from the general merchants met a committee from the Hardware Association and arranged a basis of union which was finally adopted by both associations. According to this agreement the two associations retain their separate executives, but elect a joint board to have charge of matters of general interest.

Who Were Present.

When the convention opened it was found that the following merchants had signed the register.—

I. J. Lawlor, Killarney, Man.; S. K. Carrothers, Creelman, Sask.; W. Ledoux, Arnaud, Man.; J. S. Riddell, Frobisher, Sask.; F. Schneider, Langenberg, Sask.; J. D. Baine, Boissevain, Man.; E. H. Glinz, Oak River, Man.; S. R. Johnston, Rouleau, Sask.; H. A. Hastings, Rouleau, Sask.; D. N. Embree, Boissevain, Man.; W. J. Currie, Lauder,

MR. H. C. HAMELIN
Second Vice-President of the Western Board.

Man.; D. Dalgleish, Margaret, Man.; J. J. Hill, Cartwright, Man.; Wm. Gemmill, Cartwright, Man.; F. Wilkie, Margaret, Man.; J. H. Snelgrove, Dunrea, Man.; J. F. Hunter, Boissevain, Man.; F. R. Munro, The Canadian Grocer, Winnipeg; J. F. Henderson, Manor, Man.; M. Krolick, Grayson, Sask.; R. B. Elliott, Gainsboro, Sask.; E. H. Williamson, Treesback, Man.; J. H. Elliott, Carnduff, Sask.; W. C. Paynter, Tantallon, Sask.; Landry & Co., Mariapolis, Man.; R. W. Morrison, The Commercial, Winnipeg; J. H. Carscadden, Lenore, Man.; Smith Bros., Arnaud, Man.; A. W. Loyk, Langenberg, Sask.; A. Williamson, Franklin, Man.; J. A. Decosse, Somerset, Man.; A. R. Welch, Boissevain, Man.; Alex. McBean, Napinka, Man.; H. C. Hamelin, Winnipeg; A. G. Munro, Morden, Man.; C. H. Stewart, Rosenfeld, Man.; E. Dobson, Goodlands, Man.; S. J. Taylor, Yellowgrass, Sask.; W. G. McLaren, Souris, Man.; Thorpe & Button, Manitou, Man.; J. Boisvert, Laurier, Man.; G. Musgrove, Stonewall, Man.; J. S. Affleck, Reston, Man.

Membership List.

In order to show the real strength of the association The Canadian Grocer takes pleasure in printing the full membership list. It shows the strength of the association by provinces. Some retailers seem to imagine that the association is a Manitoba organization. The analysis of the membership list given below is sufficient refutation of this impression:—

Alberta.

Airdrie.—A. Bowers, Chisholm & Son.

Bowden.—R. McCue, Bowden-Meikle Co., Samuel Butler.

Blackfalds.—O. Baker, J. McKay, W. R. McDowell.

Crossfield.—Ontkers & Armstrong, J. W. Young, W. Urquhart.

Carstairs.—R. Scott, J. T. Musgrove, J. W. Briggs.

Claresholm.—Jas. Clark, J. M. Soby.

Cavley.—J. W. Wickens.

Didsbury.—E. M. Studer, Cooper Bros., J. Mowers, B. J. Smith.

Edmonton—Revillon Bros., Edmonton News Co., Douglas Co., Ltd., R. W. Mc-

MR. W. A. COULSON
Secretary Western Retail Merchants' Association.

Kenzie, J. Somerville & Sons, Gariepy & Lessard, H. Carreau, Paul Rudyk, Potter & McDougall, H. N. Dodge, J. Hehsdoerper, J. Bilodeau, McIntosh & Campbell, J. W. Blowey, C. E. Morris,

A. Fibiger, Hallier & Aldridge, Edmonton Glove Co., Edmonton Clothing Co., LaRue & Picard, J. Chenier, McDougall & Secord, Hudson Bay Co., W. J. Walker, Miller & Poole, S. F. Moyer, John I. Mills, S. Nankin, A. B. Powley, E. Raymer, G. W. Saddlery Co., J. A. Looby, J. E. Clark, W. H. Martin, E. M. Carpenter, A. A. Morrow, A. Archibald W. J. Hodgins, Whitelaw Co., Ltd., Gilbert Berg, F. Schattner, A. P. Aiken, J. J. Tull, Williamson Bros., McManus & Hopkins, J. H. Morris & Co., A. Cristall, W. G. Jarrett, H. Gordon.

Innisfail—N W. Stiles.

Leduc.—T. R. Glanville & Co., A. M. Anderson, C. P. Ruddy & Co., F. R. Douglas & Co.

Morningside. — Dodds & Bowness, Mathias & McBrien.

Millet.—Millet Trading Co., W. A. Robertson, I. J. Grant.

Medicine Hat.—A. D. Leblanc, T. B. Cochrane, W. J. Brougham, Medicine Hat Trading Co.

Maple Creek.—Dixon Bros., Cooil Bros., Williamson & Fleming, Chevalier & Pollock, W. R. Abbott.

McKemnay.—Haig Anderson, W. D. Aunable.

MacLeod.—J. A. & W. Strothers, Baker & Skelding, Baker & Co., Reach & Co., Hudson Bay Co.

Nanton.—S. T. Armstrong, Sibbett & Hallett, Nanton Supply Co., T. Featherston.

Olds.—Moon & Hall, W. M. Craig & Co., Jas. Logan.

Okotoks.—J. N. Chester & Son, Paterson & Sons, Todd & Fisher.

Penhold.—Wilson Bros., A. D. McKenzie, O. D. Fleming.

Ponoka.—A. Reid, F. E. Algar, Edward Bros., F. M. Lee.

Red Deer.—Ouimette & Wright, Hill & Horn, Thos. Gaetz, Pidgeon & Wallace, Phillips Bros., Postill & Paterson.

Mr. J. E McRobie, Winnipeg, Man
Treasurer Western Board Retail Merchants' Association.

Strathcona.—A. G. Baalim, H. Duncan, J. D. Hutton, W. E. Ross, McLean & Co., J. H. Tranter, A. E. Latimer, C. Sugarman, T. P. Malone, Groat & Elliott, A. H. Richards & Co., Douglas Bros., G. W. Todderly Co., J. C. Renton.

Stavely.—R. B. Allen & Co.

Manitoba.

Arnaud.—W. Ledoux, Smith Bros.

Altona.—W. & I. Coblentz, H. Leepsky, J. Hebert, L. Wadlinger.

Arden.—McCamis & Boughton, E. G. Hipwell.

Arrow River.—W. L. Hodnett.

Alexander.—R. J. Watson, I. E. Morris.

Austin.—Wheeler & Duncan, W. Clifford.

Boissevain.—F. G. Fox, D. M. Sutherland, H. F. Marston, R. McCausland, McAllister & Robinson, A. R. Welch, A. Munroe, Hunter & Aikin, J. D. Baine Co., Boissevain Trading Co.

Baldur.—R. Rollins & Sons, Anderson & Playfair.

Mr. J. A. Lindsay, Winnipeg, Man.
Auditor Western Board Retail Merchants' Association

Belmont.—McIntyre & Castell, A. W. Marquis, G. Tumoth.

Binscarth.—Smellie Bros.

Brookdale.—J. W. Miller.

Birtle.—Miller & Co., H. A. Manwaring, J. Walley & Son, Hough & Wickware.

Beulah.—C. W. Clifton.

Birnie.—Foulston Bros.

Bradwardine.—Butler & Cascaden, A. E. Fencar.

Beaver.—R. H. McLeod.

Bagot.—J. E. Farncomb, J. C. Lawrie.

Crystal City.—J. G. Steacy, R. A. Young & Co.

Cartwright.—Moore & Hill, Wm. Gemmill, W. G. Pennington.

Cypress River.—J. H. Fawcett, A. Creighton, H. Hilton.

Carroll.—J. W. Graham.

Dunrea.—J. H. Snelgrove, W. A. Seebach, W. H. Lawlor.

Deloraine.—Montgomery Bros., S. K. Colquhoun, F. L. Kilbourn.

Dominion City.—Morkill & Scott, Bell & McCaul.

Darlingford.—R. A. Fines, E. Jordan, The Crosby Co.

Mr. R. Bogne, Moose Jaw.
First Vice-President Retail Merchants' Association.

Clearwater.—R. R. Affleck & Co.

Crandall.—Brown & Warren, Jas. Todd.

Clanwilliam.—J. Brown & Co., P. J. McDermott.

Carnegie.—W. A. Pierson.

Caron.—Thompson & Hodgson.

Douglas.—A. E. McCowie.

Elva.—G. C. Savles, C. W. McLennan.

Elgin.—R. E. Sadler.

Elm Creek.—P. D. Alair.

Emerson.—Chas. Whitman, Hinton & Co., Whitman & Co., Bell & McCaul.

Eden.—S. L. Patmore.

Franklin.—A. M. Anderson, P. J. McDermott.

Fox Warren.—Baker & Peters, Henry Leckie, J. M. McCrindle.

Forrest.—C. Watkins.

Findlay.—H. F. De Veber.

Fairfax.—J. L. Hettle.

Glenboro.—F. Frederickson.

Gretna.—E. Penner & Co., O. Schultz, Farmers' Trading Co.

Gladstone.—S. Schooley, Broadfoot Bros., A. W. White, Galloway Bros.

Glenella.—I. Segal.

Goodlands.—E. Dobson, A. Sleep.

Hargrave.—H. Cutfield, Geo. Halliday & Co.

Hartney. — Parkham Bros., D. G. Ennis, J. C. Callander, Fry Bros.

Holland.—W. F. Schooley, W. Dickson, W. R. Ross.

Holmfield.—J. A. Robertson, Jas. Downs, F. J. Messner.

Hamiota.—P. Heddescheimer, J. Arnovitch, Ovens Bros., W. Chambers, G. L. Thomas, J. Lemon.

High Bluff.—Wilkins & Hicks.

Hilton.—Jas. Brydon.

Killarney.—R. Rollins, T. J. Lawlor, J. A. Perceval, A. McQueen, C. Richards, W. E. Farrow, J. Sedore, G. A. Martin, W. A. Bingham, R. Cross Co., Marquis & McCulloch.

Kelloe.—J. T. Cairns.
Kenton.—E. H. McLaren, S. T. Atkinson.
Lauder.—H. C. Hamelin, W. G. Currie.
La Riviere.—J. H. Fargey.
Lyleton.—S. E. Harty, Laing, Smith & Co.

MR. J. D. BAINE, BOISSEVAIN, MAN.
Treasurer Retail Merchants' Section.

Lenore.—Carscadden Bros., A. Fulcher.
Laurier.—J. Trottier, Boisvert & Co., L. Landry.
Morden.—The Retail Co., N. H. Heiman, R. Tobias & Co., N. Korman, J. T. Acheson, Harry Meikle.
Margaret.—F. Wilkie, Dalglish & Co.
Melita.—T. McJannet, G. C. Sayles, Hamelin Bros., R. Grant, G. L. Dodd.
Mariapolis.—C, H. Charbonneau, Landry & Co.
Methven.—A. Ziegler.
Minto.—R. W. Franks, Thos. Williamson, A. McTavish.
Manor—Moose Mountain Trading Co., J. R. Dalglish, Hamelin Bros.
Mather—Gordon Pulford & Co., Elliott & Argue.
Manitou—E. D. Gall & Co., Sharpe & Button, O. Wagner & Co., Hoffman & Jacobs.
Minnedosa—H. Leslie, M. Nystrom, Campbell Bros., Dickson Keighley Co., P. J. McDermott, Wright & Co., Phelps & McCormick.
Miniota—J. D. Forsythe & Co., A. Ross & Co., W. L. Hodnett.
Morris—Chisholm & McKenzie, Alex. Todd.
Marquette—H. V. Smith.
Macgregor—N. Holmes, O. B. Murdoch, Merrick Bros.
Mackinac—Campbell & Co.
McCreary—John Burgoyne, S. Burgoyne, P. Riddell.
Mowbray—J. W. Mitchell.
Nesbitt—Thos. Middlemiss, Sharp & Barager.
Ninette—C. Overand, J. Yellowlees, W. E. Hughes.
Napinka—Coote & Kaiser, E. Ferguson, Hamelin Bros.
Ninga—Miller & Hainer, N. J. Ryan, Jones Bros.
Neepawa—J. Brown Co., J. A. Clare, A. E. Fremlin, J. E. Fulton, Tritt & Schragge, J. V. Smith & Co.
Newdale — R. Crystall, R. Lavery, Crossley Bros, T. H. Peter.
Oak River— E. H. Glinz, Hess & Cochrane.
Ochre River—Wolffe & Scarp, E. J. Oliver.
Pierson—Riebel Bros., W. S. Kenner, Lockerbie & Halliday.
Pilot Mound—W. Endicott, T. C. Preston.
Plum Coulee—J. G. Bargen.
Pendeunis—Chas. Fox, O. Stewart.
Pipestone—McNichol & Pitt, A. L. Bridgett.
Plumas—McRae & Williams
Rosebank—A. H. Baker.
Roland—Higgins & Webster, H. J Chilson & Co.
Rothwell—J. G. McGowan & Co., P. R. McLaughlin.
Riding Mountain—F. Foulston.
Rapid City—LePage Bros., Murray & Beattie.
Russell—Smellie Bros., T. Hill & Son, A. Astbury.
Rossburn—Hough & Wickware, Wm. Young, D. N. Johnson.
Ridgeville—Hinton & Co., Whitman & Co.
Routledge—H. Moody.
Reston—Paul Bros., J. Munro Co., Limited.
Reaburn—Geo. Main.
Swan Lake—W. F. Hartwell.
Sidney—D. McLelland, F. M. Stanley, J. McElrie.
Somerset—J. A. Decosse, Sharpe & Black, M. Monchalin.
Stockton—R. D. McLachlan.
Souris—J. A. Moore, A. T. Brindle, A. J. Stewart, W. G. McLaren, McCoig & McCush, McBride & McLeod
St. Malo—D. Mainard.
St. J. Baptiste—N. Comeault.
Shoal Lake—Smellie Bros., C. R. Duncan, Western Trading Co., Teitelbaum & Finkelstein.
Strathclair—J. M. Roberts, G. Manson, Chapman & Co., W. L. McInnis.
Solsgirth—Duggan & Stedman, H. A. Manwaring, J. C. Anderson.
St. Pierre—L. Tessier, J. Medore, E. Tetreault, LaSalle Carey Co., A. Renaurt.
Sinclair—Smith Bros., J. Williamson.
Snowflake——J. Drew & Son, E. Schilson.
Tenby—T. J. Hare.
Virden—T. T. Higgins, Clingan Scales & Wilcox, F. Palmer, T. R. Duke, H. D. Crowe, M. R. Schuman, McLellan & English.
Whitewater—The McKay Co.
Waskada—W. H. Stovin & Co., Hamelin Bros.
Winkler—A. Nitreman, Dyck & Kroeker, B. Loewan, Wilton Bros.
Wellwood—C. E. Titus, Dalton & Co., Beeman & Co.
West Selkirk—W. Robertson, T. R. Bullock, J. K. McKenzie.
Westwood—G. Brown, H. Bicknell.

Saskatchewan.

Alameda—Cook & Morrison, Hopper Bros., R. C. Gibson, Creighton & Graham.
Arcola—Hamelin Bros.
Antler—W. Cavanagh, A. E. White, McAllister & Hunter.
Abernethy—Brooks & Brown, F. W. Anderson, C. Chipperfield.
Balcarres—E. S. Meirs, Ludlow & Son, F. G. Casey, D. Irwin.
Carievale—E. J. Code, Gilliland Bros., F. Clark.
Carnduff—Ruddell & Gibson, S. Ballentine, J. B. Preston, J. H. Elliott, J. H. Taylor.
Carlyle—G. W. Stockton, Baker & Gunn, Hamelin Bros.
Cupar—Hastings & McLaughlin, Baird & Brown.
Chickney—W. G. Turner.
Creelman—Williams & Griffith, S. R. Carrothers.
Dubuc—Burnie & Drysdale, McAsh & Walden.
Drinkwater—W. H. Duff.
Estevan—J. W. Musgrove, A. Kelly, M. H. King, W. McLeod.
Esterhazy—S. R Kredba, Wrightson & Flook, Minhinnick Reunart Co., Sullivan & Moir.
Frobisher—Riddell & Co., Laurier & McCutcheon.
Fillmore—Hall MacDiarmid Co., Morrison & McLeod, Campbell Bros.
Francis—Milinn & Dundas, W. G. Rowland.
Gainsboro—Briggs & Bohemer, R. B. Elliott, Lockerbie & Halliday.

MR. T. A. GAETZ, RED DEER.
A prominent member Western Retail Merchants' Association.

Glenewen—C. Crawford, T. R. Preston.
Grayson—M. Krolick, H. Smith.
Harding—F. C. Dundas, Reid & Spence.
Heward—Docker & Fraser, Munroe & Co., Robt. Bell.

Halbute—F. Letschker, E. S. Conant & Sons, P. D. Hives.
Hitchcock—N. Dupuis.
Killaley—Fesser & Bachman.
Lipton—Laird & Gibson.
Lemberg—A. B. Ferrier, J. Horne, W. G. Turner.
Lang—A. W. Adams, A. C. Wright.

MR. R. J. MOORE, CARTWRIGHT.
A prominent member Western Merchants' Association.

Moose Jaw—W. Heasman, McMicken & Truax, Doctor Bros., McKenzie Bros., Kent & Brown, Limited, T. J. McCammon, R. Bogne.
McTaggart—Wm. La Chapelle, L. Foisie.
Midale—Wedin Bros.
Milestone—W. Franklin, R. S. Anderson, C. A. Turner, M. S. Fredenberg.
Oxbow—M. McKay, Walsh Bros., Geo. Barber, H. C. Disney.
Osage—J. E. Kilty.
Pense—Stewart & Birt, J. M. Closson.
Redvers—R. Ferguson, R. Curle, L. T. McLanders.
Rocanville—Alex. Cameron, Barrett & Scott.
Rouleau—Craig & Dobson, Johnston Bros., Rouleau Supply Co.
Stockholm—W. A. Lamont, A. W. Steinberg.
Strassburg—M. P. Lemon, Wallace & Sproule, A. E. Fitzgerald.
Swift Current—Argue & Cooper, C. Reid.
Stoughton—W. J. Ross, M. Byers.
Tantallon—Paynter Bros.
Tyvan—H. Stevenson, Bishop & Redden, H. De Jany.
Weyburn—N. D. McKinnon, W. Horne, L. A. Freeland.
Wauchope—W. Quesnelle, Freeman & Morris.
Welwyn—A. M. & W. Sinclair.
Wilcox—J. A. Weir, L. D. Sparling.
Yellowgrass—F. B. Elliott & Co., Yellowgrass Supply Co.

The Opening Meeting.

In opening the meeting, President Lawlor heartily welcomed the dealers present, particularly those who had come from Saskatchewan and Alberta. Manitoba dealers might be expected to attend a meeting in their own province, but it was particularly gratifying to be able to welcome dealers from the far west. He hoped that there would be harmony at the meetings and that the result of the deliberations would be the greatest good to the greatest number.

Mr Lawlor then reviewed briefly the work of 1905, recalling the organization meeting in Winnipeg one year ago, the appointment of Secretary W. A. Coulson in the Spring of the year, and the semi-annual meeting held in Winnipeg last July. He told of the territory covered by Secretary Coulson in the course of his organization work and announced that the association had now 590 members while it was estimated by the executive that there is in the west a possible membership of 1,100 or 1,200.

A Bright Outlook.

Provided only that the retail merchants of the west would stand up for their own interests, said President Lawlor, their immediate future was bright The opening up of new territory by the building of the G.T.P. would be a benefit to the surrounding country. Dairy produce would find an increased market at home, which would mean enhanced prices—a good thing for the retailers, as produce was the same as money to the farmer.

Mr. Lawlor explained that he had had some correspondence with the executive of the Retail Merchants' Association of Canada. E. M. Trowern, secretary of that association, had written asking whether the western association would welcome a representative from the Dominion association at their meetings. He had sent a cordial invitation, and, as a result, Mr. Trowern, himself, had come west. He would address the meeting later.

The president stated also that A. L. Johnson, ex-president of the Winnipeg Board of Trade, had asked permission to address the association on the subject of the legislation now before the Manitoba Legislature, respecting the sales of merchants' stocks in bulk. Mr. Johnson had also intimated that other wholesalers would like to address the association, and the president had assured him that the association would be glad to give him and the other gentlemen a hearing.

Finances Satisfactory.

The secretary then read his report as given in last week's Canadian Grocer. The financial statement showed receipts amounting to $2,912.50 and disbursements totalling $2,697.30, leaving as a balance on hand $215.20. Messrs. Franklin, Wilkie and A. R. Welch were appointed auditors to vouch for the accounts, and later reported the financial statement correct.

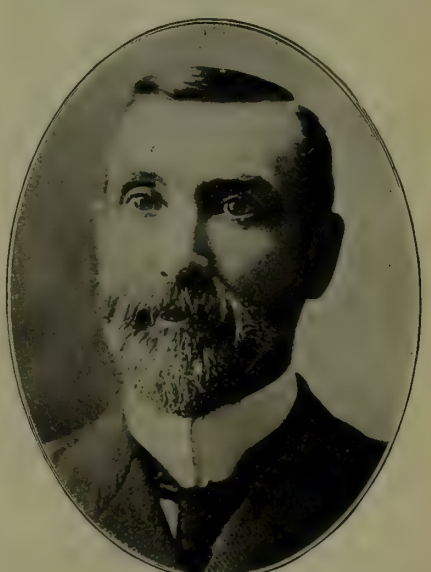
The secretary's report was adopted after considerable discussion in the course of which several little misunderstandings were cleared up. Some dealers seemed to think, having given the matter no consideration, that the secretary had nothing to do but run around the country settling little local disputes. They forgot that he was responsible for the organization of the whole of the west, and that he had been doing the work of two or three men. Explanations being given, the secretary's report was adopted unanimously on motion of W. Krolick, Grayson, and W. Ledoux, of Arnaud. On motion of Messrs. Smith and Krolick, a vote of thanks to Mr. Coulson was passed amid great enthusiasm.

Message from Hardware.

At this stage of the proceedings J. A. Lindsay, president of the Western Retail Hardware Association, entered the hall with a message from his association. He said the hardwaremen had met in the morning and had been addressed by E. M. Trowern, of the Dominion Retail Association. This afternoon, as a result of his morning address, the question has come up whether or not it was advisable to join the National Retail Association.

Take Second Place.

"A year ago," said Mr. Lindsay, "we were proud to give you a copy of our by-laws when you were drawing up your own by-laws and constitution, and we thought we were the whole thing. But now we find that the tail is wagging the dog. You are stronger than we are. If we decide to join the National Association, and you decide to do the same, it is suggested by Mr. Trowern that we should to a certain extent amalgamate; that we should have a common executive to look after our common interests. But we hardwaremen don't want to be obliterated if we unite, and I don't suppose you do either."



MR. T. J. LAWLOR
A prominent member Western Retail Merchants' Association.

On the invitation of Mr. Lindsay, President Lawlor retired to visit the Hardware Association, and the chair was taken by J. D. Baine.

A nominating committee was then ap-

pointed consisting of J. F. Hunter, Boissevain; W. Ledoux, Arnaud; E. H. Glinz, Oak River, and W. A. Coulson, Winnipeg.

The Dominion Representative.

President Lawlor returned, bringing with him E. M. Trowern, who addressed the meeting for about two hours, delivering the same speech as he made before the hardwaremen in the morning. He spent a lot of time unnecessarily in arguing to a lot of retailers already in the association, the necessity of organization. His audience were already convinced and the mere fact of their membership should have been sufficient proof of this, but evidently Mr. Trowern had the speech on his mind and had to deliver it.

At the close of his address he came to the point, but unfortunately a number of dealers had left the meeting.

Organization Creates its Need.

"The more organization we have," said he, "the more organization we find we require. When we started our organization in Toronto we found that it was necessary to enlist the support of dealers throughout the Province of Ontario. When we got Ontario we found that we had to get Quebec, and now we are under the necessity of getting help from the west."

Mr. Trowern then outlined some of the objects of the association, laying stress on what he called the contract system of price setting. By this system, the manufacturer sets the retail price of certain staple lines and all these goods are sold the retail trade on condition that they will not sell below these prices. In this way, price-cutting is rendered impossible, for if a man signed the contract and broke it he would be liable under the law. It would be the object of the association to persuade manufacturers to put their goods on the contract plan and sell only under that plan. Mr. Trowern concluded with a strong plea for the affiliation of the western association with the Dominion.

At the evening meeting it was decided to affiliate with the Dominion association on motion of Messrs. Baine and Snelgrove. This motion was passed when it was learned that the hardware association had already taken the step. Messrs. Lawlor, Paynter, Glinz and Coulson were appointed a committee to confer with the hardware association to arrange a basis of union.

The Basis of Union.

Wednesday morning was spent in informal discussion among the dealers present, there being no regular meeting as all were waiting for the results of the deliberations of the committees from the two associations who were hard at work arranging a basis of union.

In the afternoon the general merchants met, with President Lawlor in the chair, and after a long discussion the union proposal submitted by the committee was adopted. According to the terms of the agreement, the two associations retain their separate organization, their separate executives and separate secretaries, but for certain common objects they merge in a Western Board of the Dominion Retail Merchants' Association, whose headquarters are in Toronto. The executive of the Western Board are to be elected in a joint meeting of the two associations. The Western Board may levy a maximum fee of 50 cents per member on the two associations, and a fee of 10 cents per member is to be paid to the Dominion association.

Immediately after the basis of union had been agreed upon the General Merchants' Section adjourned and the Western Board (in which the hardwaremen are also included) proceeded to elect their officers. An account of their proceedings follows at the conclusion of the report of the proceedings at the General Merchants' Section.

Election of Officers.

In the evening the general merchants met again before the meeting of the Western Board and officers were elected as follows, Messrs. Glinz and Snelgrove acting as scrutineers: President, J. F. Hunter, Boissevain; first vice-president, R. Bogue, Moose Jaw; second vice-president, J. A. McDougall, Edmonton; secretary, W. A. Coulson, Winnipeg; treasurer, J. D. Baine, Boissevain; auditor, F. Wilkie, Margaret.

Immediately after the election results were announced, the newly elected president, J. F. Hunter, took the chair amid loud applause and in a brief speech he thanked the association for the honor done him. President Hunter is a man of good executive ability and as a presiding officer there are few who can equal him. While he was in the chair business was carried on promptly and systematically.

Secretary Re-engaged.

The principal business of the evening was the question of finances. It was decided to leave the annual dues at $5, the present figure. Secretary Coulson was re-engaged at an increased salary and a number of merchants present told of his good work for the association, and spoke highly of his ability as an organizer.

About Contract Prices.

President Hunter presided at the Thursday sessions of the General Merchants' Section and a vast amount of routine business was put through. A long discussion of Mr. Trowern's contract price plan took place and it was decided to approach a number of manufacturers on the subject.

A number of members spoke strongly on the absurdity of forcing the secretary to travel around the country collecting the annual fees, and settling trifling disputes which merchants should be able to settle for themselves. In the matter of collection of fees, it was finally decided on the suggestion of Messrs. Welch, Baine and Lawlor that some one merchant in each town should be made responsible for collections and that the secretary should make a draft on him at fifteen days. In this way a great amount of traveling expenses will be saved. The same speakers also impressed on the merchants present the folly of calling in the secretary to settle every little trifling local trouble when such disputes should easily be settled by the local dealers.

OFFICERS RETAIL MERCHANTS' SECTION.

President—J. F. Hunter, Boissevain, Man.
First Vice-Pres.—R. Bogne, Moose Jaw, Sask.
Second Vice-Pres.—J. A. McDougal, Edmonton, Alta.
Secretary W. A. Coulson.
Treasurer—J. D. Baine, Boissevain, Man.
Auditor—F. Wilkie, Margaret, Man.

Cutting Prices.

Reverting to the matter of price-cutting, particularly by catalogue houses, a motion was introduced by T. J. Lawlor to the effect that when prices are habitually cut on certain staples the association executive should approach the manufacturers and ask to have these goods sold on the contract plan. The motion carried. The chairman then asked that all dealers having local complaints of this nature should send them in to Mr. Coulson as he had no other means of knowing of these troubles and he could not be expected to remedy evils of which he had no knowledge.

Mr. Coulson reported that price-cutting at Hamiota and some other points had been stopped, the banks and wholesale houses having given him considerable assistance in ending this ruinous cut-throat policy.

Standing up for the Retailer.

A resolution condemning the alleged practices of some jobbers and manufacturers in selling to the consumer was passed amid enthusiasm.

On motion of J. Munroe and S. H. Carrothers, a resolution was passed instructing the secretary to take up the matter of discounts given by rubber manufacturers on rubber goods and act with the Dominion board in an effort to secure larger discounts.

Banking Facilities.

A long discussion took place at the Thursday afternoon session on the character of the banking facilities afforded the western dealer and the extent of the credit allowed him. Several speakers complained that eastern dealers can borrow money from the banks at least 2 per cent. cheaper than the western dealers can borrow. After a long discussion a resolution was passed instructing the executive to investigate the matter, as it was felt that the western dealers are not receiving the favorable treatment to which they are entitled.

Peddling Licenses.

At the morning session Mr. Coulson read a number of complaints of the unfair competition of traveling hawkers and peddlers and the result of a long discussion was the adoption of the following resolution on motion of D. N. Embrie and L. D. Smith:

"That the provincial governments be appealed to to pass legislation calling for uniform municipal license fees from peddlers and hawkers throughout the province and to take steps to see that the municipalities enforce the said legislation."

Quantity Reductions.

The offering of inducements to large quantity buyers was brought up by Wilfrid Ledoux, Arnaud, and a general discussion followed. It was urged that the granting of discounts to quantity buyers militates against the interests of the small dealer, and finally, on motion of Messrs. Ledoux and Snelgrove, the fol-

lowing resolution was passed unanimously:

"Whereas discounts are given on goods sold by manufacturers or jobbers in large quantities, and whereas such discounts are against the interests of the small retailer and encourage the cutting of prices by catalogue houses, resolved, that the general merchants desire all such discounts to be abolished and a uniform price be adopted for all."

Votes of Thanks.

On motion of T. J. Lawlor enthusiastic votes of thanks were passed to the Union Bank, the Bank of Commerce and the wholesale trade for assistance given the association. Mr. Lawlor also moved a vote of thanks to the trade press for the publicity given the work of the association among the trade. After a vote of thanks to retiring President T. J. Lawlor and Secretary Coulson, the convention adjourned to meet again at the call of the executive some time in the Summer.

Western Board Meetings.

The first meeting of the Western Board was held on the afternoon of Wednesday, February 14, T. J. Lawlor presiding. There was a fair attendance of hardwaremen and general merchants and considerable enthusiasm was shown.

The first business was the election of officers and in this the utmost harmony prevailed between the members of the two executives. Both secretaries are on the executive of the Western Board, the general merchants are represented by the president and second vice-president, while the hardwaremen are represented by their first vice-president. J. A Lindsay, retiring president of the Hardware Association, is auditor.

The executive is as follows: President, W. G. McLaren, Souris, Man.; first vice-president, G. K. Smith, Moose Jaw, Sask.; second vice-president, H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.

President-elect W. G. McLaren took the chair amid applause, and the meeting at once settled down to business. Many favorable comments were heard on the business-like management of the meeting by the president-elect. He made an excellent chairman.

Various Resolutions.

On motion of Messrs. Lindsay and Baine a resolution was passed asking the manufacturers to refuse to allow their goods to be quoted in catalogues of mail order houses at cut prices.

On motion of G. K. Smith and T. J. Lawlor, a strong resolution was passed asking for legislation providing that corporations be made amenable to the law the same as individuals and that the president and secretary of a corporation be held personally responsible for the acts of a corporation. This resolution was passed on to the Dominion Board.

On motion of Messrs. Hunter and Payne a resolution was passed condemning the enforced payment by retailers of fees for the inspection of their weights and measures. Several members spoke strongly on this subject, complaining of the injustice of forcing dealers to pay these fees.

A motion by G. K. Smith and J. B. Curran was passed regarding fire insurance for members by the association. The motion instructed the officers of the Western Board to work in conjunction with the officers of the Dominion Board in Toronto to devise some practicable plan of fire insurance by the association.

Sale of Stocks in Bulk.

An informal discussion then followed of the legislation now before the Manitoba Legislature respecting the sale of stocks of merchandise in bulk. As explained in an editorial in this paper some weeks ago, this bill provides some restrictions on the sale in bulk of merchants' stocks, the object being to prevent "midnight sales" by dishonest dealers who sell their stocks and pay the wholesale houses only a percentage of the amount owed them. The bill provides that before a sale can be made a merchant must obtain the consent in writing of at least 50 per cent. of his creditors and 75 per cent. of the value. Failing this the sale can be put through only by paying the amount of the purchase price to a trust company for the benefit of the creditors.

J. F. Hunter spoke strongly in opposition to the bill, as he considered it a measure wholly in the interests of the wholesale trade.

"It ties up and hampers the great mass of honest dealers," said he, "for the sake of a very few dishonest men. We have all to run some risk when we extend any credit and I don't see why the wholesale man should be protected when we are not. What would the farmers say to a similar measure designed to protect the retailers?"

Visitors From the Wholesalers.

A number of wholesale men attended the meeting of the Western Board on Wednesday evening by special invitation. Among those attending the meeting were A. L. Johnson, ex-president Board of Trade; Wm. Georgeson, of Codville-Georgeson Co., Limited; J. Y. Griffin, A. Strong, D. W. Bole, M.P., and A. Macdonald.

Plea for the New Legislation.

A. L. Johnson addressed the meeting at considerable length on the bill now before the Manitoba Legislature respecting the sale of stocks of merchandise in bulk, and, after expressing the pleasure which the wholesalers had in meeting the retail trade, he plunged into the discussion. He argued with the force and clearness of expression which always characterize Mr. Johnson's addresses, that while there might be some details of the measure in its present shape which would be objectionable to the wholesale trade, still the principle was as much in the interests of the retailers as of the wholesalers. The wholesale trade were anxious to have the retail trade endorse the principle of the bill; the details could be arranged to the satisfaction of both parties by a joint committee.

When the Retailer is Hit.

"It often happens," said Mr. Johnson, "that a man sells out his stock in a hurry for say 60 cents on the dollar and then he comes to Winnipeg to compromise with his creditors, or perhaps he doesn't come at all. Perhaps you think this is the wholesalers' funeral only, but think a minute. The purchaser of the stock gets it cheap, and what does he do with it? He slaughters it, of course, to the detriment of the legitimate regular trade, and any measure designed to stop this ruinous practice is in the interests of all branches of the trade.

"The bill is framed for the dishonest dealer, and surely no one will dispute that the wholesaler has some rights in the disposal of a stock for which he has not yet been paid. The wholesale trade do not desire to have legislation that will be onerous on the retail trade, but they do desire protection.

Many Misconceptions.

"I find in discussing the matter with retailers that there are many misconceptions current respecting the bill. It refers only to stocks of merchandise and not to land, and we are anxious that it should be acceptable to you as well as to ourselves. We are willing and anxious to agree to any amendments in the details of the bill, but we think the principle should commend itself to you as well as to us."

Association and the Trade.

Wm. Georgeson, who was greeted with applause as he rose to speak, expressed his pleasure in the knowledge that the association was continuing to prosper. He believed it would do much to advance the interests of the retail trade.

Proceeding to discuss the merits of the bill, he contended that the interests of the wholesaler and the retailer were not far apart. In this particular instance, the interests of the wholesaler were also the interests of the retailer, who is injured by the slaughtering of stocks that invariably follows "midnight sales."

Principle, Not Detail.

"The point, gentlemen," said Mr. Georgeson, "is not whether this bill as it stands is what we want, but whether we approve of its principle. There may be clauses to which exception could be taken, but they can be amended, and if we are agreed as to the principle of the bill the Law Amendment Committee at the Legislature can fix it up all right. It will be amended to make its provisions as little onerous as can be.

Question of Ownership.

"As to the principle of the bill, I fail to see why there should be any disagreement. The wholesale trade are surely justified in holding that when a man does not own his stock of goods, when he has no interest in it, he should consult those who do own it before he sells it at so many cents on the dollar. This bill will never hurt a solvent merchant. There will be no trouble in getting the consent of the wholesale trade to a sale by a solvent merchant. You know the wholesale trade, and you know that you have always found them reasonable."

The Retailer's Views.

In the course of the general discussion that followed Mr. Georgeson's speech, J. F. Hunter contended that the provisions of the bill were unreasonably onerous. He asked if a merchant would have to show up all his affairs and get consent of all creditors for land and other

OFFICERS OF WESTERN BOARD.

(Elected by general merchants and hardware men in joint session.)

President—W G. McLaren, Souris. Man.
1st Vice-President G. K. Smith, Moose Jaw, Sask.
2nd Vice-President—H. C. Hamelin, Winnipeg, Man.
Secretary—W. A. Coulson, Winnipeg, Man.
Treasurer—J. E. McRobie, Winnipeg, Man.
Auditor—J. A. Lindsay, Winnipeg, Man.

things. Mr. Johnson replied that all direct liabilities would have to be faced. Mortgages would be indirect liabilities. This, however, was a point that would have to be made clear.

Wilfrid Ledoux, Arnaud ; H. C. Hamelin, Winnipeg ; and T. J. Lawlor, Killarney, took part in the discussion that followed in the course of which it was made clear that the purchaser of a stock will not be held responsible for the truth of the statement of his affairs made by the vendor.

Mr. Johnson said that the wholesale trade would be willing to have the bill amended so that its provisions would not apply in case the proceeds of the sale were as large as the liabilities.

A Law for all Branches.

J. F. Hunter said he would be glad to see a law that would protect all branches of the trade but he saw no reason why the wholesale trade alone should be protected to the embarrassment of the retailers. How would the farmers view a similar measure designed to protect the retail storekeepers ? The wholesaler did not have to sell goods to a man whose credit was poor and if they gave him credit they did so at their own risk. He saw no reason why they should be relieved of that risk.

Probably it was quite true that the wholesale men would consent to the sales of their stocks by solvent retailers but there would always be delay and probably the purchaser would change his mind while the vendor was running around getting the consent of his creditors to the sale.

Mr. Georgeson replied to this that sales would naturally be made subject to consent being obtained and the vendor could easily secure a deposit on the sale. He failed to see how a sale would be tied up by the provisions of this bill.

It was finally decided to refer the matter to the executive committee with instructions to report at the meeting the following day.

Concluding Session.

President McLaren took the chair about 4.30 on Thursday afternoon and the concluding business of the Western Board was put through with promptness. The executive presented the following report with reference to the bill respecting the sale of stocks in bulk :

"Your executive board desire to report that they have gone very fully into the proposed legislation respecting the sale of merchants' stocks in bulk and they have decided that, owing to the great importance of the measure to the retail trade, and in view of the short time given for its consideration, the wholesale trade be asked to withdraw the bill for the present. Your executive board ask to be allowed to go further into the matter and consult with the wholesale trade in order that a bill may be prepared that will accomplish the desire of the wholesale trade and at the same time be acceptable to the retailers. Your committee will present a further report at the next meeting of the Western Board.

"Signed — W. G. McLaren, G. K. Smith, H. C. Hamelin, W. A. Coulson, J. E. McRobie."

The report was adopted and the convention then adjourned to meet again at the call of the executive.

IN A NUTSHELL

The Changes Made.

(1) The Retail Merchants' Association of Western Canada and the Western Retail Hardware and Stove Dealers' Association affiliate and elect a joint executive to look after common interests; but each retains its own separate executive and secretary to look after its individual interests.

(2) The two associations combined form a western section of the Dominion Retail Merchants' Association, with headquarters in Toronto.

BUSINESS CHANGES.

J. W. Brown, baker, Vienna, Ont., has sold out.

D. Ducharme, grocer, Magog, Que., assets sold.

Poupart & Bolduc, grocers, Montreal, Que., dissolved.

Ludger Huot, grocer, St. Jerome, Que., assets sold.

Watson & Hall, grocers, Victoria, B. C., have dissolved.

Mahler Bros., evaporators, Wingham, Ont., have sold out.

J. J. Harwood, confectioner, Morden, Man., mortgagee's sale.

H. Merson, grocer, Ottawa, Ont., has assigned to W. A. Cole.

Carscadden Bros., general merchants, Lenore, Man., dissolved.

A. D. Penner, general merchant, Herbert, Sask.. has sold out.

Gutteridge Bros., general merchants, Deloraine, Man., dissolved.

Reed & Co., bakers, Lethbridge, Alta., have dissolved partnership.

P. Massicotte & Co., groceries, etc., Montreal, Que., assets sold.

W. G. Graham, grocer and baker, Westboro, Ont., assets sold.

H. W. Legare, general merchant, Labelle, Que., has compromised.

Gloeckler Bros., general merchants, Rosthern, Sask., have sold out.

J. W. Cadieux, grocer, Montreal, Que., Chartrand & Turgeon, curators.

J. J. Smith (estate of), general merchant, Yorkton, Sask., stock sold.

E. Deguire, general merchant, Glen Robertson, Ont., has compromised.

Arthur Desroches, grocer, Joliette, Que., has sold out to Alcide Perrault.

H. C. Young, general merchant, Stockholm, Sask., has sold out to McKenney.

D. Moffatt, general merchant, Oakburn, Man., has sold out to Harold McKillop.

D. K. McArthur, general merchant, Hopeville, Ont., offering to compromise.

J. D. E. Lafond, general merchant, Frelighsburg, Que., offering compromise.

E. Ferguson, confectioner, Lauder, Man., has been succeeded by B. H. Herron.

Z. Picotte & Cie., general merchants, Victoriaville, Que., advertising selling out.

J. Bercuson, grocer, dry goods, etc., Winnipeg, Man., has removed to Calgary.

Wm. Pitcher, baker, Minnedosa, Man., has assigned to Steve Taylor, Minnedosa.

Jas. Cote, general merchant, Weirhill, Sask., has been succeeded by Albert Cote.

James McCauley, general merchant, Kingsmill, Ont., has sold out to J. E. Lloyd.

J. A. Raizenne, general merchant, St. Eugene, Ont., has assigned to A. Lamarche.

Abraham Assad, general merchant, Buckingham, Que., Alex. Desmarteau, curator.

Chas. Choquette, general merchant, Village Richelieu, Que., offering compromise.

L. Goldstein, general merchant, Morris, Man., has been succeeded by James Gadsden.

Heatherington & Walters, bakers and confectioners, Cartwright, Man., have dissolved.

Spencer Smith, grocer and fruiter, Orangeville, Ont., has sold out to Jas. McMillan.

Wm. Schroeder, general merchant, Grenfell, Sask., has sold out to George Thompson.

Theo. Magneson & Co., general merchants, Van Anda, B.C., have dissolved partnership.

Penner & Harder, general merchants, Herbert, Sask., have been succeeded by J. L. Peters.

James Price, hides, Montreal. Que., Charles H. A. Price and Walter Lawson Price registered.

A. Creighton, general merchant, Cypress River, Man., has been succeeded by Indrithson & Co.

Wm. Gibson, general merchant, Balgonie, Sask., has been succeeded by Balgonie Supply Co.

Robert Rollins, general merchant, Killarney, Man., has been succeeded by Squair & Rollins.

Mrs. A. L. Stickney, general merchant, Stickney, N.B., has assigned, meeting of creditors March 2.

The Vermillion Trading Co., general merchants, Vegreville, Alta., have been succeeded by A. Miller.

Chas. H. Clarke & Co., general merchants, Poplar Point, Man., have assigned to Henry Detchon.

Napier & Partridge, general merchants, Cumberland, B.C., being succeeded by Coote & Partridge.

Richard Wambolt, fish, etc., Dartmouth, N.S., has assigned to G. E. Faulkner, official assignee.

Vaillant & Lamarre, groceries and liquors, Montreal, Que., have been succeeded by Charbonneau & Lamarre.

Hudon, Hebert & Co., Limited. wholesale grocers, Montreal, Que., Chas. P. Hebert has registered as president.

Chas. H. Clarke & Co., general merchants, Poplar Point, Man., stock advertised for sale by auction 21st inst.

W. H. Stovin & Co., general merchants, Waskada, Man., have dissolved partnership, W. H. Stovin continues.

Robertson & Melanson, general merchants, Bathurst, N.B., Frederick G. Robertson and Lina E. Melanson registered.

LEMON DELIVERIES COMPARED.

Arrivals of Sicily lemons at New York, January to February 16, totalled 70,225 boxes, and in the corresponding period last year 182,700 boxes.

WINDOW AND INTERIOR DISPLAYS

RROWN & KNIGHT, CALGARY.

The illustration given this week is still further proof—if proof were necessary—of the up-to-date methods employed by retail grocers in the Great West. A finer internal display for an ordinary grocer's store could scarcelv be arranged. It will at once be noted that the picture was taken at Christmas time and is appropriately decorated, yet the decorations are of such modest and reasonable dimensions that the general appearance of the stock is not interfered with.

A careful perusal of this picture by a progressively inclined grocer will give him many ideas of use and importance. The arrangement of glass bins on the right of the picture were so placed at the suggestion of the principals themselves, with a handy table shelf the whole length, for either display or serving. Shelves, bins, or receptacles of suitable descriptions are everywhere in evidence, and greatly add to the cleanliness and utility of service.

FROSTED WINDOWS.

The frosting of windows is a problem that bobs up every Winter. To get at this question intelligently it may be well to consider the cause of the window's frosting. It is simple enough. The cold outside air cools the glass and the warm air on the inside containing moisture coming in contact with the glass, is congealed and becomes frost on the window. The difference in temperature on the two sides of the glass does this. A similar action is noted when a pitcher of cold water is brought into a warm room. The warm air of the room striking the cool side of the pitcher is turned into moisture—is condensed until it is drops of water. This being the case, it is easy to see that the real solution of the frosty window problem is the keeping of the temperature the same on both sides of the glass.

There are other ways of keeping off frost when the weather is not very cold, however. By keeping a current of air moving against the window the frost will be prevented, as the moving air dries up the congealing moisture so fast that it does not form on the glass. For the same reason, a row of gas jets along the bottom of the window will keep it clear in mild weather, or a lamp will serve the same purpose. But these methods are not working along the right lines. They are not striking at the root of the trouble. They are curative rather tnan preventive.

In cold weather windows must be completely boxed in. No heat from the store should get into them. There must be openings of sufficient sizes at the top and bottom to allow a free circulation of the air. If this is done the window will not frost over except in very unusual, damp weather.

Internal Christmas Display of Brown & Knight, Calgary, Alta.

CANNERS GATHER AT SEASIDE

And Discuss the Problems Confronting the Industry—Over Thirty Canadians Present—Fine Display of Machinery.

Atlantic City, the gay, the debonair, the frivolous, the resort of the idler, the health seeker, the nouveau riche, blessed by nature with its eternal ocean, its splendid beach, its glorious battalions of white-crested combers, cursed by man with its dreary wilderness of hopeless vulgarity from the strident display of robber hotels down through all the grades of petty cheats and catch-penny fakirs who prey upon the vanity and folly of its frequenters—Atlantic City, the Riviera of America, was last week at least the scene of a gathering in which brains and vigorous, virile manhood were the characteristics, the annual convention of the canners of America.

The convention included the packers, the brokers and the supply men, and represented over five and a half million cases of canned goods packed this season, and an enormous sum of invested capital.

The meetings were held in one of the large hotels on the board walk, and the exhibition of canning machinery made by the supply men on Young's pier a half mile down the board walk.

The latter was the mecca that drew the canners from all the states east of Chicago and from Canada. The latest devices in canning machinery were on display in charge of the most pleasant imaginable gentlemen, who explained their merits and closed the deals for new machines, and no small number of sales were thus made.

Canadians Present.

Canada was well represented. Over thirty Canadians attended the convention and machinery exhibition and were on every hand treated with the greatest courtesy, even if it was slightly exasperating at times to have it confidently assumed that fruits and vegetables could not be grown in Canada on account of our cold climate. That we should be able to ripen tomatoes seemed incredible to not a few fine fellows from Maryland.

The dean of the Canadian delegation was undoubtedly Mr. James B. Campbell, of the Acme Can Co., of Montreal. Mr. Campbell has been a regular attendant on these conventions for years. He knows everybody and they all know him. His courtesy in introducing fellow Canadians to the important personages was generally appreciated.

Mr. Campbell has an ambition to have the convention held in Canada in 1908, and there is a possibility that he may be successful.

The Montreal party came early and went away late. They included besides Mr. Campbell, his partner, Mr. W. Pratt, Messrs. Bienette and Geo. Lauzon, of St. Eustache; Laplante, St. Remi; L. J. Laurin, A. Laurin, Dusault, St. Dorothee; Napoleon Lepage, Pierre Gravel, Park Laval; R. Whithall, Montreal.

From Toronto a party consisting of Messrs. Thos. Owens, Frank Owens, E. A. Pearce and A. H. Allen, of the Bloomfield Packing Company, and D. B. Gillies, of The Canadian Grocer, went over Monday night via the Lehigh Valley. To while away the tedium of the journey a fish yarn competition was got up and Mr. Frank Owens was easily first in a stirring history of landing a 'lunge on the Quinte.

On Wednesday Mr. David Marshall, of the Canadian Canners, Limited, arrived and was a careful student of every new device that was being shown in the way of improved machinery.

Mr. H. C. Beckett, of the Canada Grocers, Limited, was also present. Although not a canner Mr. Beckett makes it a point to keep close to all that is going on in the canned goods trade. Mr. Nairn, of the Canadian Canners, Limited, was also present and spent his time in the machinery hall.

Other prominent Canadian canners at the convention were President Symington and Manager W. A. Carson, of the Napanee Canning Company, Messrs. Hagerman and R. B. Morden, of the Belleville Canning Company, Manager G. Matthews and Thos. Flynn, of the Miller canning factory at Trenton, Sherman Strout of the Delhi Canning Co., Chas. McCartney of the Grimsby factory, J. C. Danheiser, of the St. Catharines plant, M. Moore, of the Wellington factory, and Mr. Davis, of Burlington.

MR. J. B. CAMPBELL,
ACME CAN WORKS, MONTREAL.
Elected member of the Machinery and Supplies Association

Mr. E. D. Smith, M.P., of Winona, accompanied by Mrs. Smith, was an interested visitor at the machinery hall, and is understood to have secured some additions for his factory at Winona.

Mr. L. J. Coryell, of the Coryell Seed Co., Oshawa, an old visitor to the convention, renewed acquaintances made at Columbus and Washington in previous years.

In the machinery trade Mr. W. E. Blandford, of Brown, Boggs & Co., was active in getting around among the Canadian crowd.

Topics of Discussion.

The first day's business of the convention was largely social. The members got acquainted while Mayor Stoy extended the civic welcome to the canners. Tuesday, however, business was uppermost in all minds, the features of the day being addresses by Mr. Chas. E. Wilcox, of Chicago, on the canned goods industry from the buyers' standpoint, and by Mr. Finley Acker, the great Philadelphia retail grocer, throwing out a few suggestions based on 25 years' experience with the consumer.

The Buyers' Standpoint.

Mr. Wilcox witnessed to marvellous improvement in canned goods in the last 25 years, and made the point that there never was an over-production of really first-class goods. He argued that as the canners raised their standards the consumption of their goods would increase. He would always consider quality before price. His one serious complaint against the trade was in reference to the poor quality of boxes being used.

A Retailer's View.

Mr. Finley Acker, whose Philadelphia grocery store is probably the finest in the world, is a comparatively young-looking man with a handsome, clean-shaven face, agreeable manner, and pleasing address. His remarks were listened to with marked interest. He also advocated quality. The era of competitive cheapness had passed, he maintained; we were now in the era of competitive quality. Mr. Acker backed up his argument by instancing the disappearance from the market of lines once considered good but which had not kept up with the improvements of the times. There would always be sale for goods that were conscientiously packed. Mr. Acker said that for years it had been his greatest pleasure to know that he was supplying his customers with pure, wholesome, delicious food. The canner's position was a high one. He was doing a great service to his fellow man if he always put up the best goods he knew how.

A Word From the Packer.

On Wednesday the packers' side of the question was discussed by Mr. Jas. P. Olney, of Geneva, N.Y. The speaker admitted that buying and selling futures had its disadvantages, but on the whole one year with another he favored that plan if on a pro rata basis. This basis should extend also to the retailer. The margin on canned goods did not warrant guaranteed delivery.

Mr. Olney complained that notwithstanding the increased cost of production of late years in all lines of manufacture, the canners alone were not getting a

(Concluded on page 45.)

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Bode's Gum Co., Montreal.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Imperial Biscuit Co., Guelph.
Jacob, W. & R., & Co., Dublin, Ireland.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Sprague Canning Co., Chicago, Ill
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk and Canning Co Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Cupon Co., Indianapolis, Ind.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Millman W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
American Pure Food Co., Montreal.
Egg-O-See, Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co. Goderich.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Sutcliffe-Muir Milling Co., Moosomin.

Grocers—Wholesale.
Balfour & Co., Hamilton.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Major, S. J., Ottawa.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Grocers Engineering Co., London, Eng.
Max Ams Machinery Co., Mt. Vernon, N.Y.

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fittings.
Fletcher Mfg. Co., Toronto.
Walker Pivoted Bin & Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Crain, Rolla L. Co., Ottawa.

Malt Extract.
Sleeman, Geo., Guelph, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Fellowes & Fellowes, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McLauchlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.

Mince Meat.
Capstan Mfg. Co, Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co, Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Ozo Mfg. Co., Montreal.
Paterson's—Rose & Laflamme, Montreal
Purnell, Webb & Co, Bristol, Eng.
Suaut Co.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
James' Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Potatoes.
Hannah, R. W., Toronto.

Poultry and Cattle Food
Bate, H. N., & Sons, Ottawa,
Myers' Royal Spice Co., Niagara Falls, Ont

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Dominion Salt Agency, London, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
Duncan Co., Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Kenney, T., & Son., Hallerton, Que.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville & Co., Winnipeg and Brandon
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Salada Tea Co., Montreal and Toronto
Minto Bros., Toronto.
Mokara Mills, Montreal.
Todhunter, Mitchell & Co., Toronto.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.
Hugli, Albert, Toronto
Reckitt's Blue—Gilmour Bros., Montreal.
Sawyer Crystal Blue Co., Boston, Mass.

Wines, Liquors, Etc.
Sleeman, Geo., Guelph, Ont,

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Twine, Etc.
Canada Paper Co., Toronto.
Hamilton Cotton Co., Hamilton, Ont.

Yeast.
Gillett, E. W., Co., Toronto.

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THE MONTREAL BOARD OF TRADE.

The circular issued on February 13th by Mr. Geo. Hadrill, secretary of the Montreal Board of Trade, to the members of that body is one that should cause all merchants to reflect, and stimulate not only the present members of the Board of Trade, but also the commercial interests of that city, to renewed efforts to place the institution on the high plane it is entitled to occupy.

Since 1887 when the membership was 1,362, it has gradually declined (with the exception of the years 1902 and 1903 when there was a slight revival of interest), until it now stands at 976, a decrease of 386 members, or more than 25 per cent., in eighteen years. This heavy decrease, too, occurred during ten years of immense prosperity in all branches of trade and industry.

The present serious state of affairs must appeal to all merchants, manufacturers and exporters, and raise the question in their minds as to the cause for this marked decline. It is admitted that a city of the commercial importance of Montreal should have a Board of Trade whose influence on the trade of the country should be far-reaching and powerful. That the newly elected council of the Board of Trade realize the necessity of checking the decline and reviving the interest in the institution is evidenced by the circular.

One of the most reasonable causes for the decline in membership is undoubtedly the entrance fee, which is one hundred dollars. This is the view that the council have apparently accepted, and it has been decided, in order to increase the membership, that "all lapsed certificates in the possession of the board shall be re-issued at $35 each, so that, adding the transfer fee of $5 and $10 for the current year's membership dues, the total cost to a new member, until said lapsed certificates are all re-issued, for the first year is only $50, and for succeeding years $10."

The council hopes through this concession to bring the total membership up to 2,000, and if each member secures but one new member this figure should be easily realized.

Many members of the Board of Trade feel also that the charge of one hundred dollars is far out of proportion to the benefits they receive, as they have no transactions that require them the constant use of the Exchange floor, and their adherence to the board is one based on the principle of patriotism to the city and port, and they recognize it as a commercial duty to continue their membership.

If the council should decide merely upon an annual subscription of $10, doing away with the excessively high entrance fee, there is no doubt that the membership could be increased to 3,000 or 4,000. This annual fee of $10 naturally would not entitle them to operations on the Exchange floor, but in all other respects the full privileges of the board. It is possible, however, that the council's offer as outlined in the above clause of their circular will induce many former members to rejoin and also encourage others to do so.

The Montreal Board of Trade should be in the van in advancing public questions of commercial importance to not only the city, but give expression to all vital questions of the country at large. The holding of the quarterly meetings of the members of the board, which were formerly held, retained the interest of the members and made it a live institution. A revival of these quarterly meetings for the discussion of important public questions and the placing on record of the board's position, would go greatly towards making it an important recognized public institution.

WHOLESALE GROCERS' GUILD.

The annual meeting of the Dominion Wholesale Grocers' Guild will be held in Montreal shortly. It is expected that the meeting will be a large and representative one, as matters of great interest to the grocery trade in general will be taken up. The association will, among other subjects take up the question of the sugar situation, the selling of goods to departmental stores, the canned goods situation, and rearrangement of certain purchasing and selling clauses, the question of equalization of freight rates, discounts and terms, etc.

Owing to the impression, possibly a mistaken one on part of the general retail grocery trade, that matters inimical to grocers generally are being discussed at these meetings, it is to be hoped that the press, particularly the trade newspapers, will be admitted to these discussions. Such action on part of the guild would place that important body in the same category as all the leading banks, financial institutions, and other public bodies whose annual deliberations are published freely. In the past it has been difficult to obtain any satisfactory reports, and any misunderstandings and inadequate statements that have appeared and which have caused friction in grocery circles are due to the refusal of the guild officials to give the trade newspapers explicit statements as to contemplated changes in trade regulations.

THE GROCER AND CEREAL PACKETS.

The cereal market has been attracting a good deal of attention recently, and not a few grocers must be filled with anxiety, particularly those who have encouraged a trade in "loose" cereals and breakfast foods. The grocer's attention is of necessity concentrated on his immediate trade and customers, and he cannot, therefore, be expected to watch every eccentricity of the market; yet, at the same time, he is the one seriously affected by every movement.

There appears to have been a good deal of fluctuation lately, and competition is likely to develop with unhealthy conditions; the first to suffer in such case will be the grocer.

The securing of steady and even margins of profit is one of the most im-

portant factors in the grocer's business, and if these are jeopardized his whole security is undermined. Probably in no more certain way can he secure this than in the encouragement of his packet goods trade. It certainly appears so in regard to the cereal trade at the present juncture. In carton goods the grocer is sure of a moderate profit, has no loss by depreciation, and next to no expense in handling, whilst to continue to push a "loose" cereal trade means extra cost in handling, much loss by depreciation, and in unsettled markets often no margin of profit.

TECHNICAL EDUCATION FOR GROCERS.

What would be the effect of technical education for young men and women desirous of entering the grocery trade?

At present they drift into the store and out of it again with an indefiniteness of purpose that precludes application or any serious attempt to master the fundamental knowledge necessary to an intelligent and proper conduct of the business. This state of things is detrimental to the clerks, to the grocers, to the trade and to the public. If all these interests would benefit by the establishment of a course of technical grocery education no one would be left to be injured or to oppose it.

The public would benefit very materially by a more hygeinic handling of the commodities and by more sanitary conditions of the majority of grocery stores. The trade would be placed upon a higher plane with a scientific basis. Consumption of the higher classes of goods would increase. All these things would benefit the grocer. In addition his clerks would be more intelligent; they would take vastly more interest in the business; they would waste less. For the grocery clerk the introduction of technical education would make a new era.

In England the need for technical school education has to some slight extent been met by the system of apprenticeship. There an attempt is now being made to secure further technical instruction by illustrated lectures. An Old Country clerk who comes to Canada and gets behind a counter can be detected at once by his superior knowledge regarding the goods he handles. It is a distinct inducement to custom and if the retail grocers could avail themselves of technically educated clerks they would have much less difficulty in meeting the competition of the department stores where the clerks are machines to transcribe orders and get change.

Something is going to be done to improve the technical school in Toronto. It is not filling the place it ought to, educationally, industrially or commercially. A commission will be sent out to get information. Why should not the Board of Education consider the establishment of a course of technical education for the grocery trade?

SALARIES AND CIVICS.

Last week the managers of a great co-operative institution conspired to raise their salaries. But instead of going to the people who employed them they went to an outside body which, curiously, had power to authorize them to increase their remuneration.

"What kind of a fool place is it where employees can deal with their own salaries in that way?" someone asks.

The city of Toronto of course. Only public business is done in that way. It shows the stuff that aldermen are made of.

A prominent wholesale grocer was asked this week why he and others like him did not go into council and improve the method of doing things. His reply was:

"I couldn't be elected. I would have to join the Orangemen, and Oddfellows, and Foresters, Masons, Sons of Ireland, Sons of England, Sons of Guns and what not. The people elect the kind of men they want."

That is where he and most good business men make a mistake. The people don't elect the kind of men they want. The kind of men the people want won't come out and they have to select from the self-called. A good man is urged to come out and is beaten, and it adds to the municipal discouragement of the thinking citizens, strengthening their conviction that the people don't want capable men.

The present situation is the result of long habit. It cannot be corrected in a single election or by one man. The remedy is concerted and energetic action by the people who want municipal affairs properly managed in the interest of the whole body of citizens.

If the majority of the Toronto aldermen had been right-minded men and had believed a larger salary should attach to the position, they would have put the proposal forward boldly and have submitted it to the electors.

GETTING THE TOURISTS.

Why don't Canadians, especially merchants, wake up and go after the tourist? The individual business man can't go into an extensive campaign of publicity regarding Canada as the world's picnic ground, and the endless variety of its attractions for every man on a holiday seeking rest, sights or sport. But the individual can get interested and he can get his neighbor interested, and when everybody is interested there'll be something doing.

Switzerland has a population of 3,315,000, and they collect from tourists each year between thirty and forty million dollars. With half the number of people Canada has, the little mountain republic does a foreign trade of over $400 000,000, importing $239,000,000 and exporting $170,000,000. Yet so important is the tourist that trade is good or bad according to the number of foreigners on the move.

The absence of thousands of students from Toronto in Summer is more than made up to the boarding-house people by the influx of Americans who come to Canada, especially from the south. The big hotels are full. Many towns and hamlets become American Summer resorts from June to September. Muskoka is an international holiday ground and there are undiscovered regions of greater possibilities and attractiveness beyond. All this, and only the transportation companies pay any attention to the tourist business, save that Everyman levies what he can upon any of it that chances his way.

LOBSTER TRADE A LOSS.

The following letter has been received from a commercial traveler, and still further emphasizes the need of improved lobster canning:

"Dear Sir,—I notice a letter in your issue of this date re lobster inspection, and it comes not a moment too soon. As a commercial traveler of some experience, I can corroborate everything that has been said on this question. Years ago we hardly ever heard of a poor lobster, to-day we hardly ever hear of a good one, or at any rate, a tin of first-class lobster in the Spring is a thing almost unheard of. For years both the retail and wholesale men have to make good so many allowances on the lobster product that the line must show them a serious loss."

LOOK AHEAD.

Plan your advertising now and start it. It is not too early to begin a preliminary campaign. Look over your books and see what farmers you have not sold anything to for several years. The chances are that they will need something this season. Get circular letters ready for this class of possible customers.

SUGAR TARIFF BEFORE THE COMMISSION AT OTTAWA.

In our last issue we gave some of the most important features of Mr. R. Anderson's remarks before the Tariff Commission at Ottawa. Since then The Canadian Grocer has interviewed some of the refiners to obtain their views of the situation as expressed in Mr. Anderson's paper. Mr. Hugh Blain, president of the Ontario Sugar Co., whilst remarking that the paper would take a great deal of time to treat it as it should be treated, gave expression to the following :

Mr. Robt. Anderson, of Montreal, representing Messrs. Robt. Crooks & Co., Liverpool and New York, appeared before the Tariff Commission and submitted a somewhat lengthy statement relative to the sugar interests. He claimed to speak on behalf of the consumer and the importers generally. We doubt Mr. Anderson's warrant for this. He is rather truly representative of the brokerage branch of business, acting for British and foreign companies who can hardly be called either consumers or importers so far as Canada is concerned. He is, however, well qualified to speak for the class of which he is a member.

The first example Mr. Anderson gives us of the present tariff is as follows :

Duty on imported refined granulated sugar 100 lbs. testing 99 degrees	$1.24½
Duty on bag	.02
	$1.26½
Duty on raw sugar for refining under 16 D.S. 100 lbs. testing 96 degrees	.71½
Refiners' protection	.55

This is hardly a fair statement. You can't make 100 lbs. granulated sugar testing 99 degrees, practically pure sugar, out of 100 lbs. raw sugar testing 96 degrees. It would require at least 107 lbs. raw sugar testing 96 degrees to make 100 lbs. granulated, making the duty 76½c. and thus reducing the refiners' protection to 50c., but if you subject these figures to the preference clause of the Customs Act it would reduce the refiners' protection to 33.3c. per 100 lbs. granulated sugar, and the great bulk of the sugar comes in under this preference clause. Boiling down Mr. Anderson's figures to a rational or proper basis, the following would seem to us to be about right, viz., the refiners' protection under the general tariff is about 50c. per 100 lbs. or ½c. per lb., and under the preference clause 33.3c. per 100 lbs., or 1-3c. per lb.

Mr. Anderson's next figures soar away into the realms of absurdity when he tries to show that the refiner has a protection of $1.41 per 100 lbs. of sugar. He pictures the importer buying granulated sugar from a foreign country under the operation of the anti-dumping clause at a duty of 1.8875 per 100 lbs., and the refiner buying raw sugar under the British preference at a duty of .4767, a difference of 1.4108 per 100 lbs. No such importation ever came into Canada and never will while men have possession of their senses, and Mr. Anderson shows a regrettable anxiety to exaggerate when he resorts to such extreme statements.

His next move is to make the importer bring in granulated sugar under the general tariff, while he makes the refiner bring in raw sugar under the British preference, and in this way shows a protection to the refiner of .7883c. per 100 lbs. sugar. This also seems to us an unfair comparison. Surely for comparison both parties should be required or permitted to bring sugar in under the same tariff.

In all these cases he makes no allowance for the loss in the process of making the sugar into the same quality. There must be a loss in making raw sugar into refined granulated, and on page 7 he makes an allowance of 17c. on 100 lbs. raw beet testing 88 to equalize 100 lbs. cane or granulated sugar.

It is quite clear that the statement that the refiners' protection is 50 per cent. of the cost of the sugar is altogether wide of the mark. The most cursory glance at the trade and navigation returns for last year will show how incorrect such a statement is.

THE U.S. GROCERS' CONVENTION.

The following letter has been received by The Canadian Grocer from Mr. H. C. Ellis, secretary Ottawa Retail Merchants' Association, and has reference to our issue of February 2nd reporting the U.S. Grocers' Convention at Niagara Falls.

Editor Canadian Grocer.

"In reading your report of the National Convention of Retail Grocers of the United States held in Niagara Falls recently, I was struck with your closing remarks, in which you say, 'The Grocer would welcome a Dominion Convention of Grocers. Who will start the ball rolling?' What is wrong that you should not know the grocers are organized on a good sound footing in Ontario and Quebec, and are looking forward to the day when we will hold a Dominion Convention as suggested. The ball started rolling some time ago, and at present is travelling pretty fast. I refer to the Retail Merchants' Association of Canada, of which the grocers form a conspicuous part. Then, again, there are associations in the Maritime and western provinces who eventually, when they became acquainted with our constitution, will affiliate, thereby covering the whole Dominion with one association.

"Let me explain what appears to be the great difference, according to your report, between the American institution and our Canadian one. They have been organized years ahead of us, and yet I see they are passing resolutions the same as they already passed long ago in regard to wholesalers, bankruptcy law, premium evils, mail order business, fire insurance, just weights, rate cutting, etc., etc. In our association these same resolutions were not only passed, but were acted on, and in some cases the object was obtained, while with others good progress is being made, so much so that we feel assured of getting what is wanted. For instance, in regard to wholesalers our association is recognized as a factor to be reckoned with, and we have their assurance of their assistance in getting what is just. In regard to a bankruptcy law, as the Americans call it, we took up the question of the simplyfying the collection of small accounts through the Division Court. We passed the resolution in 1904 and brought our proposals before the last session of the Legislature, when we were granted a committee of the House to take the matter up with our association and report to the coming session of the Legislature; the same course was taken by our association with the Pedlar and Transient Traders question, and the same results obtained. Then again, the premium evil or trading stamp questions; everyone knows what has been done all through the efforts of Quebec and Ontario retailers joining forces. The other questions mentioned are receiving attention and in due time we trust will be righted. I mention the above as a few instances so as to show what appears to be lacking with the organization across the line and what is of great benefit to ours, that is, our being as one with the other lines of the retail trade. I must admit it is pleasant to meet with grocers alone, as we do in our sectional meetings and at our provincial gatherings, but we could not ever accomplish such great undertakings that affect all classes of retail trade if it were not for our plan of association work.

"I don't want to take up too much space, but desire to show that there is an association for grocers in Canada, one in which any question affecting ourselves can be dealt with by ourselves, and which also allows for annual gatherings of grocers in each province, with good prospects of holding a Dominion convention when all the provinces will be represented.

"I might mention the experience of the Ottawa Grocers' Association, of which I am a member. Before affiliating with the larger provincial body the best we could do was to create a friendly feeling amongst the trade here, and beyond remedying some small local questions, our efforts in regard to the greater aims were futile. However, when we affiliated with the Retail Merchants' Association of Canada we became useful inasmuch as we helped them, and what they did helped us. I presume it will be about the same with all local grocers' associations who are working individually.

"Before closing I hope your valuable paper will see its way clear to promote association work as I have explained, and not lay too much stress on a Dominion grocers' association, for the reason stated above. I might also mention that arrangements are under way for holding the Provincial Grocers' Convention of Ontario in Toronto during the Pure Food Show exhibition, which takes place shortly."

TORONTO RETAIL GROCERS' AT HOME.

The twentieth annual at home of the Toronto Retail Grocers' Association was held Wednesday night, the 24th, in the beautiful assembly hall of the Temple Building. Over two hundred ladies and gentlemen were present and in every

MR. H. D. KELLY,
Retiring President Toronto Retail Grocers' Association.

respect the occasion was an unqualified success.

A programme of two dozen and some extra dances sped the hours far past the division of days. Ladies never looked prettier nor grocers more debonair, and the gaiety and merriment never flagged. The music was entirely satisfying and an innovation of announcing each dance by a bugle call proved a good idea. Those who did not dance played cards.

Travelers Were There.

As usual the affair was popular with wholesale travelers. Those present were: Capt. Adams, Davidson & Hay; Clark Stevens, F. W. Humphrey; Jos. Taylor, Eby, Blain Co.; C. E. Woods, Nicholson & Brock'; H. D. Milne, Campbell Milling Co.; J. H. Boyd, Salada Tea Co.; W. H. Despard, White & Co.; S. S. Searle, Douglas & Ratcliff; H. W. Cormack, Lytle, Wilson & Badgerow; J. A. Montgomery, Eby, Blain Co.; B. Cope, Gunns Limited; S. McGiven, McWilliam & Everist; C. F. Rupert, Howland & Elliott; A. C. Maxwell. Maxwell Fruit Jelly Co.; E. Knight, president of Lever Bros.; E. Raymond, Lever Bros.; Jos. Weston, Model Bakery; Fred Stewart, Jas. Lumbers; Messrs. Roelofson, Canada Flakes; A. L. Gallow, Pure Gold Mfg. Co.; R. A. Robinson, H. P. Eckardt & Co.; T. J. Madden, Jas. Wilkins; David Morton, H. A. Garland, David Morton & Sons; Harry Scully, Jas. Mortimer. T. Holman, Christie, Brown & Co.; J. F. Smyth, United Factories; J. W. Stockes, John G. Harvey, Limited; R. Maxwell, Perkins, Ince & Co.; F. W. Hays, Perkins, Ince & Co.; S. S. Richardson, T. A. Lytle Co.; R. J. McNichol, Mala-Gama Tea Co.; H. J. Ash, H. E. Trent, Fleischmann Yeast Co.; H. C. Tomlin, Toronto Bakery; G. H. Campbell, Geo. E. Taylor, Red Rose Tea; J. Gordon Humphrey, F. W. Humphrey; Chas. Rupert, Taylor, Scott & Co.; J. W. Jackson, Robert Watson Co.; E. B. Thompson, Canada Gelatine Co.; W. H. Turpin, E. W. Gillett Co.; D. G. Beaton, Dalton Bros., secretary of the association; Robt. Thorne, Model Bakery; Miss Hattie Hall, the only lady traveler in Toronto, representing Lyman Bros. Co.

Men Who Did the Work.

To make such a really gratifying success of an at home of the proportions of this one entails a lot of work. It fell on the committee and they had the satisfaction Wednesday night of reaping for themselves and their friends a bumper harvest of merriment and enjoyment. The committee were: H. D. Kelly, Chas. Cootes, B. Panter, R. B. Snow, D. Bell, F. Thorne, T. Clark, Samuel Gibbons, J. S. Bond, J. Burns, R. M. Davies, R. VanLoan, W. F. Johnston, J. J. Kelly, D. McLean, G. Riley, W. H. Marmion, James Rae, F. S. Sneath;

MR. B. PANTER
The retiring Secretary, Toronto Retail Grocers' Association.

R. H. Stewart, floor manager; D. G. Beaton, secretary.

The refreshments were in keeping with all the other entertainment and were a credit alike to the committee and the provider.

Notes.

Some of the old chaps danced the kinks out.

Davey Bell was a swell,
No matter what befell,
Here and there and everywhere
To make each minute tell.

R. H. Stewart made the bill and perhaps he didn't dance it through.

R. VanLoan hadn't half as much fun in Cuba.

There were smiles for everybody and not one was rumpled all evening.

What's the matter with Beaton? Nothing. He's a dandy secretary and an ornament to boot.

Who can tell whether Mr. Snow got or gave more enjoyment? He beamed and everybody beamed back.

Well, wasn't he acting president?

The array of palms to veil the orchestra added just the decoration needed.

What pretty dresses the ladies wore! Surpassed only by their faces.

Isn't it too bad we must wait a whole year for another!

WHERE TEA IS GROWN.

The chief tea producing districts in Japan lie between the 34th and 36th parallels of latitude, and the limit at which it can be produced is the 40th parallel, i.e., the lattitude of Madrid. Japanese tea may be roughly divided into powdered tea—only used on state occasions—green tea, bancha, and black tea. A tea bush lives from twenty to twenty-five years, being at its best from its eighth to its fifteenth years, two crops a year being gathered. The picking is done by women, who receive from 12c. to 14c. a day. A good worker will pick 30 to 40 pounds per day. The men employed in firing will earn as much as 39c. a day. The cheapest tea in general use, bancha, sells at an average price of 3c. per lb., while the best costs from $3.50 to $5 per lb. A cheaper quality of this varies in price from $1.50 down to 12c. per lb., and this is the tea drunk by all but the very poorest classes, who cannot afford anything better than "bancha." The exported tea is usually the green tea of first or second crops, but it is notable that while machinery is used for this the Japanese still stick to hand treatment for the tea used by themselves. Practically all the Japanese tea exported goes to Canada and the U.S., only an infinitesimal proportion finding its way to Europe. The total production of tea in Japan in 1903—the latest year for which figures have been available to Mr. Phipps, from whose report from Tokio we quote—amounted to 55,088,036 lbs, valued at $5,604,000.

NOVA SCOTIA APPLES.

Nova Scotia's apple shipments from Halifax to the old country markets

MR. DAVID BELL,
One of the Executive, Toronto Retail Grocers' Association.

amount so far this season to 300,000 barrels. There are 25,000 barrels yet to be shipped, which will make a total of 325,000 barrels, 50,000 less than last year.

MARKETS AND MARKET NOTES

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

MONTREAL.

Tomatoes—5c. advance.
Rice—10c. advance.
Tapioca—¼c. advance.
Honey—(buckwheat,) ¼c. advance.
Evaporated Apples—Advancing.
Fish—Advancing all round.

Quebec Markets.

GROCERIES.

Montreal, Feb. 22, 1906.

Business has been very dull lately. The mild weather we have been having recently may account for this to a certain extent. Orders are coming in fairly well from the country, but they are not very large. In fact nearly all country business of late has been of a hand to mouth character, as retailers are not inclined to give large orders in any line as they do not wish to stock up. If we are treated to another spell of cold weather, with plenty of snow, which is improbable, considering the lateness of the season, business might brace up a little, but if the present weather conditions continue prospects are poor for anything like good business before the beginning of the Summer season.

Another advance of 5c. in tomatoes is noted. This makes a rise of 10c. in two weeks. The reported rise of half a cent in Valencia raisins has not changed the local market, as dealers are stocked up sufficiently to enable them to continue selling at the lower price.

Molasses are reported 1-2c. firmer at the islands, although locally dealers are weak and inclined to shade prices, as most of them are anxious to reduce their stock before the new crop can be marketed.

Canned Goods—The market is easy, with the exception of tomatoes which are firm. There is practically nothing going on in any of these lines except tomatoes. The latter experienced a further rise of 5c. this week, and if the American demand gets heavier as the days wear on, there will likely be a still further rise. Some American firms are already quoting future stock at prices ranging from 65c. to 70c. However, it will be two to three months before it will be possible to deliver these goods, and many things may happen in that time.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also a 1 private brands.
Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.
Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Currants—		
Red, heavy syrup	1 60	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pineapple—		
2's sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " "		1 57½
3's " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins		0 72½
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz		1 05
Gallon tins, per doz		0 92½

FISH

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		95
½-lb. " less than 5 cases, "		97½

Sugar—The situation this week shows no change. Trade is quiet and latest reports from New York show the market in easy condition there. The foreign beet market is also easy. Indications are that owing to the extreme weakness of the beet market that a further decline is not unlikely. In view of the unsettled situation, the trade generally is not doing much buying.

Granulated, bbls.	$4 00
" ½-bbls	4 15
" bags	3 95
Paris lump, barrels	4 55
" " half-barrels	4 65
" " boxes, 100 lbs	4 55
" " boxes, 50 lbs.	4 65
Extra ground, bbls.	4 40
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Phoenix	3 95
Bright coffee	3 90
" yellow	3 85
No. 3 yellow	3 80
No. 2 "	3 70
No. 1 " bbls.	3 60
No. 1 " bags	3 55

Molasses and Syrups—There is a fairly good demand for syrups and molasses in the local market. This demand, other things being favorable, will increase as the Lenten season approaches. The syrup business is steadily growing, and Lent is sure to help it along still further. Molasses, according to latest reports from Barbadoes, is selling from 13c. to 15c., puncheon included. Local feeling among the trade is that prices will weaken shortly owing to holders' anxiety to close out stocks before new crop arrives.

Barbadoes, in puncheons		0 33
" in barrels		0 35½
" in half-barrels		0 36½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls.		0 02½
" ½-bbls.		0 02½
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

Tea—The market this week is steady. There is more inquiry, generally, on all lines. Japans are in better position and somewhat better sales are reported. Generally speaking, trade seems to be brightening up. In Chinas, Ping Sueys are firmer and lowest quotations are in the neighborhood of 11c. to 11 1-2c. Supplies are short and in few hands. There is a strong demand reported for Young Hysons and Gunpowders in the U. S., and this has had a tendency to tone up the market here. Ceylon greens are holding steady at the advance, with very few offering. Local dealers are of the opinion that an advance of 1c. is not unlikely within the next few weeks, as the

tone of the market both in Colombo and London is strong. In Ceylon blacks, some good teas of better quality have been offering here than have been seen for some time, but are held at high prices. Ceylon fannings and siftings are practically unobtainable even at advanced prices.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	...	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32
Congous—Moning, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 12½	0 15
Pakling,—boxes	0 15	0 20
fine	0 25	0 30

Coffee—There is no change to note in the situation of coffee, other than the reported weakness in the New York market, which, however, has had no appreciable effect on local trade. The general tone is easy; business by grinders and roasters is reported fairly satisfactory.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio, No. 7	0 09	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

Foreign Dried Fruits— The market this week is quiet, the only interest being an advance in shelled walnuts, which are reported much firmer with stocks pretty well controlled by one foreign house. Valencias are steady. Currants are firm, with very little transpiring. Dates maintain their firmness at the recent advance.

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05½
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
" Excelsior Window Clusters,"		4 50
" " ½s		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 05½	0 06
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Spices— The market is generally on the quiet side, with a weakness in cloves. Peppers are steady and receiving only moderate attention at buyers' hands. Business is about as usual and no indications of anything to cause any extra buying, as the market is weak.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 12	0 20
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 25	0 50

Rice and Tapioca—The market is very firm. Rice in ten-bag lots has gone up 10c., and the same rice in less than that quantity has gone up in proportion. It is expected that prices will go still higher in the near future. Medium pearl tapioca is now selling at 5 1-4c. to 5 1-2c.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	3 05
C rice, in less than 10 bag lots	3 15
Tapioca, medium pearl	0 05½ 0 05½

Honey—There is no change reported in the situation of the honey market since last week. Prices remain the same and the demand is fairly good. The stocks on hand are sufficient to supply demands.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Feb. 22, 1906.

BUTTER—Receipts smaller than sales. Market consequently better in tone. Approach of Lent will probably improve demand. Good to fine creamery, 22 to 22 1-2c. Dairy selling well, 18 1-2 to 19 1-2c.

CHEESE—Little change. Slightly improved feeling and a few sales. Holders still ask 13c., but find it hard to obtain.

EGGS — Situation unchanged. Receipts fairly large. Quotations 17 to 18c. for fresh. Held eggs quoted 12 to 15c. for cold storage.

PROVISIONS—Hogs in good demand, $7.50 to $7.75 per 100 lb on foot and $10 to $10 25 dressed per 100 lb. Receipts very light. Smoked hams in good demand. Stocks light. Lard firm. Prices unchanged.

White clover, extracted tins	0 08	0 09½
" kegs	0 07½	0 08
" comb, new	0 13	0 14
Buckwheat	0 07	0 07½

Beans—The market is nominal at present. Business is just about at a standstill. Nobody seems anxious to buy and few show a desire to sell. Stocks are decreasing, however, and the prices, which are now the same as they were last week, may go up if the decrease continues. Weakness is the characteristic of the market.

Choice prime beans	1 65	1 70
Lower grades	1 60	1 65

Maple Products—The market remains unchanged. The usual volume of business is being transacted and the export trade is steady. If the present weather continues, the Spring goods will soon be offering. Present indications point to a successful output this year.

Maple syrup, in wood, per lb	0 05½	0 06
" in large tins	0 06½	0 07
Pure Townships sugar, per lb		0 07½
Pure Beauce County, per lb	0 08	0 08½

Evaporated Apples—The demand for evaporated apples recently has been very heavy despite the high price asked. At present 11 1-2c. is offered for Winter varieties, but even at this figure enough cannot be obtained to supply the demand. Holders are firm in the west.

Fish—The demand for all kinds of fish is very brisk, as this is the fish dealers' busiest season. The Lenten season begins next week, and country merchants are now procuring their stocks. On account of the mild weather, which has prevailed, merchants have not stocked up, and consequently nearly all the orders received at present are for rush shipment. Pickled and salt fish are scarce, especially herring and green cod, and prices have advanced in consequence. Other lines are in fairly good supply and find ready sale.

Fresh haddock, per lb	0 04½	0 05
Fresh frozen fish—		
Single frozen haddock	0 03½	0 04
" " market cod, per lb	0 03½	0 04
" " steak cod, per lb	0 04½	0 05
B.C. salmon, per lb	0 08½	0 09
Qualla, salmon	0 07½	0 08
Halibut, per lb	0 08½	0 09
Gaspe salmon		0 15
Dore, per lb	0 06½	0 07
Large whitefish, per lb	0 08½	0 09
Small whitefish	0 05½	0 06
Round frozen grass pike	0 04½	0 05
Sea trout, per lb	0 07½	0 08
Lake trout "	0 08½	0 09
Striped bass, per lb		0 15
Large herring, per 100 fish	2 10	2 30
Medium	1 40	1 60
Smelts, No. 1, per lb		0 08
Extra large	0 12	0 13
Mackerel		0 12
Tomcods	1 75	1 90
Smoked fish—		
Haddies, 15 and 30-lb. boxes, per lb		0 06
Kippered herring, per box	0 80	0 90
St. John bloaters, 100 in box, per box		1 10
Yarmouth bloaters, 60 in a box		1 10
New smoked herring, in small boxes, per box		0 13
Oysters and Lobsters—		
Standards per imp gal		1 40
Selects, per imp. gal		1 60
Oyster pails, pints per 100		1 90
" " quarts, "		1 25
Live lobsters, per lb	0 15	0 16
New boiled lobsters, per lb	0 12	0 15
Prepared fish—		
Winterport, 1-lb. bricks, cod		0 09
Golden, 2 " "		0 08
Boneless cod, favorite		0 06
" fish, 1 and 2-lb. bricks, per lb		0 05½
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, 100-lb. cases, per case		6 25
Salt and pickled fish—		
No. 1 Labrador herring, per bbl		6 00
" " per half bbl		3 50
" " per pail		0 80
" " salmon, tierce		18 00
" " " in bbls		13 00
" " " in ½ bbls		7 50
" B.C. salmon, bbls		12 50
" " half bbl		7 00
" Labrador sea trout, bbls		10 00
" lake trout, per keg		4 50
" mackerel, per pail		2 00
" large green cod, per lb		0 05
" medium, " "		0 04
" small, " "		0 03½
Pollock, med., green, per lb		0 02½
Haddock, per lb		0 03½
Salt eels, bbls		0 07½
Sardines, bbls,, 200 lb.		5 50

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

TORONTO.

Eggs—New laid, down to 16c. and going lower.

Tapioca—1c. advance.

Molasses—Going higher.

Tomatoes—Firmer. Nothing under a dollar.

Peels—1c. advance.

Red Fox Skins—Advanced 25c.

Ontario Markets.

Toronto, Feb. 23, 1906.

GROCERIES.

The grocery trade is becalmed between the seasons. Still, business is fair; there are no complaints, and at least one old established wholesaler reports January sales considerably in advance of last year, which offers poor support to the excuse that the open Winter has hindered trade.

Prices during the week have not shown important fluctuations. Canned

goods are firmer. Tapioca has gone a small step higher. Candied peels are about a cent higher, and firm. Sugar syrups and molasses are said to be going higher. They are in active demand and very strong.

Canned Goods—"Canned goods are very strong" is the word at every wholesale house, but for the week no advances in prices are quoted, except for tomatoes. They are in active demand at a dollar. Peas and corn are in about the same way, perhaps less markedly so. The low prices are causing a very large consumption, and, though the packers last Fall filled 90 per cent of their orders, it is said there won't be a can left over. Tomatoes are very high in the States and cannot be imported from there as they were last year.

The Canadian asparagus is done and the Californian is a luxury at $3.90.

The scarcity of apples has firmed the market for all canned fruits.

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	....	1 00
" preserved, 3's	....	1 25
" standard, gal.	....	2 50
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	.... 1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25

VEGETABLES.		
Asparagus, California—		
2½'s	....	3 90
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " " "	0 87½	0 85
3's, sliced, " " "	0 97½	0 95
3's, whole, " " "	0 97½	0 95
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 45	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	0 95	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 22½	1 20
Sweet wrinkle	0 82½	0 80
Early June	0 70	0 67½
2's, standard	0 62½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal.	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's	....	1 00
Gal.	3 02½	3 00
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.		
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" gal.	....	4 50
" jugs	7 70	12 00

FISH.		
Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
Sardines, French ¼'s	....	0 14
" ½'s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haadies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " imported	1 40	1 40

MEATS, ETC.		
Beef, corned 1s, per doz	....	1 40
" 2s, "	....	2 50
" 6s, "	....	7 80
" 14s. "	....	17 50

	Aylmer	Simcoe Kent	Delhi Lalor
Chicken, 1's, boneless	3 20	3 10	
Turkey, 1's, "	3 20	3 10	
Duck, 1's, "	3 20	3 10	
Tongue, 1's, lunch	2 85	2 75	
Soup, 2's, giblet	2 05	1 95	
" 2's, tomato	1 00	....	
" 3's, "	1 45	....	
Pig's feet, 1's, boneless	....	1 65	
" 1½'s "	2 40	....	

Sugar—There are indications that the bottom in prices has been reached, but Toronto wholesale lore differs. "The sugar market is steady again," the head of one old firm told The Grocer. "The market shows no tendency to harden," said another of equal standing. "Business is quiet and there is no change in prices," said another authority.

The American market is, however, stiffening up a little, and it is the background for the Canadian, and for the matter of that, for the rest of the world, to a considerable extent. A New York advice of Tuesday said: "Increased firmness in raws. Holders asking 1-32 advance for limited quantity, while 1-16 advance is more generally asked. The firmer feeling has a tendency to check business for the moment. European markets are quiet and steady. Quotation for 88 per cent. now 8s. 3-4d, basis f.o.b. Hamburg for February shipment, which is equal to $3.67 for duty paid in New York for 96 degrees test centrifugals. This is 5-16c. above recent sales of that description. In refined, withdrawals against contracts are heavy, while new business is fair. Prices are unchanged, with the markets steady at the close without any special indications for the immediate future."

For Canadian refined sugars there is only a moderate consumptive demand, with buying confined strictly to the hand to mouth basis, and prices are unchanged.

Paris lumps, in 50-lb. boxes	4 73
" in 100-lb. "	4 63
St. Lawrence granulated, barrels	4 08
Redpath's granulated	4 08
Acadia granulated	3 98
Berlin granulated	3 98
Phoenix	4 08
Bright coffee	3 98
Bright yellow	3 93
No. 3 yellow	3 88
No. 2 "	3 78
No. 1 "	3 68

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—The molasses situation is very strong. In the primary markets, Barbadoes are all up about a cent and New Orleans about two cents, and the indications point higher. No changes are quoted locally as yet. Syrups are in good demand.

Syrups—		
Dark	....	....
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ½ ") "	....	2 10

Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
" open kettle	....	....
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35

Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

Tea—There has been a little movement in tea locally this week, but the trade generally is slow.

Low grades of tea are easy in London, but the better qualities are very firm. Green Ceylons are very firm in the primary market.

The offerings of Indian teas at auction in London totalled 197,000 packages against 175,000 in the same month last year. There was a somewhat larger percentage of less desirable grades than in December. The month opened with a tendency to advance, but the heavy offerings were beyond the capabilities of buyers, and an average price of 7.23d per pound in the second week dropped to 6.86d in the last.

The Ceylon offerings at London auctions in January totalled 138,000 packages, against 133,000 in January, 1905. Prices followed closely, those for Indian falling from an average in the first week of 7.63d per pound, to 6.91d in the closing sale.

Coffee—Higher prices are looked for. Present prices are very steady and, a most unusual thing, they have not varied for three months. The higher prices are of course a guess, but one firm has in three carloads on the strength of their expert's diagnosis of the situation.

Willett & Gray, in their weekly statement, make up for lack of information with a sermon on the vanity of prophesying the Brazilian crop. They conclude.

"With the fact that consumption continues so much ahead of production, the only restraining feature to an advance in prices is the accumulation of stocks from former years, but then these are diminishing very rapidly, and with the consumption of Brazil coffee in the United States alone of six million bags, larger stocks do not have the same influence as formerly, say 15 or 25 years ago, when the consumption of Brazil coffees here was only three million bags.

"The trade has been buying with great caution in this country and with still greater reluctance in Europe, so that it is highly probable that interior stocks are kept within the closest range of necessities."

The visible supply of the world was on Feb. 1, 11,931,631 bags; on January 1, 12,647,595, and on February 1, last year, 13,621,720.

Foreign Dried Fruits—Trade is good, with a market showing a tendency rather to advance than decline. Candied peels are higher about a cent. The citron crop in Corsica having failed, next year's Christmas cake will not be one loaded with that kind of peel.

California raisins are more closely held and the prices are firmer. Some are quoting 1-2c. higher. The currant market in Greece remains quite firm on a basis of about 5 1-8c. here for lowest grades.

Prunes, Santa Clara—	Per lb.			Per lb.	
90-100s, 50-lb boxes	0 05½	0 06½	60-70s, 50-lb boxes	0 07½	0 07½
80-90s "	0 06½	0 07	50-60s "	0 08	0 08½
70-80s "	0 07	0 07½	40-50s "	0 08½	0 09
			30-40s "	0 10	0 10½

Candied and Drained Peels—					
Lemon	0 10½	0 10½	Citron	0 8	0 20
Orange	0 11½	0 12			

Figs—		
Elemes, per lb	0 10	0 14
Tapnets, "	....	0 04
Apricots—		
Californian evaporated, in 50-lb boxes	0 14	0 15
Peaches—		
Californian evaporated, " "	0 14	0 15
Pears—		
Californian evaporated, per lb	....	0 13

Currants—					
Fine Filiatras	0 35½	up	Vostizzas	0 07½	0 08½
Patras	0 06	0 06½			

Raisins—		
Sultana	0 05½	0 07
" Fancy	0 10	0 14
" Extra fancy	0 15	0 16
Valencias, selected	0 05½	0 06
Seeded, 1-lb packets	0 11	0 12½
California, loose muscatels—		
3-crown	....	0 07½
4-crown	....	0 09

Dates—					
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04	0 04½	" new choice	....	0 09½
Domestic evaporated apples	....				0 10

Foreign Nuts—Nuts in all lines show a tendency to advance in the primary markets. Some business has been done in the past week for importation to Canada. Stocks on the spot are short, but this is not felt at this time of the year, as the demand is light. Importations are with a view to supplying expected expansion of business in the Spring. Local quotations have not changed.

Almonds, Tarragona, per lb	0 12	0 12½
" shelled Valencias	0 25	0 28
Walnuts, Grenoble, "	0 15½	0 16
" Bordeaux, "	0 11½	0 12
" shelled	0 20	0 25
Filberts, per lb	....	0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	....	0 08½
A 1's, banners and suns	....	0 08
Japanese Jumbo's	....	0 08½
Virginia "	....	0 10

Spices—The market is not showing any variations nor any tendency to change. Trade is quiet.

Spices—	Per lb.	
Peppers, blk	0 18	0 19
" white	0 27	0 28
Ginger	0 18	0 20
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar	....	0 25
Allspice	....	0 15
Mace	0 80	0 90

Rice and Tapioca—The most talked of article in the grocery trade to-day is tapioca, which has advanced from a 3 cent to a 6 cent basis in the last six months. Apparently the end of the advance is not yet, as the latest cable to New York quotes 23s. 6d c.i.f., which is equal to 6 1-4c. in Toronto, duty paid. The steadily advancing market caused operators, generally, to refrain from importing, with the result that there is little stock in Canada and none of any importance near at hand. It is not at all unlikely that tapioca will be hard to buy at considerably higher prices within the next few months.

"Tapioca is very high," said a leading wholesaler.

"Why?"

"I think the market is cornered."

The impression that generally prevails is that the low prices have induced the East Indian planters to suspend production.

Rice and Tapioca—	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Sago	....	0 06
Carolina rice	0 08	0 08½
Louisiana rice	0 05	0 07
Tapioca, staple	....	0 06½
" double goat	....	0 07

Honey—The honey market is in good shape. There is a good demand and stocks are being cleaned up rapidly. There seems to be a revival in the consumption of honey, due in part, perhaps, to the scarcity of apples. Prices remain unchanged. There are two quotations for buckwheat sections, the firmer market encouraging a more select grading.

Honey, extracted clover, in 60-lb. cans, per lb	....	0 08½
" " " in 5 lb. & 10 lb. cans, lb	....	0 08
" sections, No 1, per doz	1 90	2 00
" " No. 2, "	....	1 50
" Buckwheat, per lb	0 04½	0 05
" " sections, No. 2, per doz	1 50	1 60
" " " " 5, "	1 00	1 25

Beans—The market is firm, but quotations are unchanged.

Beans, handpicked, per bush	....	1 85
" prime, No. 1	....	1 75
" Lima, per lb	0 07	0 07½

Fish—Trade is fair to quiet, and dealers are looking to Lent for increased business. Variations in the market are not anticipated and prices are steady.

Frozen halibut, per lb	....	0 10
Fresh haddock "	....	0 05
Frozen trout "	....	0 09
Fresh cod steak, per lb	....	0 06½
" lobsters, boiled, per lb	....	0 25
Frozen B.C. salmon, per lb	....	0 10
Shrimps per gal	....	1 25
Whitefish, per lb	....	0 09
" winter caught, per lb	....	0 09½
Herring, per lb	0 03½	0 04
Pickerel "	0 07	0 07½
Oysters, standard, small pail	4 00	4 20
" selects, pail	....	4 80
Finnan haddies	0 06	0 06½
Ciscoes	....	1 25
Kippers, 80 to box	....	1 25
Bloaters, 80 to box	....	1 15
Mackerel, per lb	....	0 10
Labrador herring salt, No. 1, half bbl	....	3 25
Frozen sea herring, per 100	....	2 25

Dried and Cured Fish—The market is quiet without price variation.

Boneless fish, per lb	....	0 05
Cod fish, 1-lb. bricks	....	0 07½
Quail-on-toast, per lb	0 05½	0 09
Flitched cod fish, in cases of 100 lbs., per lb	....	0 07½

Hides—Chicago is still unsettled and dealers here are expecting something to happen; they don't know what. Some of the big fellows stocked up a while ago on a falling market by crowding weaker men, but prices, contrary to expectations, continued downward, and it is a question now how long these heavy stocks can be held. A peculiar fact is that the consumers of leather in the Old Country cannot get enough for their needs, yet hides are 2 1-2c. less than two months ago.

Fox and muskrat skins are in good demand, and for the better class of red fox 25c. more is being offered. For the low grade skunk skin there is practically no demand, and 10c. has been shaved off the price.

Hides, inspected, steers, No. 1		0 11
" " " No. 2		0 10
" " cows, No. 1		0 10½
" " " No. 2		0 09
Country hides, flat, per lb.		0 09
Calf skins, No. 1, selected		0 13½
" " No. 2		0 11
Sheep skins	1 25	1 35
Horse hides, No. 1	3 00	3 25
Rendered tallow, per lb.	0 04½	0 04½
Pulled wools, super, per lb.	0 22	0 24
" " extra "	0 24	0 25

Fur Skins.

	No. 1,	Prime
Badger	$0 60	$ 1 00
Bear, black	7 00	15 00
" yearlings	3 00	7 00
Fisher	3 00	6 00
Fox, red	1 50	3 00
" cross	3 00	10 00
Lynx	3 00	6 00
Marten, dark	4 00	20 00
Mink, dark	2 50	5 00
" pale	1 25	3 25
Muskrat	0 13	0 18
Raccoon	0 90	1 40
Skunk	0 70	1 65
Weasel, white	0 20	0 50
Wolf, timber	1 00	2 00
" prairie	0 50	1 25
Wolverine	3 00	5 50

N. S. Markets.

Halifax, Feb. 21, 1906.

It is estimated that more sugar was sold in Halifax during the past week than in any other single week for years. What looks like a determined effort to break the sugar "combine" in this city is now on, and the situation is becoming so interesting that the consumer is commencing to wonder when the end will come. Sugar can now be bought cheaper in this city at the present time than ever before. The importers outside of the combine started to cut prices, and they are still at it.

The prices of Austrian and Scotch sugars were first dropped from $4.10 to $3.80, and these prices held for a few days. Then a further decline of 10c. was made, and the price per hundred pounds was $3.70. These prices held for about two weeks, and still the refineries held firm. The grocers handling the sugars above referred to extensively advertised the article, and some of them marked it down to 27 pounds for a dollar. Another dealer lowered the price to 98c. per hundred pounds, and still another jobber who styles himself the "cash man both ways," sent forth display advertisements offering 28 pounds for one dollar. It was thought that the latter price was the limit, but another dealer who conducts both a retail and wholesale establishment, quoted the same sugars at $3.60 per bag of one hundred pounds. For several days the situation remained unchanged, but at the close of the week the grocer who was the first to make the cut in sugar marked it down to $3.50 per bag of one hundred pounds.

The consumer is now happy, and he is smiling at his good fortune. Instead of buying a few pounds as heretofore, the consumer—that is, all who can possibly afford it—now buy a hundred pound bag. Lots of others who have ready money are laying in good stocks, as they feel sure that these prices cannot last long. Some persons are even laying in a supply for the next preserving season, and the confectioners are nearly all taking advantage of the present prices.

The refineries are still standing firm, and up to the present they have not reduced their prices one cent. This competition, however, must be having a serious effect on their business, as the ordinary consumer is scarcely able to distinguish the difference between the local refineries' granulated sugar and that of the Austrian and Scotch. Just what the refineries are going to do about the situation cannot be forecasted at present, but some persons predict that this miniature sugar war will equal in some respects the famous Havemeyer-Arbuckle sugar war in the United States some years ago.

During the week one of the steamers arriving at this port landed 2,000 bags of sugar, and with the stock previously in the hands of the dealers, it is expected that the "sugar war" will continue while the supply lasts.

Butter and Eggs.—The supply of good fresh butter coming to the market keeps up fairly well. Not only have the farmers marketed considerable butter of late, but the creameries also have increased their output. Prices, however, are firm, and no early decline is looked for. Creamery prints are quoted at 25c. to 26c., solids at 24c., small tubs from 24c. to 25c., and rolls from 22c. to 25c., according to the quality. There is very little butter being exported from these parts this season.

The egg market here remains about the same, and while the mild weather lasts no change is looked for in either supply or price. The local consumer can procure all the fresh laid stock required at 20c., the retail price being two cents in advance. The case eggs in cold storage are selling slow, people preferring to pay the extra price for the fresh article.

Apples.—The demand for apples has improved somewhat, but the stocks on hand are not large to choose from. One dealer said the other day there is not such a thing as a first-class No. 1 apple on the market. He pointed out the fraudulent packing which still exists, notwithstanding that inspectors are in different parts of the province. There is a laxity somewhere in the apple packing business. Either the inspectors do not show enough alertness, or the penalty imposed on the packer is not sufficiently great to make him realize that he must brand his apples according to the contents of the barrel. One dealer pointed out a barrel of apples marked "No. 1 Northern Spy." They were supposed to be fancy stock, and the dealer paid the commission man $4.50 for the barrel. Then the grocer opened the barrel and removed the first three rows, then came No. 2's, and below them No. 3's. This is a sample of what the trade has to contend with.

HAMILTON TRAVELERS AT HOME.

To-night (Friday, 23) is the date fixed for the Hamilton travelers' at home. The arrangements are most complete and a record success is anticipated.

B. C. News.

Vancouver, Feb. 14, 1906.

Alberta wheat to be ground into flour in Vancouver mills is a dream of long existence and now fast coming to realization. The first move in that direction, the building of the Hall elevator on the False Creek waterfront, is complete. Several shipments of wheat from the western prairies have been received, in all totalling 12,000 bushels or more. The new elevator has a capacity for 100,000 bushels. The Messrs. Hall announce that the mill project is to come along as an adjunct of the elevator and wheat shipping business.

Mr. Geo. Easterbrooke, of Tweed, Ont., an old mill man, is now moving rapidly in the direction of establishing a mill. Temporary quarters in the old Provincial Cannery, at Eburne, on the north arm of the Fraser River, have been secured, and Mr. Easterbrooke is busily engaged converting the buildings and adapting them to receive a flour mill plant. He will have direct connection by electric line with Vancouver for freight in and out, and the transfer charges are a very small item when compared with the cheapness of the location as to cost of site, taxes, etc.

It is interesting to note that Mr. Easterbrooke and associates built a flour mill at Delagoa Bay, South East Africa, and operated it for some years. It was a paying enterprise until after the close of the Boer War, and the consequent dull trade which followed. The mill is now shut down, and Mr. Easterbrooke, in looking for a new location, is firm in his conviction that he has found the best place for such a concern as he proposes. His mill will have a capacity of 100 bbls. per day at first, and the local trade will be sought largely to begin with.

Mr. F. V. Moffett, already a successful mill operator at Enderby, in the Okanagan district, is said to be contemplating the erection of another mill at the coast. Mr. Moffett has already been seeking foreign trade from his present mill, and no doubt would enlarge the scope of his enterprise if he built a mill here.

Alberta grain men, represented by John Lineham, of Calgary, are at the back of another elevator and mill enterprise, said to be destined for this point in the near future. Indeed it is asserted that the elevator they intend building will be ready in plenty of time to receive the next season's wheat harvest.

British Columbia hops are finding a favorable demand on the Old Country markets, and the requirements increase each year more rapidly than production has done so far. A number of large ranches at Chilliwack, Agassiz, (which is also in the Fraser Valley), Squamish, and at Vernon, in the Okanagan, are devoted to producing hops, and large drying plants have been erected. At Chilliwack Horst Bros., of San Francisco, are the largest growers. They ship a large proportion of the hop crop to the California market.

The Blue Funnel steamer Telemachus, on her out-bound trip on Saturday, took out several hundred bales of hops from B.C., billed to Old Country deal-

ers. She also took out almost the last consignment of the 1905 salmon pack, 30,000 cases, valued at $90,000. Fish oil, salt herring and tallow were other consignments of considerable proportions on the manifest of the Telemachus.

Maple sugar from the soft maples so common in this province is a product shown by an enterprising rancher from Chilliwack. The article looks like maple sugar, tastes like maple sugar, is made from sap from maple trees, like maple sugar—in short, is maple sugar all right. It is about the same color as the eastern article; perhaps a little coarser in the grain, but almost as full-flavored.

The fruit growing districts of the interior are rapidly expanding in commercial importance. In the Nelson district of Kootenay the local association estimates the probable berry crop next season at $100,000. In the Okanagan district similar expansion is noted. Large areas of land round Vernon, following the example set in the settlements down the lake, are being filled up with settlers who are setting out plantations, and every year the acreage producing fruit is increasing. At Vernon a move is being made for a co-operative produce exchange, similar to a number already organized at other points. The large ranches in that district are giving place to new settlements of small holders, who cultivate a few acres each. These producers find the necessity of combining to place their products on the market of the Northwest district, thus cutting out as far as possible all sharing of profits with the middlemen.

City trade this week has been somewhat quieter, the wholesalers report. The movement of goods to northern and up-coast points has not yet begun, and the logging camps are not all opened up yet. By the end of the month business will be very lively, because by that time shipment of supplies to northern canneries will have begun, in anticipation of the approaching salmon packing season, which in Northern British Columbia waters is very much earlier than on the Fraser.

Several new canneries are to be erected this season, and all those now in existence on northern rivers and bays are to be operated. The off season on the Fraser makes the trade of that river a very small factor this year.

In the markets this week features are scarce. It is noteworthy that this is the scarcest season for butter. Eastern stocks are being diminished week by week, and local fresh made is not increasing, nor will it for some weeks yet. New Zealand and California makes are not in the market here yet.

Fresh eggs continue cheaper, and last week's quotation of 32½ might be cut to even 30c. now. Both Oregon supplies and local fresh-laid are coming in plentifully.

A USEFUL SOUVENIR.

S. H. & A. S. Ewing, Montreal coffee and spice mills, are sending out a very neat little pencil case as a souvenir to the trade.

N. B. Markets.

St. John, Feb. 21, 1906.

Business continues rather quiet. The first snow for almost a month came during the past week, and was greatly appreciated, particularly by the lumbermen in that section of New Brunswick along the Bay of Fundy, where, from lack of snow, the lumbermen have found it impossible to get their logs to the mill, even where distances were comparatively short.

Shipments of the winter port continue extremely large. In grain, the quantity is very much in excess of any previous year. Last year, the shipments were light. Our elevator capacity is taxed to the utmost, and it is said there are hundreds of cars awaiting their turn to unload.

Every effort is being made by the city to have increased facilities for the next season. The Government, which for a long time was exceedingly backward in granting any aid, although they were spending millions of dollars on inland waters, had allowed practically the full cost of the harbor facilities at St. John to be borne by the city, although the work was really a national one, have lately shown a better feeling, still the amount of money voted has not been large and the work not pushed forward as rapidly as is necessary. The increased size of the steamers demands increased wharfage, and our citizens feel that not only in our own interests, but in the interests of Canadian trade, immediate action must be taken by the Government so that steamers desiring to come here in the coming year will find accommodation We have no doubt the Government intend to do what is right. The difficulty is to get them to act with sufficient promptness

Markets.—The quiet demand is probably a reason why there are so few changes. Cream of tartar holds firm at the advance, and the tendency is higher prices. Figures, however, are still quite low. Nutmegs show quite an advance, but they also are still low. The market is said to be very firm. In rice, prices are a little easier than were anticipated, compared with other years. The price, however, is still a little higher than of late. The interest in molasses continues. The fancy Barbadoes, which previously has been imported free, has, on account of the sugar contained, been now charged a duty, which increases its cost between four and five cents a gallon. In dairy products rather lower prices rule.

Oil.—In burning oil demand, owing to the increased length of the day, begins to show a marked decrease. Prices continue low, and there is little prospect of any change. In lubricating oils there is, as usual, little change in prices. It is rather a matter of relative value of the products for the particular purpose intended. Business is now being particularly pushed, and fair average trade expected. In paint oils, prices will rule higher than last year. The linseeds, which some time ago advanced quite rapidly, hold firm. Turpentine continues extremely high, and the outlook would seem for even higher prices. In cod oil the season is almost over; quite high prices have ruled; the fishermen have had a particularly profitable season.

Salt—There have been fair receipts in Liverpool coarse salt. Demand being but light, there is considerable stock in hand. In Liverpool factory-filled there is just average sale. In fine salt at this season demand is light. In this line the sale is chiefly for Canadian. In Liverpool salt, this is the season when new arrangements are entered into. It is thought coarse salt may be sold slightly lower, but factory-filled will possibly be a little higher. So far, we hear of no changes in Canadian prices.

Canned Goods.—There is just a fair sale. Peas continue very low. Corn rather firmer. In tomatoes there is a fair stock held in St. John, and while prices are firmer, and perhaps a little higher, goods are being sold out of store lower than they could be replaced, and higher prices must very shortly rule. In fruits there is a good stock in all lines. Prices are unchanged. There is rather improved inquiry for gallon apples. These have been selling very low. We anticipate a rather higher figure in the near future. Oysters are firmer. There is but a light demand in this market for shrimps. Salmon have a steady sale at even prices. In beef there is little demand. Spring supplies have been purchased at low figures, and the market has shown little change. In domestic fish sales are rather light. There is a fair stock of sardines still held. Haddies and kippers are a light supply. Scallops are practically out of the market.

Dry Fruits.—Business in this line is quiet. Stocks of raisins not large. Our buyers were so disgusted with the California situation that when the market went off in January they would not buy. Since then the market has recovered at least a half cent. Prices are comparatively low. Owing to the extreme figures before Christmas, sales were very light, and what is usually a profitable business was entirely upset, and dealers will of course lose considerable on even the small stocks which they carried over. Malaga loose are still below the California product. They were quite freely sold this season, although there is less demand each year for bulk goods. Valencias are low, and have a fair demand on this account. In currants, stocks held are not large. The price is very firm, tending rather higher. Prunes are a light stock, particularly small sizes, which are very difficult to replace. There is a fair demand at rather firmer figures. Apricots and peaches are firm, with small sale. Peels are in very light supply and higher. There are a fair stock of dates. Price is low. Goods could not be replaced at present figures. There is very little sale for figs. Evaporated apples, owing to the high prices, sell slowly. Market is very firm. There is a slight demand for dried at quite full figures.

In onions sales are limited, Canadian stock keeping very poorly, which has kept price low. Valencias which are coming to hand do not show good keeping qualities. Prices on the other side have shown quite an advance.

Sugar.—There is a good steady sale at the present very low prices. There has been no change this week. After one year of steady advance, we have had one year of steady decline, and it is thought prices are about at lowest figures. In foreign sugars very little is being offered owing to scarcity of British cane product on the other side, and also the low prices in Canada.

Molasses.—As the spring advances there is increased interest. There has been a fair steady demand for Porto Rico. There is, however, still quite a full stock of old on hand. In old Barbadoes the market is practically cleaned up. There has as yet been none of the regular grade new stock landed, although some is now due. Several lots of fancy Barbadoes have been landed. Quality exceedingly good, and there has been a fair sale at full prices. There has been some inquiry in regard to the duty in this line. It was originally entered free. There has been some question, not only this season but last, just what should be the position of this grade of goods. It is understood the Government has definitely decided to charge a duty, but not a syrup duty, basing their charge on the duty on raw sugar. This will make a difference of some four or five cents in the cost. If importers are called on to pay this extra duty on the goods which have come in, it will of course very largely cut the profits. It is thought, owing to the splendid quality of these goods, that this increase of duty will not affect the sale, although of necessity it will mean higher prices. However, as the goods on the island have shown quite a decline since first importation, this will not be so noticeable. Just how the establishment of this grade of goods in our market will affect the demand for Porto Rico is a matter of considerable interest.

Fish.—Owing to the open weather it has been somewhat an uncertain season for fish, but prices have been well maintained, and the very open weather has very much assisted the fishermen in getting supplies, although, of course, it has affected the marketing of the goods somewhat. Prices, however, have been well maintained; in fact, perhaps the fishermen have had one of the best winters for some years. The only line, perhaps, in which there has been little success is smelt. These require continuous cold weather to handle at a profit. In frozen herring the larger part of the catch has probably gone to the American market, as they are prepared to pay higher figures than can be obtained here. In dry fish prices continue high. Stocks are light. It is thought, however, the figures are at the top, although little change is looked for, at least until after Lent. The West India market is only just fair. In pickled herring supplies are light, and full figures are still asked. Smoked herring are also held firm at comparatively high prices. The output of finnan haddies this year has been large, as owing to the open weather the catch has been good. The open weather, however, has affected the sale, and while prices have ruled at quite full figures, market has been rather dull.

NEW OFFICERS.

At the annual meeting of the shareholders of the John Campbell Milling Co., St. Thomas, last week, directors were elected for the ensuing year as follows: F. E. Freeman, R. D. Ferguson, Hiram Allin, M. Ostrander, Dr. H. Minshall, N. C. Sinclair, and R. N. Price.

Later the following officers were elected: President, R. N. Price; vice-president, K. E. Freeman; treasurer and managing director, N. C. Sinclair; secretary, C. H. Norsworthy.

At noon Mr. John Campbell, founder of the company and who for many years has directed its policy and established its success, and who is now retiring, entertained the shareholders to dinner at his hospitable home in Rosebery Place.

The new president, Mr. R. N. Price, has for years been associated with the company and is one of the most capable practical millers in Canada.

The new managing director, Mr. N. C. Sinclair, is an equally old member of the staff and has been intimately associated with Mr. Campbell in the administrative end of the business for many years.

A prosperous career for the company under the new anagement is anticipated.

FIRE AT TILLSON OAT MILL.

On Feb. 16 a serious fire occurred on the premises of the Tillson Co., Tillsonburg, Ont. The following letter has been received by The Canadian Grocer giving authentic information as to the damage:

"Dear Sirs,—We thank you for your letter of the 16th, sympathizing with us in our loss by fire on Thursday evening. We are glad to say that the fire was confined to one portion of the building and that from such hasty inspection as we have been able to make at this writing, it does not appear as though we would be long closed down.

The vital part of the machinery for making rolled oats does not appear to be greatly damaged, but our capacity will be much reduced for a short time. We hope to be making rolled oats within ten days, and at present have some little stock on hand which will partially tide us over the interval.

If we might make a request as to the use of your columns it would be for you to thank the trade in our name for the many expressions of sympathy that we have received by telegram, telephone and letter. The direct loss to us from partial disablement is made to look a good deal lighter by the sincere expressions of sympathy received from our trade friends.

FLETCHER MFG. CO, TORONTO.

Attention has been drawn from time to time, in the columns of The Canadian Grocer, to the spirit of improvement among the wholesalers of Toronto. Many of the older firms are making renovations and improvements, or moving into altogether larger and more important premises. The Fletcher Manufacturing Co., of 440-442 Yonge street, are among the most recent firms who have greatly improved their establishments. The whole frontage has been renewed and presents one of the finest appearances for business premises in the city. The long run of facia above the window is of the finest marble, upon which is to be mounted in elaborate letters the full name of the firm. A very fine double frontage of plate glass has been preserved, giving an excellent facility for display. The upper floor windows are of arched construction and very imposing.

The interior arrangements remain much as before, except that the firm have rearranged the lay-out of goods on the left side particularly. A very fine show is given of a variety of patterns of soda fountains, designed to meet any demand which may arise, either as regards size, handsomeness of design, or diversity of shape. The floor space for upstair show rooms has been greatly improved and extended. The work altogether has been done in a most substantial and up-to-date manner. We hope to produce an illustration of the building at an early date.

NEW ZEALAND'S INTERNATIONAL EXPOSITION.

The Department of Agriculture announces that it is prepared to receive applications for space for Canadian exhibits at the New Zealand International Exposition, to be held at Christchurch, New Zealand, November, 1906, to April, 1907. The Canadian Government will erect a special building, which will be devoted exclusively to the accommodation of exhibits illustrating the natural and manufactured products of Canada. The Department of Agriculture offers to pay transportation charges one way only on all exhibits which are accepted. Space, installation and maintenance will also be provided free of charge. Owners of exhibits will have the option of having their goods returned to Canada at their own expense or they will be sold in New Zealand after the close of the exposition and the net proceeds, after deducting customs, shipping and packing charges, etc., remitted to them.

The foregoing will apply only to such exhibits as are accepted by the department for display on the Government space. Applications for space and correspondence relative to the exposition should be addressed to Mr. William A. Burns, Exhibition Branch, Department of Agriculture, Ottawa. The exhibition branch of the Department of Agriculture will have full charge of all arrangements, entries, etc., in so far as the Canadian Government is concerned.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, February 22, 1906.)

ABBREVIATED MARKET NOTES FOR CURRENT WEEK

Syrups—25 to 30c. advance.
Figs—½c. advance.

Business in all general lines of groceries continues very active, the turnover being considerably larger than for the corresponding period last year. Values are steady in most instances.

Canned Goods—There are no new features of note and values are steadily maintained. We quote:

	Group No. 1.	Groups No 1 & 2.
FRUITS.		
Apples—		
gallons, per doz	2 60	2 55
3-lb. "	2 13	2 08
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Lawtonberries—		
" "	3 83	3 78
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 25
2's, whole, " "		3 75
2½'s, whole, " "		4 50
2's, grated, " "		4 50
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries—		
new "	3 33	3 28
VEGETABLES.		
Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 53	1 48
(No. 3) 2's "	1 68	1 63
Succotash—		
2's "	2 63	2 58
Tomatoes—		
3's "	1 98	1 93
Salmon, Fraser River sockeye, per case		6 25
" Skeena River, " "		6 00
" River's Inlet, " "		5 90
" Red Spring, " "		5 75
" humpback, "		3 75
" cohoes, "		4 85
" Clover Leaf, Fall delivery, 1 to 4 cases		6 30
" " " 5 to 9 cases		6 20
Pork and beans (V.C.P. Co.), 1's, per doz		1 25
" " 2's, "		1 90
" " 3's, "		2 60
Soups (Van Camp's), per doz		1 25
Boneless chicken, lb. tins, per doz		2 75
" turkey " "		3 25
" ducks " "		3 25
Canned chicken (Man. Can, Co.) per doz		3 25
" turkey " "		3 25
" chicken (Aylmer), per doz		3 30
" " (Delhi), "		3 20
" turkey (Aylmer)		3 30
" " (Delhi)		3 20
" duck (Aylmer)		3 30
" " (Delhi)		3 20
Corned beef " 2's "		2 75
" " 1's "		1 55
Roast beef (Man. Can. Co.), 2's, per doz		2 65
" (Clark's), 1's, per doz		1 50
" " 2's, "		2 65
Potted meats, ½'s, per doz		0 55
Veal loaf (Libbey's), ½ lb., per doz		1 25
" 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 50
Lunchtongue (Clark's), 1's, "		3 00
" (Aylmer), 1's, "		2 90
Sliced smoked beef (Libbey's), ½-lb. tins, per doz		1 80
" " 1-lb. tins, "		3 10
Chipped " ½-lb. glass, "		3 35
" " ½-lb. tins, "		1 45
" " 1-lb. tins, "		2 50
Sliced bacon, " 1-lb. glass, "		3 05
" " 1-lb. tins, "		3 10
Corned beef (Clark's), 1-lb. glass, "		3 25
" " 2-lb. " "		1 50
Lobsters (new), ½-lb. flats, per 8-doz. case		2 65
" " ½ lb. talls, per 4-doz. case		16 00
" " 1-lb. talls, " "		10 25
		14 50

Sugar—Values are steady since the decline noted last week.

Montreal granulated, in bbls	4 75
" " in sacks	4 70
" yellow, in bbls	4 35
" " in sacks	4 30
Wallaceburg, in bbls	4 65
" in sacks	4 60
Berlin, granulated in bbls	4 65
" sacks	4 60
Icing sugar in bbls	5 35
" in boxes	5 55
" " in small quantities	5 95
Powdered sugar, in bbls	5 15
" in boxes	5 35
" " in small quantities	5 60
Lump, hard, in bbls	5 45
" " in ½-bbls	5 60
" " in 100-lb cases	5 45
Raw sugar	4 25 4 50

Syrups and Molasses—There has been a sharp advance in "Kairomel" syrups in sympathy with the advances in other lines.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03¼
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02⅜
Porto Rico molasses in ½-bbls., per bbl.	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bats., each	2 25

Coffee—Green Rios are scarce and hard to obtain and consequently local prices are advancing.

Whole green Rio, per lb	0 10½
" " roasted, per lb	0 15
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

Cocoa—

Epps' ½ lb package, per lb	0 33
Fry's ½ lb " Homoeopathic, per lb	0 30
" ½ lb " tins concentrated, per doz	2 40
Mott's Soluble, in bulk, 12½ lb tins, per lb	0 19
Cowan' in 10-lb tins, per lb	0 15
Mott's Homoeopathic, ½'s	0 25
Van Houten's, ½'s, per doz	2 85
Baker's, in ½-lb tins, ¼-lb tins, per lb	0 42

Chocolate—

Baker's unsweetened, per	0 36
Menier, ½'s, per lb	0 35
" ¼'s, "	0 34
Mott's Diamond, ½ and ¼ per lb	0 22
Fry's " ½ "	0 22½

Marmalade—

Marmalade (C. & B.), 1-lb. glass, per doz	1 80
" " tins, "	1 50
" " 7-lb. tins, per lb	0 09
" " 4-lb. tins, "	0 10½
" (Upton's), 7-lb. pails, per pail	0 50
" " 1-lb. glass, "	1 20

Jam—

C. & B. jams in 1-lb tins, assorted, per doz	1 65
" " " strawberry, "	1 85
" " " raspberry, "	2 00
" " glass, assorted, "	2 05
" " " raspberry, "	2 40
" " " strawberry, "	2 20
" " 7-lb. tins, assorted, per lb	0 12
" " " raspberry, "	0 13½
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), "	0 50
" (in Calgary), "	0 52
" (in Lethbridge), "	0 57
" (in Edmonton), "	0 60

Tea—

Congous, M. 12, half chests, per lb	0 12
" " cads, per lb	0 13
" S.C.P. and M. 14, half chests, per lb	0 15
" " " cads, per lb	0 16
" A.A.N., in cads, per lb	0 19
" J.A.P., No. 1, "	0 25
Ceylon, bulk, per lb	0 18
" Pekoe P H.T., in ½ chests, per lb	0 18
" broken Pekoe, No. 62 in chests, per lb	0 18
" " No. 414 and 413, "	0 20
" " No. 412, in chests, "	0 22
" " No. 57, " "	0 25
Gunpowder, in quarter chests, per lb	0 26
Youug Hyson, in ½ chests, per lb	0 26
Scented Orange Pekoe, in cads, per lb	0 26

Foreign Dried Fruits—The market is very firm, with a tendency to early advances. Cooking figs have been advanced 1-2 cent per lb.

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 35 1 50
" " selected	1 60 1 75
" " layers	1 70 1 85
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 10
" " choice seeded in ½-lb. packages per package	0 09½
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 12
Prunes, 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 08½
" choice silver, per lb	0 10½
" silver, per lb	0 08½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 06½
Figs, cooking in taps and sacks	0 05
" " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 13½
Apricots, standard in 25-lb. boxes, per lb	0 12½
Peaches, choice, per lb	0 13½
" standard "	0 12½
Pears, choice (halves), per lb	0 16
" standard "	0 15
Plums, choice (dark pitted) per lb	0 11
Nectarines, choice	0 12

Candied Peels—

Lemon, per lb	0 11
Orange "	0 11½
Citron "	0 18
Mixed, in 1-lb drums per doz	2 30

Nuts—

Almonds, per lb	0 12½
" (shelled), per lb	0 30
Filberts	0 10
Peanuts,	0 11½
Jumbos	0 14
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

Spices—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 23
Cassia, " " "	0 12
Allspice, " " " 5 11½	0 15
Ginger, in 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz	0 75

Rice, Tapioca and Sago—Tapioca is very firmly held at the advance to $6.50 noted in last issue. Wholesale houses claim that if they were buying now it would cost them about $6.50 to lay tapioca down in Winnipeg, and they predict further advances.

Rangoon rice, per lb	0 04 0 04½
Patna "	0 04½
Tapioca, per cwt	6 50
Sago, per lb	0 04½

Pot and Pearl Barley—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Evaporated and Dried Apples — As noted last week, evaporated apples have been advanced to 11 3-4c. per lb. in 50-lb. boxes, with an advance of 1-2c.

LENT IS APPROACHING !

Is your assortment complete for Lent ? ? ? How is your stock of Dried Fruits, and Fish in boxes ? ? ?

WE OFFER YOU GREAT ADVANTAGES ON :

1,000 28-lb. boxes Finest Selected Raisins
The best raisins imported into Canada this year.

1,600 cases "JACQUES CARTIER" Rose Salmon
The best value on the market.

700 cases Red Sockeye Salmon, "VICTORIA" Brand
The best red salmon in Canada.

When you buy a supply of these three lines you obtain the very best value for your money, and you will be doubly satisfied, as our prices are the very best also.

DO YOU SELL LIQUEURS ?

Richard Brandy
Mitchell Scotch
Madeira Wine Brandy
Pollen & Zoon Gin
Cardinal Champagne

are the indispensable trade marks of all retailers who cater to the first-class trade.

ADDRESS

LAPORTE, MARTIN & CIE, LIMITED

70, 72, 74, 76, 78, 80 ST. PETER ST.
9, 11 AND 13 LEMOINE ST.
MONTREAL

Do You Sell Tea?

If you do you cannot afford to overlook the many merits of

Gold Standard Tea

"Guaranteed - the - Best"

Possessing a value far in excess of the price. The foundation of its popularity is built solely on its superb value.

Packed by
THE
CODVILLE-GEORGESON CO.,
LIMITED
WINNIPEG, MAN.

GOLD STANDARD
ASSAM & CEYLON TEAS
TRADE MARK

EASTERN MANUFACTURERS AND SHIPPERS

Keep in touch with the

WINNIPEG TRADE

We sell all lines handled by the

Wholesale Grocers

Write or wire us your offerings

NICHOLSON & BAIN, WINNIPEG,

Wholesale Brokers and Commission Merchants.
Established 1882
First-class storage for all kinds of goods

per lb. for the 25-lb. boxes. New dried apples in 50-lb. boxes are quoted now at 9c. per lb.

Beans—New white beans are still quoted at $2.05 per bushel.

Woodenware—

Butter tubs, wooden hoops, 2 in nest, per nest	0 42	0 45
" " 3 hoops, 2 in nest, per nest	0 70	0 73
Butter wire hoops, 2 hoops in nest, per nest	....	0 63
" " 3 hoops in nest, per nest	1 00	1 25
Pails, 2 hoops, per do	....	1 95
Pails, fibre, per doz	....	3 25
Wash tubs, common and wire hoop, per nest of 3	....	2 00
" " " No. 0, per doz	....	41 00
" " " No. 1, per doz.	....	8 75
" " " No. 2, per doz.	....	7 50
" " No. 3	....	5 40
" " Nests of Nos. 1, 2 and 3	....	1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lb	....	0 56
" " 2, to hold 14 and 28 lb	....	0 26
Butter tubs, fibre and cover, per doz	....	4 00
Butter moulds, for 1-lb. bricks, per doz	....	1 85

Honey—

Clover honey 1-lb glass, 2 doz. in case, per doz	....	2 00
" " 5-lb tins, 1 doz. in case, per tin	....	0 50
" " 10-lb tins, 8 in case, per tin	....	1 00
" " 60-lb tins, per lb	....	0 07
Fancy comb honey, 2 doz. to the case, per doz.	....	2 50
" " " per case.	....	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	....	6 75
" 10-lb. tins, 6 in case, per case	....	6 40
" 60-lb. tins, per lb	....	0 10

Glass Fruit Jars—Prices for the season of 1905-06 are quoted as follows:

Glass fruit jars, pints, per gross	....	7 75
" " quarts, per gross	....	8 75
" " half gallons	....	11 75

Salad Dressing— There is some demand still at following prices:

Durkee's, per 2-doz. case	....	7 00
Royal, small, per doz	....	2 85
" large. "	....	4 75
Vinegar (C. & B.), bottles, pints, per doz	....	1 20
" " quarts, "	....	2 10

Sauces—

Worcestershire, Lea & Perrins' ½ pints, per doz		$3 65
" " pints, "		6 00
" White's ½ pints "		0 90
" Paterson's ½ pints "		0 90
" " pints "		1 75
Essence of anchovies (C. & B.), per doz	....	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	....	1 90

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

WANTED—A manufacturer, in grocers' sundries preferred, to occupy space 75x60 feet in modern factory, working on percentage of profits; no capital required. Address, Box S, care CANADIAN GROCER, Montreal. (8)

ARTICLES WANTED.

SMALL quantity of Indian grass wanted. State price. Box 107, CANADIAN GROCER. [ ]

SITUATIONS VACANT.

WANTED—A respectable, honest, live representative, thoroughly familiar with all the Nova Scotian apple growers and shippers along the D. A. route to drum up consignments during next (1906-7) season for large European markets and British provincial towns. Reply, "Hustler," London office CANADIAN GROCER, 88 Fleet street.

AGENCIES WANTED.

VANCOUVER firm of manufacturers' agents is open for a few good lines; highest references. Box 119, Vancouver. [15]

SITUATIONS WANTED

SALESMAN, six years experience, groceries, boots, shoes and crockery, open for engagement in the West after March 15th; Regina preferred; best of references. Box 108, CANADIAN GROCER. [9]

WANTED a position of trust by a young, active business man, a university graduate and Canadian Barrister at Law. Might be willing to invest a small sum in a good sound manufacturing concern to secure junior partnership. Best of references as to character can be furnished. M., care of The MacLean Publishing Co.

AGENTS WANTED.

SUTCLIFFE & BINGHAM, LIMITED, Manchester, England, are open to appoint a sole buying agent in St. John, N.B., and in Halifax, N.S., for "Kkovah" jellies and other "Kkovah" specialties; liberal terms to those prepared to devote energy to pushing same. Write at once Mr. Sutcliffe, care of Sutcliffe & Bingham, Limited, 17 St. John street, Montreal.

Sawyer's CRYSTAL
50 Years the People's Choice.
See that Top **Blue.**

For the Laundry.
DOUBLE STRENGTH.
Sold in Sifting Top Boxes

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.

M. F. EAGAR & SON, *Mfrs. Agents*
HALIFAX, Nova Scotia

ARE YOU
GETTING YOUR SHARE
of the
LARGE BUSINESS FFERING in ALBERTA?
IF NOT Write us. Secure our services.

Excellent Storage Accommodation. Correspondence Solicited.

NICHOLSON, BAIN & JOHNSTON
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.
NICHOLSON & BAIN, WINNIPEG, MAN.

THE MONARCH TYPEWRITER

IS NEW

in improvements, giving absolutely fullest visible writing.

IS OLD

n method of construction, in the experience of its makers, in the principles on which the broad, pivotal, frictionless (patented), typebar bearings are made.

IS GUARANTEED

to wear as well as any ; to do better work and more work with less effort—Yes, you may buy the new—old—Monarch Visible with perfect confidence.

The Monarch Typewriter Company, Limited
3 Toronto Street, Toronto, Canada

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COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

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Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
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NEW SEAM SANITARY CAN

No Holes, No Caps—The Entire Top Open

Sealed Without Heat, Solder or Objectionable Fluxes

PREVENTING

Scorching and Black Spots

Impossible in packing to lacerate delicate food products. Will stand both retort and bath processing. A perfect sanitary can is obtained, eliminating all the faults of the old unsanitary type, making an ideal package, as cheap, more attractive, wholesome and better than anything yet devised. A descriptive illustrated catalogue and sample can sent upon request.

We Furnish Complete Outfits for Making These Cans
Round, Square or Irregular Shapes

All Packers, Brokers, Jobbers, and Retailers should recommend goods packed only in this package.

Max Ams Machine Co.

MT. VERNON, NEW YORK

Mention THE CANADIAN GROCER.

CANNERS GATHER AT SEASIDE.

(Continued from page 28.)

higher price for their goods in consequence.

He spoke emphatically in favor of a pure food law as in the interests of the canners.

The Pure Food Man.

The apostle of pure food in the United States, Dr. Wiley, of the U. S. Bureau of Chemistry, had been invited to speak to the canners and gave an admirable address. One of the speakers declared that in Washington it was said that "Dr. Wiley was so smooth that he had to wear sandpaper on his pyjamas to keep him from sliding out of bed." The happy manner in which the genial doctor expressed his radical views would lend some color to the story. The doctor, who resembles in no small degree our own redoubtable Dr. Oronhyatekha, advocated the use of only first-class fruit and vegetables, pure tin plates, harmless solder, innocuous flux and no preservatives or coloring matter in the manufacture of canned goods and their packages. Sterilization was sufficient to keep canned goods without preservatives, which were more or less harmful, especially to invalids and infants. The chief point on which he was opposed by his auditors was his advocacy of the dating of cans.

At the conclusion of the doctor's address there was some little debate and than a practically unanimous vote in favor of a pure food law.

Machinery Hall.

Young's pier made a capital place for the machinery exhibit. It was commodious. It was light, and the whirr of the wheels gave one the impression of being in an actual factory.

Max Ams Exhibit.

Down the centre aisle as you came in was the exhibit of the Max Ams Machine Co. in charge of Mr. Chas. M. Ams, secretary-treasurer of the company, whose abundant energy was put to the supreme test by the multitude of canners not from Missouri who wanted to "be shown." Mr. Ams was assisted by Mr. Julius Brenzinger and a staff of attendants.

The chief exhibit of this company consisted of their machines for making the sanitary solderless sealed can, seaming the can without the aid of heat, flux or solder. This year they had several new types of machines on exhibition, double seamers both for round and irregular cans, etc. Nos. 25 and 35 double seamers were specially designed to fill sealed cans. The can does not revolve on these machines but stands still while being seamed. The rights to make these cans have been sold in several parts of the United States, and it is understood that arrangements are being completed for their manufacture in Canada. In addition to other machinery, a new style of press was also shown.

The Sprague Canning Machine Co.

This company had a very extensive exhibit including a new processing system in full operation. It is called the Polk agitator and sells at $10,000. They had also a new exhauster that excited comment, and a very ingenious little machine for re-cutting corn. Mr. Daniel G. Trench, of Daniel G. Trench & Co., Chicago, general agents of the Sprague Canning Machine Company, was in charge of the exhibit and was assisted by his secretary, Mr. Babcock, and a large crowd of salesmen wearing huge yellow badges with the Sprague imprint.

The other principal exhibitors were the Ayars Machine Co. with corn cooker-fillers, cappers, pea fillers, etc., under the watchful eye of President Maurice B. Ayars; the Sinclair-Scott Company, showing an enormous pea separator and a large number of other pea and tomato machines. Mr. W. H. Rife in charge; the Huntley Manufacturing Company, with pea machinery of various sorts. This company also manufacture coffee-roasting machines. An interesting corn cooker was shown by Morral Bros. In addition to these exhibitors a large representation of labelling machines were on exhibition as well as a very clever little peach stoner manufactured by the Mapes Machine Co.

An exhibit in the capping line was also made by A. Schultz & Co.

The seed men were well represented, including J. Bolgiano, of Baltimore, Everett B. Clark Co., Livingston Seed Co., Holmes Seed Co., H. W. Buckbee.

On Thursday night the convention were the guests of the American Can Co., at Young's Pier Casino, to witness the musical comedy, "The School Girl." The play was of a character to appeal to a crowd out for a lark, and was enthusiastically received.

On Friday the several sectional associations met and wound up the tag ends of business before separating.

A signal honor was paid Mr. James B. Campbell, of the Acme Can Works, Montreal, by the Machinery and Supplies Association, on Wednesday night, when he was made a member of the association—the first non-resident of the United States ever elected to membership. Mr. Campbell has fully justified the action by his untiring efforts in inducing the Canadian members of the industry to attend the great conventions of the canners of the republic.

Notes.

Pure Food is popular with the canners.

A grain cleaner of good lines was exhibited by Mr. Keith, of Silver Creek, N.Y.

Mr. S. C. T. Simonski, an old Toronto boy, represented Bertram, Bryan Co., of Philadelphia, at the convention.

A device for fastening the covers on glass jars, manufactured by the Victor Jar Co., of Detroit, was examined with interest by the jam manufacturers.

Mr. Arthur I. Judge, of the Trade; Mr. Redman, of the New York Journal of Commerce; Mr. Foxwell, of the American Grocer, and Mr. French, of the Canner, covered the convention for their several papers.

A novelty in the way of a self-heating can for pork and beans, and other picnic delicacies, was demonstrated by the Self-Heating Can Co. The food is in a can within a can, and by the action of water on unslaked lime in the enveloping tin, a good hot lunch is made ready in no time, with no further ado than piercing the tin that separates the water from the lime.

ARE YOU SOUND?

You may be smart, sharp, shrewd, cunning, long-headed, you may be a good scholar, very clever—even brilliant,—but are you sound? That is the question everybody who has any dealings with you will ask. Are you substantial, solid? Have you a level head?

Everywhere we see men who are very brilliant out of work, plenty of sharp men who wonder why they do not get responsible positions. But people are afraid of these one-sided, poorly-balanced men. Nobody feels safe in their hands. People want to feel that a man in a responsible position can keep a clear brain and level head no matter what comes, that he cannot be shaken from his centre no matter how much influence is brought to bear upon him. They want to be sure that he is self-centred, that he is sound to the very core.

The great prizes of life do not fall to the most brilliant, to the cleverest, to the shrewdest, to the most long-headed or to the best educated, but to the most level-headed men, to the men of soundest judgment. When a man is wanted for a responsible position, his shrewdness is not considered so important as his sound judgment. Reliability is what is wanted. Can a man stand without being tripped; and, if he is thrown, can he land upon his feet? Can he be depended upon, relied upon under all circumstances to do the right thing, the sensible thing? Has the man a level head? Has he good horse sense? Is he liable to fly off on a tangent or to "go off half-cocked?" Is he "faddy?" Has he "wheels in his head?" Does he lose his temper easily, or can he control himself? If he can keep a level head under all circumstances, if he cannot be thrown off his balance, and is honest, he is the man wanted.—Success.

Sprague Canning Machinery Co.

DANIEL G. TRENCH & CO., General Agents.

42 River Street, CHICAGO, ILL.

Mild Cured Hams
Choice Breakfast Bacon
Long Clear Bacon
Pure Lard

We are offering exceptionally good value in above lines, at present time.

Canned Meats

Drop us a line for Price List.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

ROLLED BACON

New, Sugar-cured, Boneless. This is one of the cheapest and at the same time one of the best lines we can offer you. Prices will be higher. Order now.

F. W. FEARMAN CO.,
HAMILTON LIMITED

Brains Rule This World, Packers with Brains

—at—

Grande Pointe
Manitoba

. . . Pack . . .

CORNED and ROAST BEEF
1 and 2-lb. Tins.

BONELESS CHICKEN
BONELESS TURKEY
1-lb. Tins.

WESTERN GROCERS support WESTERN INDUSTRIES

For sale by all Western Jobbers.

— PACKED BY —

THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA

NICHOLSON & BAIN Winnipeg, Man.
NICHOLSON, BAIN & JOHNSTON Calgary, Alta.
Sole Western Sales Agents

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO:
Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited
EXPORTERS and WHOLESALE DEALERS
73-75-77 Colborne Street
Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market is in a most peculiar position at the moment; supplies are very limited, in fact under any ordinary consumption they are decidedly insufficient to cover the term of non-production before us. In spite of this, the leading retail shops in England have reduced their price to six pence per pound, which is considerably below the ruling market quotation for wholesale lots. It is hardly possible to get at a reasonable explanation of this policy, unless it is that the leading British import house, which now practically controls the situation and is largely interested in the most important retail shops in England, is making a bold bid for the control of the entire trade of Great Britain.

Meanwhile, the few holders of cheese here feel that every box will be wanted before the new season's make can come on the market, and they show no anxiety to unload at reduced prices bid by British importers, so it is at present a stand-off, and real transactions are few and far between.

Stocks of cheese on both sides of the Atlantic are very light, and if English retailers are willing to sell their goods at 6d per pound they must do so at a loss, and they will probably bring on an increased consumptive demand so that they will not be able to keep this policy up very long.

We have had a dull and dragging trade in butter for some time, but lately there has been a decided improvement in this market, and prices have been advanced a shade. The stocks are not burdensome, and new supplies cannot come in until the cows are calved. The weather has nothing to do with this, the consumption keeps on, and when it is found that supplies are running short prices will be advanced.

Altogether it is a very peculiar condition. Prices are high for both cheese and butter, which makes operators very careful, but the statistical position in both articles is so strong that no matter what the public sentiment may be, there is no chance for a decline, and every prospect for a further advance, in prices.

The recent dairy conventions have brought out many ideas of improvement. Individual cow testing has been one of the leading features of discussion, and if our farmers will go into this subject thoroughly they will undoubtedly reap the benefit of it in time. Cows which do not pay for their keep should be got rid of and substituted by paying stock.

Cheese and butter makers should be educated to make a first-class article. The Government provides schools for this purpose, and the makers should graduate from these schools with proper certificates of their efficiency. They should be licensed, and thus only really capable men employed to make the best quality of cheese and butter.

Another very important point was brought out by these recent dairy conventions, viz., the raising of hogs. Our farmers have neglected this branch much to their detriment. The raising of hogs is a very profitable part of farming, and should be encouraged everywhere.

There is another branch of farming coming to the front as a most profitable part, viz., the raising of poultry for the English market. This needs a little more care in the feeding, the killing and dressing than what is at present used, but properly fed and properly dressed chickens will bring very high prices in the London market, and there is undoubtedly a large opening for progressive farmers. The wide-awake farmer, particularly in dairy sections of the country, can make his farm pay well by attending to these suggestions, which are supported by the officials of the Dominion Government.

THE PROVISION SITUATION.

The general situation has shown considerable improvement since our last report. At Ontario points there has been active competition for hogs, and prices have in consequence more than recovered the decline of two weeks ago. Quality, however, is deficient, the growth of hogs in many cases showing up anything but suitable for bacon purposes, which of necessity means a good deal of loss in manufacture.

The whole situation depends upon the farmer improving both his output and his quality. It is no exaggeration to say that the existing supply could be increased 50 per cent., and then would only give a moderate supply.

A few hogs can be profitably produced every year on almost any farm, and if these are increased by a few more there is scarcely a possibility of a loss from present indications. It would be unwise for people to rush headlong into the business on the basis of prices paid during the past six months, but the farmer who has staved steadily with the business, producing each year no more hogs than he has proper accommodation and other facilities to handle, has in the past had very little to complain of, and while in a few cases he may have sold at a loss, on the whole his hogs have paid as well as any other farm stock, and the guarantee for the future is just as good, if not a little better, than in any other department of farming.

In the Maritime Provinces trade has been fair, but a good deal of competition is in evidence. American pork is being sold at lower prices than domestic, which makes it difficult for packers at eastern points to pay the high prices demanded for hogs, and show profit in their business. Very little of the Ontario product is finding its way into that market.

OUR LONDON LETTER.

By Our Own Correspondent.

Feb. 10, 1906.

During the past week the general position of the London produce markets has undergone very little change.

As surmised in this correspondence of last week, buyers of butter were unable to refrain from making further purchases owing to the fact that their stocks were growing very low, and consequently the week opened with some signs of renewed activity. Apparently, however, buyers did not intend to depart from their previous methods, and bought only a very limited supply, so that during the last few days the demand has been very slow and small business has been transacted. Once more prices have been reduced, and the quotations for Australian, 101s. and 103s. for choicest, and 96s. and 100s. for finest, are within 1s. of the ruling price at this time last year. New Zealand quotations, 104s. and 106s. for choicest, and 100s. and 102s. for finest, are 2s. above last year's quotations. Again, heavy supplies have come in from the colonies, so that, when the stagnant state of the demand is taken into consideration, the outlook cannot be called very bright.

Cheese.—There is no change to report in regard to the position of the London cheese market. If anything, the slightly stronger demand, to which reference was made last week, has passed away. Very little business has been done, and there seems to be some inclination on the part of sellers to meet buyers in the matter of price. Although prices remain unchanged at 63s. and 64s. for Canadian choicest and 61s. and 62s. for finest, a reduction may be looked for. The demand for New Zealand cheese, although not very great, has yet been better than for other makes, and very little choicest remains. Dutch cheese has had another bad week.

Bacon.—There has been a steady demand throughout the whole week for Irish and continental bacon of the leanest description, and a decidedly more active call for Canadian "pea fed." There has, however, been no change in price. The continental killings have been estimated at about 30,000 hogs, the Irish killings at about 6,280.

During the past week a meeting of the Central and Associated Chambers of Agriculture was held, whereat a resolution was put forward and adopted urging that the Government should be approached with a view to the introduction of a bill which should regulate the quality of butter. It might be mentioned that such a ruling has become very necessary owing to the vast amount of fraud and adulteration that is at present going on over here. One member of the meeting suggested that a general inspection of places wherein butter is manufactured should be undertaken

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

The provision market continues firm and unchanged, with live hogs scarce. General tone on all lines is steady. Bacon and ham in good demand. Fresh killed abattoir dressed hogs $10, and country dressed $9 to $9.50. Lard quotations are fluctuating. Special quotations will be found in last minute markets.

Lard, pure tierces		0 10¾
"	56-lb. tubs	0 11
"	20-lb. pails, wood (10½)	0 11½
"	cases, 10-lb. tins, 60 lbs. in case	0 11½
" "	5-lb. "	0 11¾
" "	3-lb. "	0 11¾
Lard, Boar's Head	brand, tierces, per lb.	0 07½
" "	½-tierces, per lb.	0 08
" "	60-lb. fancy tubs	0 08
Cases, 20 3-lb. tins, per lb.		0 08½
" 12 5-lb. tins "		0 08½
" 6 10-lb. tins "		0 08½
20-lb. wood pails, each		1 65
20-lb. tin pails, each		1 55
Wood net, tin gross weight—		
Canadian short cut mess pork		$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Breakfast bacon, per lb.		0 14
Hams	0 12½	0 13½
Extra plate beef, per bbl.	11 50	12 00

Cheese.

There is not much business going on in the cheese market. Dealers are asking 13c. for the finest but find it difficult to obtain that figure. They have had offers of less but are afraid to sell, as, owing to the present light stock, which is decreasing a little every day, they may be able to get 14c. or 15c. in the near future.

Butter.

The local market is steady. Choice creamery is selling at 22½c. to 23c. Some other prices have decreased a little also. The general tendency of the market is downward, and some dealers are inclined to shade quotations. Local demand is fair. Export inquiry is nil.

Choice creamery	0 22½	0 23
Finest creamery	0 22	0 22½
Good to fine creamery	0 21½	0 22
Western dairy		0 20
Manitoba dairy	0 19	0 19½
Fresh dairy tubs	0 20	0 20½
Fresh rolls	0 19	0 20½

Eggs.

There has been a marked decline in all eggs since last week. Fresh laid sell from 18c. to 19c. One reason ascribed for the decline is the fact that eggs were offered in New York at 10c. It is very hard to give accurate quotations at present as the merchants cannot make up their own grades on account of there being no definite standard.

Cold storage	0 13½	0 14
Pickled	0 14	0 15
Selects	0 15	0 16
Fresh laid, guaranteed	0 18	0 19

TORONTO.

Provisions.

Trade continues fair and prices firm with here and there an upward movement. The packers have again advanced their buying price, owing to the shortness of the supply, consequently dressed hogs by the carload are up 25 cents and in small lots are up 25 to 50 cents. Large hams are a little scarcer and the price shows a ½-cent advance. Short cut is quoted 50 cents higher than last week.

Because not much stock is moving is given as a reason why choice beef has advanced 25 to 50 cents. Lamb, too, is ½ to ¾ of a cent higher.

Long clear bacon, per lb.		0 11
Smoked breakfast bacon, per lb.		0 14
Roll bacon, per lb.	0 11	0 12
Small hams, per lb.		0 13½
Medium hams, per lb		0 13
Large hams per lb.		0 12½
Shoulder hams, per lb.		0 10½
Backs, per lb.		0 16
Heavy mess pork, per bbl		18 00
Short cut, per bbl	21 50	22 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb.		0 10½
" tubs "		0 10½
" pails "		0 11
" compounds, per lb.	0 07½	0 07¾
Plate beef, per 200-lb. bbl.	12 00	12 50
Beef, hind quarters	7 00	8 50
" front quarters	4 50	5 50
" choice carcases	6 25	7 25
" common	4 00	5 00
Mutton	0 08	0 10
Yearling lamb	0 12	0 13
Veal		0 10
Hogs, street lots	9 25	9 75
" dressed car lots		8 75

Cheese.

The cheese market continues firm, and that means without change.

	Per lb.
Cheese, large	0 13½
" twins	0 14

Butter.

Creamery butter has firmed up slightly, but the dairy variety is lower. Last Fall many dealers anticipated a shortage as there was a year ago, and put away considerable quantities to meet it. The shortage has not developed and these stocks are now coming out. Creamery is ½c. to 1c. higher, and dairy 2c. lower. Very few dairy prints are offering and the majority of those offered are not of prime quality.

	Per lb.	
Creamery prints	0 25	0 26
" solids, fresh		0 24
Dairy prints	0 18	0 19
" in tubs		0 18
" large rolls	0 17	0 18

Eggs.

The mild weather is having the usual effect upon the hen, and the supply has so far overtaken the demand as to reduce prices for new laid eggs 2 to 3 cents. The fresh or cold storage variety have taken an even greater step down. Some commission houses quote as low as 13c. to 14c., and others as high as 16c. to 17c.

New laid eggs, per doz. (nominal)	0 18	0 19
Fresh " "	0 15	0 16

WINNIPEG.

Butter.

Supplies of creamery butter are still increasing and the market is weaker. Prices to the trade, however, show nominal change.

Finest fresh creamery, in 56-lb. boxes	0 24
" " in 28-lb. boxes	0 24
" " in 14-lb. boxes	0 24
" " in 1-lb. bricks	0 27

It is very difficult to quote dairy butter this week as a great variety of prices are being paid according to quality. Perhaps 16c. is the average price for dairy delivered in Winnipeg.

Lard.

Tierce basis, per lb	0 10¾
Small packages take the following advance :	
50-lb. tin cans, per lb	0 00¼
20-lb. tin pails, in 80-lb. cases, per lb	0 00¾
10-lb. " in 60-lb. "	0 00¾
5-lb. " " "	0 00¾
3-lb. " " "	0 01
20-lb. net white wood pails, per lb.	0 00¾

Cheese.

Finest Ontario, large	0 14
" Manitoba, large	0 13¾
" " twins	0 14
" " small	0 14

Cured Meats.

SMOKED MEATS.

Hams, selected stock, special mild cure		0 15
Bacon, " " "		0 15
Backs, " " "		0 14
Picnic, " " "		0 09½
Hams, sugar cured, assorted sizes		0 13
" heavy, 20 to 30		0 12½
Picnic, " assorted sizes		0 09½
Shoulders, "		0 08½
Bacon, " breakfast bellies		0 14
" " breakfast backs		0 14
" " Wiltshire sides		0 15½
" " spiced rolls, long		0 10
Manitoba butts		0 09½
" " skinned		0 10
" " boneless and rolled		0 11
" rolls, boneless		0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 11
" " " smoked	0 12
" " " boneless backs	0 12
Shoulders " "	0 08½

BARREL PORK.

Heavy mess pork, boneless, per bbl	17 00
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 50
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb.				0 04
" hocks, "				0 04

Eggs.

Produce houses are paying 23c. per dozen for new laid eggs delivered in Winnipeg.

ST. JOHN, N.B.

Provisions.

In barrel pork there have been several slight advances during the past week or two, so that prices at present are high. Chiefly American pork is being sold. There has been very little domestic pork offered, and when our local packers have stock to offer, they find it difficult to get a reasonable price compared with the cost, owing to American competition, even with the high prices. There is little Ontario pork offered.

In barrel beef, prices show little change. There is a very light sale.

Pure lard is quoted rather higher, and market continues to be supplied chiefly with the American product. Canadian refined compound is rather higher but still ruling low, as compared with pure. There is a good steady demand.

Smoked meats are high, with a limited sale.

In fresh meats, western beef is rather firmer. The price is still low. Domestic beef is freely offered, and is cheap. There is just fair demand. Lamb has a steady sale at full figures, and mutton is quite firm for this season. Sale, however, is not large. There is some veal offered, and price is a little easier. Pork continues high.

Mess pork, per bbl	$19 00	$22 00
Clear pork, "	18 50	21 00
Plate beef, "	13 00	14 50
Domestic beef, per lb	0 05	0 06½
Western beef, "	0 08	0 09
Mutton, "	0 06½	0 07
Veal, "	0 07	0 07½
Lamb, "	0 08	0 10
Pork, "	0 09	0 10
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 11	0 12
" " pails, "	0 12	0 12½
Refined lard, tubs	0 08½	0 09
" " pails	0 09	0 09½

Butter.

There is rather a full stock, and goods more freely offered. While there is a steady sale prices are lower. There is, however, a good demand for strictly good stock, at quite full figures.

Creamery butter	0 23	0 28
Best dairy butter	0 20	0 22
Good dairy tubs	0 18	0 20
Fair "	0 16	0 18

Eggs.

It is rather a peculiar feature of the market that for a long time eggs and butter have practically sold at the same price, that is comparing dairy butter with case eggs. These are also rather lower, and more freely offered. There is a fairly steady sale.

Eggs, strictly fresh	0 26	0 30
Eggs, fresh	0 25	0 30
" case stock	0 20	0 22

Cheese.

The high price has very much affected the sale during the past season. Stocks held are very light, and there is a steady tendency to higher ngures. Output in this province during the year was relatively small, but still sufficient to supply the local trade. For local business twins are demanded.

Cheese, per lb	0 13½	0 14

ENLARGED AND REBUILT.

The cheese factory at Welland Station, which was purchased by the Pure Milk Creamery Co., of Hamilton, Ont., has been largely rebuilt and improved, and new plant installed. It will now be used as a supply station for the business of the company at Hamilton and other points. The product will consist chiefly of milk and cream, but will also include butter, buttermilk and cheese. As soon as enough cream and milk can be secured to warrant it, the plant will be put in operation.

The cheese factory buildings have been greatly improved by the new company, and an ice house with a capacity of 400 tons built.

INSPECTORS FOR CHEESE FACTORIES.

Sanitary conditions of cheese factories is a subject which the Provincial Government is soon to be called upon to look into closely with a view to very necessary improved conditions. The instructors appointed by the Government can only ask the cheesemakers to comply with the regulations, but they have no authority to enforce them, and in some localities the cheese men have not the regard for cleanliness that should accompany the manufacture of cheese. Complaints have been numerous, and the remedy seems to rest in the appointment of cheese factory inspectors to compel the existence of proper conditions.

Mr. Putnam, superintendent of farmers' institutes, has just returned from Stratford, where he attended a meeting of the Western Dairymen's Association, and where it was decided to unite with the eastern association to urge upon the Government the desirability of appointing qualified sanitary inspectors. The committee chosen to see the Government is composed of Thomas Valentine, jr., Stratford; J. M. Pagett, Canboro; A. F. MacLaren, M.P., Stratford; J. McQuaker, Owen Sound; and G. H. Barr, the secretary of the association.

Mr. Putnam says he is making arrangements with the Dominion Department of Agriculture for a series of meetings to commence in June for the edification of farmers growing grasses and cereal seeds. These meetings will be held in the fields where the growing is going on, and the identification of weeds will be a feature of the movement.

Try

Clark's Tongue Lunch

The style of the package recommends it, and the quality of the Stock will satisfy everyone.

It's a Winner! The price is attractive too.

If You Want to Make Money

never order bulk Mince Meat. Order

Nicholson's Mince Meat

which is condensed and is always reliable. Grocers who sell Nicholson's Mince Meat realize the necessity of selling the best there is.

Isn't it time you stocked up:

N. & B. JELLY POWDER — N. & B. ICING POWDER
N. & B. PUDDINE — N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK
9 Jarvis St., TORONTO, ONT.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

FREE TO BUTCHERS—Send a postal card with your name and address, and I will be pleased to enter your name on my list of customers, and send you *free*, postpaid, from time to time, as issued, my ***Hide Bulletins***, which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Crocklings, etc.

C. S. PAGE, Hyde Park, Vt.

SAUSAGE

Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

White Spruce
BUTTER TUBS
10-20-30-50 lb.
EGG CASES AND FILLERS

Order now, for delivery later,
it will **Pay You**

WALTER WOODS & CO.
Hamilton and Winnipeg.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

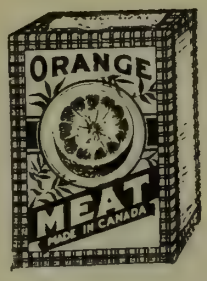
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

FIRST NAME

ON YOUR

ORDER SHEET



ORANGE MEAT

should be the first name on your order sheet for breakfast foods because:

It is made in Canada from the best Canadian wheat.

Is manufactured by a scientific process.

Is perfectly wholesome, containing all the elements that constitute strength for body and brain.

Is put up in Mercerized Bags to ensure cleanliness and freshness.

Is the most profitable breakfast food for you to carry, never going up in price, never going down in quality—

Enjoys an extensive patronage—growing bigger every day.

See that **ORANGE MEAT** is always "first."

Agents in Montreal: R. B. Hall & Sons.

Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.

Limited

KINGSTON, ONT.

FLOUR AND CEREAL FOODS

The movement of grain has been more active from lake ports since our last report. Millers at outside points are having a varied experience in Northern and Eastern Ontario; deliveries of grain are not over abundant, farmers still show disposition to hold back supplies, apparently with a view to encourage improvement in prices. At western points, however, deliveries have greatly improved recently. The districts affected by the lumbering industries are complaining somewhat on account of the serious delay in operations on account of lack of snow for hauling. Prices of grain on the Ontario market have made a further downward movement, and the situation is considered unsatisfactory from a price standpoint. Much of the grain shows signs of smut, and it is more difficult to secure unblemished supplies.

Millers, with few exceptions, report that the demand from the eastern provinces is slow and uninteresting. The export demand for near-by shipments appears to be in a similar condition, but some large sales are reported to have been made for future shipment, the orders extending to the middle of the Summer. This would indicate that present prices are so low that foreign buyers are willing to buy for their requirements months ahead, in the same way that they have been purchasing wheat of late.

There has been a good demand for Ontario wheat for export during the week. Farmers' deliveries have been so light that there is a better inquiry for Winter wheat from the millers, who have been picking up odd cars of No. 2 mixed at 78c. to 78½c., but if the export demand for mixed continues, they will have to pay 79c.

The past week has been a quiet one in Manitoba wheat, as the demand from millers has been light, only odd cars being wanted either at North Bay or lake port elevators, but there is now more inquiry. Exporters claim that while they have plenty of bids for wheat, they are from ¼c. to 1c. per bushel below the market.

The closing of the cereal union is being felt generally in the trade, a good deal of competition is going on, and buyers, particularly wholesale and retail grocers, are finding quotations to show great irregularity and uncertainty, in fact present quotations are practically only nominal.

NEW C.P.R. TERMINAL

It is pretty well settled that the C.P.R. will make Victoria Harbor, on the Georgian Bay, an important terminal in connection with the new branch of which plans were recently filed with the Railway Commission. This branch will connect lake freighters with the main line at or near Peterboro' by a short run across country on easy grades. Victoria Harbor will therefore become, if not the chief point of transhipment of freight from lake bottoms, at least one of the chief points. Plans for its equipment have not yet been fully decided upon, but it will have proper facilities for the quick handling of large cargoes. This need not mean that Owen Sound will be abandoned in such capacity, for that port and Victoria Harbor are but two of the points where the C.P.R. vessels will discharge grain from vessels that have come down from Fort William. Goderich is another. When the second track between Winnipeg and Fort William is ready for operation a large grain fleet can be kept busy on the lakes, and that will naturally call for far greater accommodation on this side. But as Victoria Harbor affords the shortest and most economical possibilities for connection with the main line, eastward, it is morally certain that the bulk of the shipments for export will pass through the elevators to be built there. Owen Sound and Goderich will then have an opportunity to look well after the local Ontario demands.

MONTREAL MARKETS.

Flour.

There has been a reduction in the price of certain flours since last week. It is said on good authority that the bottom has just about been reached. It is unlikely that the prices will fall any lower. Probabilities point to a rise in the near future. Dealers on this side are inclined to refrain from stocking up very heavily on account of the unsettled condition of the European wheat markets, consequently there is not much business being transacted.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	2 00	2 10
Royal Household		4 50
Glenora		4 00
Manitoba spring wheat patents		4 50
" strong bakers		4 00
Buckwheat flour	2 00	2 10
Five Roses		4 50

Grain.

No changes are reported in the grain market, which is rather quiet. Oats are going a little more freely than they have been, otherwise the market remains as it was last week.

No. 4 barley	0 47½
No. 2 white oats	0 40½
No. 3 white oats	0 39½
No. 3 yellow corn	0 51
No. 2 peas, basis 78 per cent. points	0 78

Rolled Oats.

Business is not very good in the rolled oats market. Prices remain almost the same as they were last week. Rolled oats in 80-lb. bags are selling $2 to $2.10. Fine oatmeal, in bags, from $2.30 to $2.40, and granulated

SYMINGTON'S

High Pressure Steam Prepared

PEA FLOUR

EASILY DIGESTED.

For Thickening Soups, Gravies, &c.

Sold in 1 lb. Tins.

SYMINGTON'S

PEA SOUP

Prepared from Symington's Pea Flour, Extract of Meat, Herbs and other Seasonings.

Only wants the addition of Water.

Sold in 1 lb., ½ lb., and small Tins.

Manfrs: W. SYMINGTON & CO., LD., Market Harboro', Eng.
Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. McIndoe, 120 Church St., Toronto.
Mr. E. A. Smith, St. John, N.B.

Saskatchewan Soil

in the vicinity of Moosomin is rich in the chemical salts necessary for the production of the best "Red Fife" Spring Wheat. That's one reason why

"Gold Crown" Flour

is unexcelled. You need it in your business, Mr Grocer.

Sutcliffe-Muir Milling Co., Limited
Moosomin, Sask.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

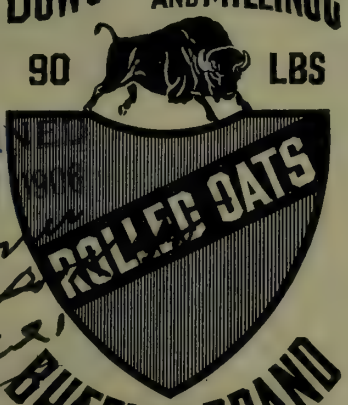
RETURNED
APR 7 1906

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

THE DOW CEREAL AND MILLING Co

90 LBS



BUFFALO BRAND

PILOT MOUND, MAN.

Eastern and Western Buyers of Car Lots ROLLED OATS

Wire or write us for prices on

The reliable and well-known

BUFFALO BRAND

Clean and Sweet

MANUFACTURED BY

THE DOW CEREAL & MILLING CO.

Pilot Mound, Manitoba

NICHOLSON & BAIN, Winnipeg, Man.

Sole Sales Agents

oatmeal now commands anything from $2.30 to $2.40.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 30	2 40
Granulated " "	2 30	2 40
Rolled oats, 90-lb. bags	2 25	2 30
" 80-lb. bags	2 00	2 10
" bbls		4 70

Feed.

There is not a great deal doing in the feed market. The demand for shorts and bran is still very strong. The prices remain unchanged.

Ontario bran	19 50	20 00
Ontario shorts	20 00	21 00
Manitoba shorts	19 00	20 00
" bran	18 50	19 00
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00

Hay.

The market is very dull. No. 1 is quoted at $8.50, and $7 to $7.50 is asked for No. 2. The export market is inactive. Latest cables from Liverpool quote fair to average hay at 57s. Heavy receipts are keeping the market down in the U.K. Receipts are large at London and Glasgow.

No. 1		8 50
" 2	7 00	7 50
Clover mixed	6 00	6 50
Clover, pure	5 50	6 00

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

olicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

MYERS' ROYAL SPICE
STOCK FOOD

HORSE AND CATTLE.

	per 100 lbs.
500 lb. Lots	6.15
250 "	6.15
100 "	6.15
50 "	6.15
25 "	6.15
5 lb. Sacks	7.38
2 lb. pkgs., cases 2 doz	5.54 per case

POULTRY.

25 lb. Bags	9.23
5 lb. Sacks	9.23
2 lb. pkgs., 360 lbs. in case	7.75 per case
½ lb. pkg., " "	8.86 "
Hog Powders (5 gross)	3.08 per gross

Less 5% for cash on all lines.

H. N. BATE & SONS, Limited, OTTAWA

TORONTO MARKETS.

Flour.

Domestic trade has only been moderate in demand, and prices have weakened materially since our last issue. Export inquiries have been active, and fair business has been closed, but mainly for future delivery.

Manitoba patents, No. 1, per bbl. in bags	4 30	4 40
" " No. 2, " "		4 00
Strong bakers " "		3 90
Ontario patents, No. 1, " "		3 75
" " No. 2, " "		3 60
Straight roller " "		3 50

Grain.

The grain market is in a somewhat uncertain condition. Prices have moved downward, but are still above Chicago values. Trade has been fairly active and export more interesting. At outside points millers have found more inquiry, and deliveries have been more regular.

Manitoba wheat, Northern No. 1		0 85½
" " " No. 2		0 83
" " " No. 3		0 82
Red, " per bushel		0 79
White, " "		0 78
Mixed "		0 77
Barley, No. 1, "		0 49½
" No. 2, "	0 49	0 49½
" No. 3x, "	0 46	0 46½
" No. 3, "		0 44
Oats, white, "		0 35
" medium		0 34
Peas "		0 78
Buckwheat "	0 50½	0 51
Rye, per bushel, "		0 70

Breakfast Cereals.

The condition of the market is one of uncertainty, and is causing a good deal of dissatisfaction among dealers. The closing of the "union" has left room for a great amount of competition, which makes it difficult for retailers to know what they are at with their buying.

Oatmeal, standard and granulated, carlots, on track, per bbl	4 50
Rolled wheat in boxes, 100 lbs	2 25
" " 50 lbs	1 20
Rolled oats, standard, carlots, per bbl., in bags	4 00
" " " " in wood	4 25
" " " " for broken lots	4 20

ST. JOHN, N.B.

Flour, Feed and Meal.

In flour there is a steady sale at even prices, there being no change for some few weeks.

Feed is quite high, and there is a fair steady sale.

Oats keep high.

Oatmeal is quoted relatively low as compared with oats. There is, however, little or no sale. In local market prices show little change.

Cornmeal is quite low.

Beans are easier than a few weeks ago, but demand seems light. Yellow eyes and white beans are quoted at about the same prices, which means extremely low figures for the yellow eyes. They have shown little change since the price opened in the Fall.

In barley there is just a limited demand. Seeds continue to have attention from the trade.

American timothies are very largely bought here. Prices this season are rather higher than last. The demand is for good seed. The market is firm. In Canadian timothies there is a limited demand for some of the very best grade, irrespective of price. In clovers, Canadian seeds are sold. Prices opened quite high, and in red clover, and particularly Mammoth, rather high values already rule. Alsikes are somewhat more freely offered.

HALIFAX, N. S.

Flour and Feed.

The markets for flour and feed are steady, with the ordinary demand. Prices quoted here range about as follows: Straights, $4.10 to $4.25; ninety per cent., $4.15 to $4.30; eighty per cent., $4.65 to $4.75; seventy per cent., $4.70 to $4.80; Manitobas, $5.25 to $5.50; oats, per bushel, 46c.; middlings, $22.50 to $23.50; bran, $21 to $22.

CEREAL NOTES.

Roelofson & Roelofson, commission brokers, 152 Bay street, Toronto, have secured the agency for Ontario for the Peterboro Cereal Co., Canada Flakes. A staff of salesmen have been put on the road, and Roelofson & Roelofson are preparing to push the business vigorously in the coming season.

* * *

Hill's mill, Sarnia, which is operated by the Sarnia Cereal Company, was visited with a disastrous fire Wednesday night, the 7th inst. The fire was discovered about 11 o'clock. It originated in the engine room and spread to the main portion of the building. The firemen worked diligently, but despite their efforts the mill and its contents were damaged to the extent of nearly $3,000.

* * *

The elevators at Lumsden this year handled over 500,000 bushels of grain. Over $300,000 in cash would be required to meet this turnover. Within a radius of nine miles from Lumsden there are ten elevators, and the combined elevators of Lumsden and vicinity will handle close on to a million bushels of wheat.

TORONTO RETAIL GROCERS MEET.

The Toronto Retail Grocers' Association, at their monthly meeting Monday night, decided to join with the grocers' section of the Retail Merchants' Association, and with the Retail Fruiters' Association, in urging the city council to appoint a fruit inspector for the fruit market during the Summer months.

Scarcely a package of fruit arrives here that is not topped, and you get mighty little satisfaction when you take any back to the wholesaler.

A resolution was passed also pledging the association's support to the approaching Pure Food Show. Some of the members thought it ill-advised to take any action as an association, preferring to confine their support of the show to what each might care to do as an individual grocer. The resolution was carried by a narrow majority.

TRADE MARK
This design a guarantee of quality.
FIBRE WRAPPING PAPER
STRONG, TOUGH AND STIFF
Will Carry All Kinds of Packages Safely to Destination
WRITE US FOR SAMPLES AND PRICES.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

INQUIRIES FOR CANADIAN TRADE.

The following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

130. An East Coast firm of produce merchants, making a specialty of bacon, hams, sides, bellies, Cumberland cuts and Wiltshire cuts, at present imported from the United States, desire to get in touch with Canadian exporters of the above goods.

131. An East Coast firm of produce merchants are desirous to extend their trade in Canadian apples, both first-class and medium quality, in boxes and barrels.

132. A large firm of Hull importers at present using almost entirely American goods, desire to open negotiations with Canadian exporters of apples, in large quantities.

133. A large firm of Hull fruit importers and with large connection for distributing same owing to the growing demand for Canadian fruit, are desirous of getting in touch with Canadian dealers for weekly shipments in large quantities.

134. An East Coast firm desires to enter into direct correspondence and negotiation with Canadian exporters for next season's supply of Canadian apples.

135. An East Coast firm desires correspondence with shippers of Canadian apples of medium quality.

136. A Hull produce merchant desires to get in touch with shippers direct of Canadian butter and eggs.

137. A Hull firm of produce merchants desires to get in direct communication with Canadian shippers and exporters of cheese, eggs, lard, tinned fruits and butter of finest quality.

138. A Hull firm of produce merchants desire communication with dealers in Canadian butter and eggs. At present they sell almost entirely continental goods.

139. A produce merchant in Hull desires to get in touch with Canadian exporters of tinned fruits, specially apples, plums and peaches, also exporters of cheese, "glycerined eggs" and lard.

148. A large produce house with large connection in South Yorkshire desire to get in touch with Canadian manufacturers of bacon, ham, butter and cheese, and exporters of eggs, tinned meats, fruit and tomatoes, also tinned salmon and lobster.

149. A large produce firm at Sheffield desire to get into communication with Canadian shippers of apples, specialty, best apples in boxes.

150. A Sheffield produce merchant asks for direct communication with Canadian dealers in first-class apples.

FOR OVER 70 YEARS

the choice of all refined palates!

Compare this Facsimile of the Original and Genuine Worcestershire Sauce with the imitations and you will see that every bottle of the Genuine Worcestershire should bear the name

"LEA & PERRINS'"

All others are imitations and inferior in quality!

It is no idle boast to say that

LEA & PERRINS'

is the Best Sauce in the world. Use and sell it!

J. M. DOUGLAS & CO.

MONTREAL, - - Canadian Agents

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

HOW ADVERTISEMENTS MIGHT BE IMPROVED

2. Typography.

Last week you were shown two first-rate advertisements. The two given this week cannot be so styled.

* * *

In the advertisements of Buell and Gould Bros., as pointed out before, there was balance, a harmony between type and space—in other words, a complete plan. The advertisements reproduced on this page were set without taste, without order—utterly devoid of plans.

* * *

The display type in Armand's announcement is large enough for a space double the size, and the lines about the telephone and farm produce could not have been hidden much better.

* * *

The chief trouble the compositor had to brush against was insufficient matter, but it is just in such cases that the ability of the compositor should show itself.

* * *

Instead of attempting to utilize the whole space, why didn't he design a space, have called into use more suitable type faces and given the advertisement shape.

* * *

"For Pure Groceries and Cheap" is a clumsy way of talking about the purity and cheapness of certain groceries.

* * *

"Malaga Grapes" should have been spread across as the legitimate heading of the advertisement and "choice stock" set either in a panel below it, or part of the matter set on one side and part on the other with some ornaments between.

* * *

The design at present is ponderous at one end and insignificant at the other.

* * *

Toye & Benedict's advertisement is another instance of waste space. Twenty-five lines double column have been chosen, when forty lines single column would have given a much better display.

* * *

The subsidiary parts of an advertisement should never be outshadowed. It is a consideration of this fact that leads a compositor of ability to choose his type faces by degrees of size rather than by indiscriminate selection.

* * *

It also leads him to make his display lines strong, but not grotesque, his indentations few, his ornaments tasty, but not gaudy, the divisions between the important and the less important clear, but not glaring.

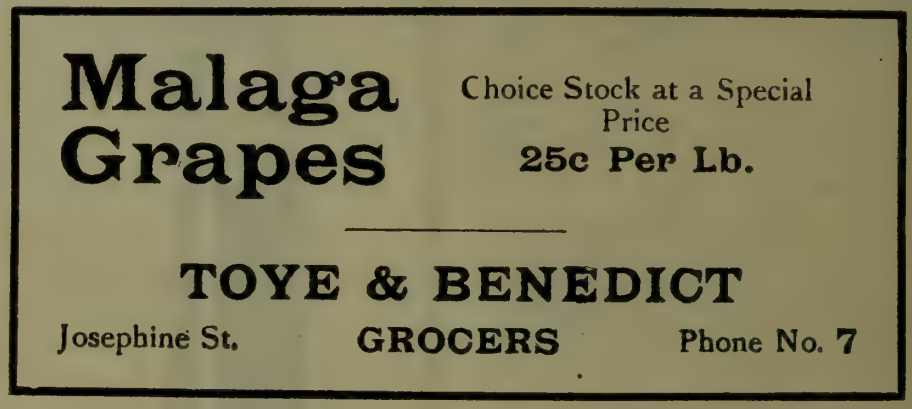
* * *

The various parts of an advertisement must be harmoniously put together or the advertisement will not be successful.

* * *

You may say, "But the people do not bother about all this." Display and taste in the typography of your advertisement are like cleanliness and order in your store—they attract.

A. A. B.



E. C. Armand's advertisement could have been set in just one half the space, and been set much nicer, too.

neat panel inside the border and set his matter within the panel? This arrangement would have given a complete white

The compositor who was responsible for Toye & Benedict's announcement fared a little better than his confrere in Arnprior, but he, too, failed in preserving type and space congruity.

BANQUET OF W. H. MALKIN & CO.

Following a precedent set by themselves some two years ago, the W. H. Malkin Co., Limited, wholesale grocers, entertained their employes at a complimentary banquet in the Badminton Hotel, Vancouver, on Tuesday evening, February 6. Some thirty of the members of the staff and the principals sat down to the board, which deserved the time-honored term "festive," if the menu, which is given herewith, counts for anything.

The toast list was heartily entered into, and the men who sell and ship staple groceries proved that they could speak well, too, on occasion. Not a little was added to the pleasure of the event by the announcement made by the president, Mr. W. H. Malkin, that a substantial sharing of profits would be given those employes who had been twelve months with the firm. This, too, is not the first instance in which the W. H. Malkin Co. has made a similar distribution. Some of the members of the staff have been with the house many years. The distribution is based on the total yearly earnings, each individual being given profits in proportion to his salary.

Some of the mottoes printed on the back of the menu cards were :

"Take hold and lift."

"He that doth hammer on one nail will drive it home at last."

"Every man is a genius did he but know it."

"The greatest of faults is to be conscious of none."—Carlyle.

"All things come to him who waits." But that is merely stating one feature of the case—you've got to hustle while you're waiting.

Menu.

Oysters on half shell.
Green turtle.
Spring salmon, Hollandaise sauce
Potatoes, Parisienne.
Broiled chicken on toast.
Ribs beef, horse radish.
Roast turkey, cranberry sauce.
Roman punch.
Boiled potatoes. Baked sweet potatoes.
Green peas.
Plum pudding, hard sauce.
Mince pie. Apple pie.
Charlotte russe.
Nuts and raisins. Assorted cake.
Fruit.
"Victoria Cross" coffee.

NEWFOUNDLAND NOTES.

The weather so far has been very mild for this time of year, in fact the oldest inhabitant never saw or heard of such a winter.

Mr. Clarence Crusshanks, representing the Armour Packing Company, Kansas City, has been in the colony the past three weeks, and, judging from the pleasant smile he wore when he left, his order book must show good results.

The Red Rose Tea agency is now in the hands of Mr. J. Urquhart, and it is safe to say that it will not suffer in his hands.

There promise to be queer developments in the tea business. It is on the tapis that there will be a fight to the finish in a very short time between two parties formerly interested in each other. The fur is sure to fly as both parties are fighters.

J. H. Roberts, Esq., general manager for the Vim Tea Company, of St. John, N.B., made a lightning visit to headquarters a few weeks ago. Mr. Roberts is one of the hustlers in the trade, bright, energetic, and full of work. He is sure to make a name for himself in the tea world, in fact he has already done so in this colony.

Mr. H. McConbrey, manager Standard Manufacturing Company, left by last Bruce on a trip to the States and Canada. He expects to be gone about four weeks.

Mr. T. T. Cartwright has returned from a visit to the States and Canada, where he went on business and pleasure. He brought with him several new agencies for his company.

Mr. Thos. Smyth, president of the Thos. Smyth Company, Limited, will leave shortly on an extended business trip in Canada and the United States.

Most of the buyers for the large houses are now in England for their respective firms.

Manager W. S. Harkins, who is a great favorite with the boys, has just closed a five weeks' engagement here. The company played to full houses each night.

The price of molasses seems to have gone about as low as it will go. There is a large stock held in this city.

Mr. Harry Crowe, manager Newfoundland Timber Estates, left for England last week in connection with the large Pearson deal.

The Newfoundland Produce Company shipped $37,000 worth of dry cod-fish to England by steamer, as they could not wait for a schooner.

Capt. Charles Dawe, one of the backbones of the country, was elected to the House of Assembly the other day. Capt. Dawe is senior member of the firm of C. & A. Dawe, one of the largest mercantile houses we have. This firm ships more fish from Labrador than any two other houses.

The addition to the Crosbie Hotel is almost completed and it will give them a lot more room.

At the annual meeting of the Thos. Smyth Company, our old friend, T. T. Cartwright, was again elected a director.

It is reported that Harveys, Bowering and Baine Johnston will make a merger in the sealing business.

Reports from Newfoundland say that business is excellent on the Island. The price of fish the past three years has been quite suitable to the business of dealers and if this state of affairs continues, the jobbers expect to do good business. The fishermen, a great many of them, will not take paper money in settlement of their sales, and consequently there are quantities of gold stored in different parts of the Island.

Provisions are quite high. The molasses market is "away off," and as is the case in Montreal and district, much money has been lost on it.

W. H. Malkin & Co., Vancouver, B.C.
The staff at their annual banquet.

SHELLED ALMONDS ADVANCE.

New York cables from Malaga, says the New York "Journal of Commerce," reported an advance in the price of Valencia shelled almonds of more than a cent a pound in the lay down cost, now fully 25 1-4c. Stocks in the primary market are reported to be very small.

QUICK WORK.

A letter sent by The Grocer to San Francisco, Cal., on the 29th ult., reached its destination on Feb. 2nd, in the remarkably short time of three days and nineteen hours.

McWILLIAM
Mc. AND E.
EVERIST

Oranges are going out very fast. Stock good. Have for this week :

1 Car Carnation,
1 Car Rose,
1 Car Clover.

In Lemons can give you the best stock on the market.

St. Nicholas and Verdi
Extra Fancy
Kicker and Eagle
Fancy

Have lots of Dates, Grapes, also Cabbage, Sweet Potatoes, Rhubarb, etc.

Send in your orders.

25-27 Church St., TORONTO

DRIED APPLES

We pay the highest market prices fo bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.
Packers and Expoters
57 Market St., - HAMILTON

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds ; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

Reports which are to hand from various points of the Dominion, denote a general improvement in trade. The Maritime Provinces report business in general in a satisfactory condition, the demand for apples being particularly marked.

The export trade in apples continues active and advices from Europe report brisk sales with high prices for all good class fruit. The complaints which were recently reported in the daily press, are mostly of a trivial nature. and little notice is taken of such. The opinion freely expressed is that recent arrivals are satisfactorily packed, and that cause for complaint is the exception rather than rule. Prices at Liverpool have ruled high, Baldwins fetching $5.00 to $5.50, Spies and Russets, $4.50 to $5.00, while in Manchester and Glasgow prices are equally as firm.

Arrivals of Californian fruits are coming regularly to hand, and condition favorably reported. Pineapples have again arrived on the market and oranges are in fair evidence. Reports, however, from primal points denote a likelihood of prices developing into great firmness. Californian celery has been in abundance and has come to hand carefully packed and in most satisfactory condition, and has commanded good attention. Californian cauliflowers have now pretty well finished; one further consignment is due on Toronto market, which is expected to be the last for the season.

The fruit market has shown very healthy condition at all points during the season; never before has such interest been maintained, and in several lines, notably in grape fruit, great advancement has been made in public favor.

PREVENTING DECAY IN FRUITS.

Pasteur has proven that the rotting or fermentation of ripe fruit is due to the presence of living organisms on the surface—fungi and bacteria. With this assumption it naturally follows that if the bacteria could be destroyed the fruit would be kept in good condition for a much longer period of time; and experiments to this end in the Jodrell laboratory at Kew, demonstrated the inference to be correct.

The method of treatment is simple. inexpensive and perfectly free from danger. In the case of fruits of which every part is eaten, such as strawberries, etc., the fruit should be immersed for ten minutes in cold water containing 3 per cent. commercial formalin (40 per cent. of formaldehyde.) On removing the fruit from the solution, immerse it again in clear cold water for five minutes, after which spread it on a screen of some kind to drip and dry. When the skin or rind of the fruit is not eaten it is not necessary to give it the second treatment.

The fruits with which these experiments were made, were ripe cherries, gooseberries, grapes, pears and strawberries. They were not selected, but purchased from street vendors and stores, and the following shows the number of days the fruit that had received special treatment remained perfectly sound, after a similar quantity of untreated fruit, from the same lot, had become mouldy or decayed: Cherries, 7 1-2 days; gooseberries, 7 days; grapes, 4 days; pears, 10 days; strawberries, 4 days. These fruits were perfectly ripe, but similar good results were obtained with fruit that was not quite ripe. With this treatment the course of ripening and the flavor are not interfered with as they are when kept in a refrigerator.

It is commonly known that the decay of ripe fruits originates from bruises on the surface, and then spreads internally; but it is not perhaps so well known that the decay of the fruit is entirely due to the presence of germs which feed on the sugar and other substances liberated from the bruised parts, and develop rapidly. It is but a short time after the advent of fermentation and decay, until it spreads and affects the rest of the fruit in or near he same package, but if tested in the way outlined, the progress of decomposition can be stayed for a considerable time at least.

THE QUESTION OF GRADING.

There will be a Dominion conference of the Fruit Growers' Associations in Ottawa on March 20th, and a matter of great importance that will come up for consideration will be the securing of legislation to define "No. 2" fruit, pears, as well as apples. As it now stands the Fruit Marks Act of 1901 and 1902 is quite vague in dealing with "No. 2" fruit. It clearly defines "No. 1," which, it declares, must be first-class in every way, but gives no particular definition for "No. 2," which makes it possible to ship very inferior fruit under that mark, fruit that is seriously injuring the trade. About forty delegates are expected in addition to representatives from allied industries. This will be one of the most important fruit meetings ever held in the Dominion, and will probably attract a great many prominent fruit-growers and dealers in addition to the delegates.

B.C. SALMON HATCHERIES.

Thirty million salmon is a quantity almost too large for the ordinary individual fully to understand its meaning, but that is the number being taken care of at the Harrison Lake hatchery this season, says the Vancouver "Province."

They are all getting along splendidly and are now being liberated. Should they all return to the Fraser river, and fifty per cent. of them should be caught and canned, it would mean alone a pack of over half a million cases, so it can be readily seen how important the work of the hatcheries is.

The young salmon which are now being hatched at the Harrison Lake institution are sockeye, cohoes and spring salmon, but the sockeyes compose by far the greater part of the hatch. There are approximately twenty-six million sockeyes, two million spring salmon.

The ova were collected over a long season and consequently are hatching at various periods. The first eggs taken hatched out several weeks ago, and the young salmon are now being liberated, but the last eggs collected will not be out for a month yet, and it will be the end of March or the beginning of April before the last young salmon are given their liberty.

The young salmon are being placed in Morris and Silver creeks and other streams flowing into Harrison lake. Practically all the ova hatched there this year were collected at Morris creek.

AVAILABLE STOCKS OF BEANS.

A Western Ontario buyer estimates that there are probably 30,000 bushels of beans held by large shippers in Western Ontario, but that there are in the neighborhood of 20,000 bushels held by the farmers of Orford township, the same by both Howard and Harwich townships, while Aldborough has 10,000 and Dunwich 5,000, making a total of 75,000 held by the farmers, besides what is held by the local dealers, which is put at 25,000 bushels, or a total of 100,000 bushels in all.

MONTREAL MARKETS.

Green Fruits.

The demand in this market is fair. The prices have not changed very much since last week. California navel oranges are selling quite freely at $3.25 to $3.50. Valencias have advanced 50c. a crate on account of light receipts and the good demand. Grape fruit is going up.

Messina blood oranges, half box	2 50	2 75
Oranges, Florida, case	....	5 00
Tangerines	....	3 25
Navels	3 25	3 50
Dates, per lb	....	0 04½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples	....	5 50
Jamaica grape fruit, per box	....	5 00
Apples	2 50	5 50
Lemons, per box	....	2 50
Jamaica oranges, per bbl	....	5 25
Grapes, Almeria, extra fancy Longkeepers	6 00	7 00
" Fancy	....	6 50
" Choice	....	6 00
Cranberries, N. S., nominal	....	20 00
" Cape Cod, "	....	30 00
Spanish onions, cases	....	2 75
Grape fruit, Florida	....	6 50

FISH NECESSITIES

FOR LENT

Everything of the best and at bargain Prices

Smelts—No. 1, frozen, 8c. lb.
Flounders—20 lb. boxes, frozen, 2c. lb.
Lake Superior Herrings—in 100 lb. bags, special, 3c. lb.
Lake Trout—Frozen, fresh, 7½c. lb.
Lake Trout—Pickled, 100 lb. kegs, $6 25 per keg.
Labrador Herrings—½ bbls., $3.50, large bbls., $6.25.
Fletched Cod—100 lb. cases, a snap, $5.75 case.
Finnan Haddie—15s. and 30s. 5½ and 6c. per lb.
Northwest Whitefish—Finest winter caught, 8½c. lb.
Frozen Sea Herrings—Newfoundland, extra large, $2.10 per 100.
Home Cured Bloaters—Mild, finest quality, $1.35 basket.

ORDERS SOLICITED

WHITE & CO., LIMITED

TORONTO, branch at HAMILTON

W. B. STRINGER ***90%*** ***J. J. McCABE***

About 90% of the lemons that come to Ontario are Franc Tracuzzi's brands, 50% of which is his famous "ST. NICHOLAS" and still it is not unusual to be unable to buy a box of "ST. NICHOLAS" on this market for as much as a week at a time—THEY CERTAINLY MEET WITH READY SALE.

W. B. STRINGER & CO., Sole Agents, Toronto and Montreal.

Lent Commences Wednesday, Feb. 28th.

We have a full supply of Fresh Frozen, Salt and Smoked Fish.
If you do not receive our weekly quotation cards write us.

The **F. T. JAMES COMPANY, TORONTO**

Wholesale Fruit, Fish and Oysters
33 Church St., 76 Colborne St.

CALIFORNIA CAULIFLOWER, $3.50 Case.
Extra Fine Goods.

NAVEL ORANGES
Two Cars Fancy, just arrived.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

SPANISH ONIONS—Large case, $3.00.
" " Small " 1.15.
EX. FANCY NAVEL ORANGES—At $3.50 box.
FANCY ALMERIA GRAPES—At $5.50. Only a few left.

DEMAND A GUARANTEE

There is so much "doctoring" in Jams and Jellies that you have a right to demand a guarantee as to purity. If you don't demand it there may be a few $25.00 fines.

I will readily give **a guarantee** and stand by every jar of my **Jams, Jellies, and Sealed Fruits in Glass.**

When you order the **E.D.S.** Brand you can recommend the goods with confidence.

The Eby, Blain Co., Limited, are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

We have JUST RECEIVED Car Extra Fine ***CALIFORNIA CELERY,*** Car ***SEVILLE*** (Marmalade) ***ORANGES,*** Car ***FANCY WASHINGTON NAVELS.***
We have also due end of this week, Car ***EXTRA FANCY CALIFORNIA NAVELS. The CELEBRATED "GOLDEN ORANGE" brand,*** excelled by ***NONE,*** and very desirable sizes.

Above all, at most favorable prices. Send us your orders and they shall have our very best attention.

HUGH WALKER & SON, WHOLESALE FRUIT **Guelph, Ont.**

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

Vegetables.

The market is fair. Few changes are noticeable in the quotations. Parsley is now selling at 40c. to $1.25, quite a jump since last week, and home grown cabbage has also gone up. The peculiar state of the weather so far has not affected the state of the market a great deal. Dealers are never quite sure about their shipments arriving without being frozen. With mild weather they may ship in perfect safety, but business is not so good as it is when the temperature is low, as there is more money in circulation, and business generally is better when the latter state of weather prevails.

Cauliflowers are selling well at $3.75 to $4.00 per crate. Celery is going well at $4.75 to $5.00 but it is expected that prices will advance from 50c. to 75c. a case in the course of the next few weeks.

Potatoes, per bag	0 65	0 85
Parsley, per doz. bunches	0 40	1 25
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	1 00
Home-grown cabbage, per bbl	0 75	1 25
Tomatoes, Florida	....	6 50
Egg plant, per doz	....	2 75
Red onions, brl	....	3 00
Turnips, bag	....	0 60
Water cress, per doz	....	0 75
Grand Rapids lettuce, per box	2 00	2 25
" " per doz	....	0 50
Boston lettuce, per doz	0 80	1 35
Sweet potatoes, per basket	....	2 25
" per bbl	....	5 00
Celery, per crate	4 75	5 00
Spinach, per bbl	....	3 25
Cucumbers, per doz	....	3 00
New potatoes, per bbl	....	7 50
Mushrooms, per lb	....	0 60
Brussels sprouts, per quart	....	0 13
Carrots, per bag	....	0 50
Horse radish, per lb	....	0 15
California cauliflowers	3 75	4 00

ONTARIO MARKETS.

Green Fruits.

The fruit trade flourished this week. The larger California oranges are scarce and slightly higher; the smaller are a shade lower. Pines are in again from Cuba after being out of the market for two weeks. They are quoted at $5. Bananas are a shade higher.

Oranges, California, 96's, per box	....	3 75
" " 126's to 176's, per box	....	3 50
" " 200's to 216's, per box	....	3 25
" " 250's to 288's, per box	....	3 00
" Mexican, 96's to 250's, per box	....	2 50
" Valencia, 420's, to 714's, per case	4 50	5 75
" Marmalade, 160's to 240's, per box	....	2 50
Lemons, Messina, 300's 360's, per box	2 75	3 00
Grapes, Almeria, per barrel	5 50	6 50
Cranberries, fancy Jersey's, per barrel, nominal	....	13 00
" " " per case, "	....	4 50
Apples, fancy spies, per box	....	1 50
" greenings, per box	....	1 40
" Winter varieties, per barrel	....	3 75
" cooking, per barrel	....	2 75
Bananas, per bunch, firsts	1 75	2 00
" " Jumbos	2 00	2 50
Pineapples, per case	4 75	5 00
Grape fruit, Florida, 46's, 96's, per box	....	4.75

Vegetables.

There is a slight falling off in the hot-house output, but prices remain steady. If this weather continues the dealers look for a big opening by first of April of all southern stuff. That will be in time for the Easter trade.

California celery is about done and reports indicate a considerable shortage. It is said as much as 300 carloads has been destroyed in the ground, and a dealer said that if they got 50 per cent. of their final orders which are now in they would do well.

Potatoes, kiln dried sweet, bushel hamper	....	2 00
Potatoes, per bag	0 90	1 00
Onions, per bag	1 25	1 30
Onions, Spanish, per small crate	....	1 00
" large cases	....	3 00
Onions, green, per doz. bunches	0 10	0 15
Cabbage, per bbl	....	2 00
Cauliflowers, California, per crate	3 25	3 75
Beets, per bushel	....	0 50
Carrots, per bushel	....	0 50
Lettuce, per doz. bunches	....	0 30
" imported, per doz.	0 35	0 40
Radish, per doz	0 50	0 60
Cucumbers, hothouse, per doz	....	2 40
Mushrooms, 1 lb. boxes, per lb	....	0 80
Celery, Californian, per case	....	5 00
" " pony case	....	2 75
Beans, white, prime, bush	....	1 75
" " hand-picked, bush	....	1 90
" Lima, per lb	....	0 07
Tomatoes, Floridas, 6 basket crates	....	5 00
" extra choice, 6 basket crates	....	4 25
Rhubarb, 1 doz. bndls.	....	1 00
Broccoli sprout, pck	....	0 40
Spinach, bush	....	1 00

MANITOBA MARKETS.

Green Fruits.

California navels are strengthening at the coast. We quote:

ORANGES AND LEMONS.

Fancy California navels, 126's, per case	....	$3 50
" " " 150's to 250's, per case	3 75	4 00
California lemons, 300's and 360's, per case	....	4 50

ONTARIO WINTER APPLES.

Northern spies, XX, per bbl	....	$5 00
" " XXX "	....	6 50
Russets, per bbl	....	4 50
Almeria grapes, per keg	....	6 50
Winter pears, (B.C.), per case	....	3 50
Cranberries, (Jersery), per bbl	....	12 00

Vegetables.

Valencia onions, (large cases)	....	$4 50
Spanish onions, per case	....	1 25
Native onions, per lb.	....	0 03

ST. JOHN, N.B.

Green Fruits.

The mild weather has rather aided in this line of business. There is a fair steady sale at present.

In apples a good demand for the best grades at full figures. Stocks are getting fairly well cleaned up. Ontario northern spies are considered the best apples in the market. There is still a fair stock of cheap Nova Scotia apples. In oranges, Valencias, which have been low, show higher values. This is the principal grade sold. Jamaica oranges are about out of the market. Such stock as is offered is very good. California oranges have not been successful this year. Prices have been high, and quality below the average. Florida oranges have not been given much attention. They prove wasty and high.

Lemons continue low, with just a fair average business.

Malaga grapes have kept well. Season is getting late. Prices have been unchanged.

Cape Cod cranberries are too high for business.

To Wholesale Grocers of Canada

GET BUSY

is our Motto for 1906 and we want your orders for Canned Sea Foods :

¼ Oil Sardines	(Sanitary can)	100 tins	to case
¼ Oil Sardines	(Hand made)	100 "	"
¼ Mustard "	"	100 "	"
¼ Tomato "	"	100 "	"
¾ Mustard "	"	50 "	"

Also Herring in Tomato Sauce, Kippered Herring, Kipperines in Cartons and Tins, Clams, etc. Every tin guaranteed. Price lists and information furnished promptly on request. Write or wire your order to

CONNORS BROS., Limited
BLACK'S HARBOR, N.B.

Season 1906

HORSE SHOE SALMON

Now in Store

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons
Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces.

Don't Starve Your Business

The best business needs the nourishment supplied by a good advertisement.

THE CANADIAN GROCER is just the tonic your "system" requires.

A space this size in THE CANADIAN GROCER every issue (52 times) for a year, will cost you only $6.73 per week.

Its results will appear in the larger totals in your travelers' order books.

The Canadian Grocer, Montreal - Toronto - Winnipeg

Lowney's Cocoa is purely the choicest, highest cost, cocoa beans, ground to flour fineness, and **nothing else.**

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street, **BOSTON, MASS.**

CANADIAN BRANCH: 530 St. Paul St., Montreal

A COMPARISON IN POINT OF QUALITY OF

STEWART'S

Chocolates and Confectionery with goods made in competition is our strongest argument for

PURITY and EXCEPTIONAL VALUE

WHY
Sell Inferior Confections?

Your Customers expect the Best and Purest

THAT MEANS STEWART'S

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

MOTT'S
CHOCOLATES

"DIAMOND"

and

"ELITE"

Brands

are the two lines that will keep your customers' trade.

There are NO BETTER goods made.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL — R. S. McINDOE, TORONTO — JOS. E. HUXLEY, WINNIPEG

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

THE ART OF SAMPLING.

It is remarkable the results which will accrue by judicious sampling of a given district. First and foremost the storekeeper must be certain of his article. It should be the best of its kind, no second grade goods. The giving of a poor article will kill trade, not make it. Second. It should be neatly and attractively gotten up. The first impression is the lasting one. Given an attractive sample, the recipient expects a good thing—the first more in the direction of success. Third. Do not fail to have the name, address, and price clearly upon it.

Suppose you try this with your confectionery. A good corner of the street at the busiest time of the day; a neat, tasty confection handed to the passer-by by an equally neat and well-dressed boy with a well-worded notice of the fact in your usual advertisement space in the local journal, and you will welcome the result. A successful candy dealer in the United States has built up a large business in this way.

NOVEL CONFECTIONERY DISPLAY.

With the many kinds of confectionery that are used now, the variety of effective window displays that can be made is endless. Bon-bons and candies are of a multitude of shapes, sizes and colors, so that no matter what the particular window dressing calls for in this line, the material can be readily found, and so arranged that a novel and striking effect can be produced.

Nothing so quickly arrests the attention of the passerby as a centre display that has some striking characteristic not usually seen in windows, such as a representation of a church or public building, particularly if it is fashioned after a well-known, or locally known edifice. Perhaps a church offers the best example of what might bt done in this respect by the amateur. The structure, to insure safety should be made of thin wood or carboard, of the desired proportions and elevations, with windows and doors cut in it. The archs over these openings can be made of cardboard projecting from the wall far enough to receive the archstones that will be laid upon them. The floor should also project from the foot of the wall a sufficient distance to receive the "masonry" or foundation. The first few courses for the foundation would look well to be of a lighter color than the rest of the building, and a little heavier—say white or yellow cream. After this the walls proper should be built up with symmetrically laid courses of caramels or anything of that nature that are square and flat. The roof could be made to represent either shingles or tiles by using small flat chocolate bars. The tower, or steeple will perhaps present the greatest difficulty, particularly if it be of the round, spiral shape. This can be built, however, by putting fewer, and smaller "stones" in each succeeding course. A square tower with a belfry would be simply a continuation of the same class of work as the walls, and would be very easy to build. Mica would do nicely for windows, and the doors could be made of cardboard suitably colored and marked. A touch of green made from finely cut tissue paper, would serve as a lawn, and would give the whole a finished appearance.

Such effects as these are not lost. It is one way of advertising and keeping up-to-date in the public eye; and the amount of comment a store receives for a nice piece of work of the nature outlined, makes it well worth the time and thought given it.

A NEW CONFECTIONERY FACTORY

A four-storey factory and store building will be erected on Yonge street, Toronto, for Huyler's, of New York, confectionery manufacturers. It is expected that it will be opened early in May. The building will be thoroughly modern in style and conveniences, and will be built after the plans of Huyler's New York Fifth avenue store. The Toronto branch, which will be the manufacturing and distributing point for Canada, will be under the management of J. T. Roberts, of Buffalo.

COMPANIES INCORPORATED.

Provincial charter has been granted to the Hillhurst Wine Manufacturing Company, Limited, to grow grapes and to manufacture and sell wine produced therefrom. The share capital of the company to be one hundred thousand dollars divided into one thousand shares of one hundred dollars each, the head office of the company to be at the township of Thorold, the provisional directors of the company to be Edgar Gould Brown, Emma Victoria Brown, George Hamilton Brown, William Thomas McNeil and LeRoy Lewis.

Provincial charter has been granted to the Metropolitan Oils and Soaps, Limited, to acquire by purchase or otherwise petroleum and oil producing lands, to manufacture, buy, sell, trade and deal in soaps, oils, petroleum and greases and wood preservatives, varnishes, paints and engineers' and mill supplies, and in any and all articles which may be manufactured or produced by or from any of the same. The share capital of the company to be one hundred thousand dollars divided into one thousand shares of one hundred dollars each, the head office of the company to

Get Ready For Trade

Are you getting the biscuit business you ought to get? Is your trade permanent? Do you sell

PERFECTION CREAM SODAS?

When you put "Perfections" on your shelves you have to get ready for trade. They are made to sell. They are easily digested. They are standard quality.

Order a case of

and Get Ready For Trade

3-lb. cards or tins.

THE **Mooney Biscuit & Candy Company,**
LIMITED.
Stratford, - Canada.

DIAMOND
Brand

MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award at World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

Fortify yourself against inclement season.

VAN HOUTEN'S COCOA

Best and Goes Farthest

The Ideal Winter Beverage

Grocers make friends by recommending it.

There is money and satisfaction in handling Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

In the making of

WAFERS

We take particular care to ensure lightness, crispness, and delicacy of flavour. We pride ourselves on the fact that our customers express unqualified satisfaction with our wafers, some of which are

Windsor Wafers
Cinderella Wafers
Palace Wafers
Alpine Wafers

Delicious, cool, cream Sandwiches of assorted flavors, amongst which are Lemon, Raspberry, Rose, Vanilla, and Chocolate.

W. & R. JACOB & CO., Limited

Canadian Agents:

Kenneth H. Munro,
324 Coristine Bld. Montreal

C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg

Wilson Bros.
Wharf St. Victoria, B. C.

DUBLIN, IRELAND

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

6 1-gal. tins to case, wine measure,	$4.50 per case	24 pints to case, wine measure,	$2.50 per case
12 ½-gal. " " "	4.80 "	12 qrt. bottles,	2.40 "
24 ¼-gal. " " "	4.80 "	5-gal. tin, Imperial measure, 1 to case,	3.90 "

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

THE MONTREAL MAPLE CO.

88 GREY NUN ST., MONTREAL, QUE.

be at the city of Toronto, and the provisional directors of the company to be James McLaughlin, Walter Alexander Nisbet, John Davidson Pringle, Robert Bryce Young and Frank Arnoldi.

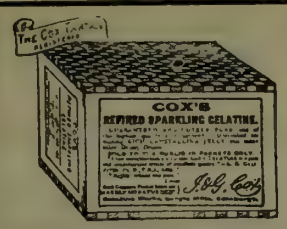
WILLIAM CLARK'S SUGGESTIVE LIST.

The age in which we live is pre-eminently one of advertising, every available opportunity is eagerly seized to utilize for that purpose.

A folder, such as the Canadian Grocer has received from Wm. Clark of Montreal is perhaps one of the most effectual and yet inexpensive methods of advertising. The one referred to is freely illustrated with cuts of the many products of the firm, and the "get up" is altogether a fine recommendation for their goods. From it the grocer can readily select the lines particularly useful for his trade.

CANADIAN EXHIBIT IN LONDON.

Mr. W. A. Burns, Deputy Exhibition Commissioner, left Ottawa on Feb. 12th for London, England, where he will remain for about a month on departmental business. His work will be in connection with the Imperial Institute at South Kensington, London, where the department is placing an up-to-date exhibit of Canada's natural wealth. A carload of minerals, grains, grasses, etc., was shipped away a few days ago, and Mr. Burns will superintend the arrangement of it in the space allotted to Canada.



Sixty Years of Popularity

COX'S CELATINE

should be used in every Canadian household, because:

(1). It is STRONG.
(2). It is CLEAR.
(3). It is PURE.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

MAPLE SYRUP
MAPLE SUGAR

Get the brands of Maple Syrup called "Stony Creek" and "Royal" firmly fixed in your mind. Kenney makes them, and also an excellent line of

MAPLE SUGAR

Make it a point to ask your dealer for Kenney goods. For sale by

Imperial Fruit and Produce Co.
Winnipeg, Man.

Provost & Allard
Ottawa, Ont.

Forbes Bros.
Montreal, Que.

T. KENNEY & SON
Hallerton, Que. Manufacturers

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

EPPS'S

GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

A LINE THAT WILL PLEASE YOUR CUSTOMERS

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

It Will Pay You to Handle the Best

Shirriff's Flavoring Essences

are all of that

IMPERIAL EXTRACT CO., - Toronto

WHAT DO YOU READ?

Reading matter is a great gift to mankind. It is the choice inheritance of the age. Observation, reading, thinking; these three should go hand in hand and when they do, **then the man who reads widely has a weapon placed within his hands before which the man who does not read may well tremble.**

THE BUSY MAN'S MAGAZINE

contains the cream of the world's current literature condensed for busy people, besides giving its readers clever character sketches of the men who are developing the resources of the Dominion.

THE BUSY MAN'S MAGAZINE

IS A SUCCESS

Unsolicited comment from one reader—we have many similar letters. They arrive daily.

McDONALD & MURPHY, Saskatoon, Sask.
Plumbers, etc. January 16, 1905.

I received copy of **The Busy Man's Magazine** for which please except thanks. I lost the blank order, so take this means of ordering it for one year. I think it is the best magazine I have seen. No truck in it. W. MURPHY.

Send for Sample Copy

The MacLean Publishing Co., Limited
MONTREAL TORONTO WINNIPEG

TOBACCOS, CIGARS AND ACCESSORIES

PUT LIFE INTO YOUR TOBACCO TRADE.

Tobacco sales are good, gradually and decidedly increasing each year; this year shows an increase on sales of the same season last year. There is little question that the use of tobacco has come to stay. The question for the grocer to ask himself is, "Am I getting my full share of the trade?" To judge from the small amount of interest taken by the average grocer in his tobacco department, it would not do for him to expect to materially increase his turnover on the lines he is going.

"Anything worth doing at all is worth doing well." If it is worth while running a tobacco department, then have a tobacco department in right down earnest; run it as up-to-date as your tea department. Set yourself to discover what are the lines in demand in your locality. Stock those lines, and find out all about them, the character of each, and the virtue of every one in particular. You will then be in a position to recommend the right brand to the right man. Get enthusiastic about your goods, be sure and have the best of its kind, believe in the goods yourself and your customer will soon believe the same, and catch on. The world approves of an earnest man in business, and there will be little difficulty in holding your trade if you know and believe in the goods you sell. If the grocer is indifferent to his tobacco goods, the customer will think the goods are indifferent, and the other fellow will get the trade.

Not only is there tobacco, but there are many accessories to it, all bearing good profit, and a demand all ready at your door. Have them nicely displayed in a good light, and marked in plain figures. Many a customer from time to time wishes to make a present to a friend, and a show like this will go a long way to make him decide.

Then, there are the women folks, constantly in and out of the store, they can often be induced to add the husband's tobacco to their weekly purchases, especially when the grocer's knowledge as to the most suitable is thrown in. Your tobacco opportunities *are* certainly great.

LIGHT COLORED CIGARS MAY BE SCARCE.

The U. S. Tobacco Journal in a recent issue says: "A possible benefit which may result to the retail trade from the leaf tobacco 'famine' is the mitigation of the craze for light-colored cigars. In a recent letter our Havana correspondent stated that the American market does not seem to be so exacting any more as regards color, and more of the Colorado and Colorado maduro cigars are being shipped to this country than hitherto. Of course, this only applies to imported cigars, which form but a small, and to the average retailer an unimportant branch of the trade; but still it may have a bearing on the domestic clear Havana product, for when good leaf is so difficult to secure, manufacturers are likely to be less particular as regards color, and ultimately the public may be forced to accustom themselves as to dark cigars, for lack of choice.

"As the demand for light-colored cigars is, in the main, a fad, and one of comparativtly recent origin, it may be that these conditions will bring about a revolution in public taste, and one for which the trade in general would be profoundly grateful."

AN IMPORTANT DECISION.

The case of Granda Hermanos y Ca. vs. Joseph Hoolahan was decided in favor of the defendant. Justice Tellier occupied the bench in the Superior Court, where the case was tried. Mr. Hoolahan ordered from the plaintiffs a quantity of cigars, and had given in payment his cheque for $100. The cigar company did not, however, comply with one of the conditions of the sale, namely, to deliver the goods at a certain hour, and for this reason the defendant told his bank not to cash the cheque. The Grandas Hermanos v Ca. then took action, which was dismissed with costs, the court's decision being, as stated, in favor of the defendant.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

There is a difference.
CLAY PIPES
made by us are the best in the world.
Specify them in your order.
D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

"Find my Methods in my Cigars."—*J. Bruce Payne.*

I naturally have a high opinion of the

Pebble and Pharaoh Cigars

because I know personally what they represent.

It would be unfair, perhaps, to ask you to form your opinion from my opinion. I ask you to form your opinion from the cigars themselves. If you are a smoker try one. If you are not a smoker get a friend to try one. No matter who the smoker is, he will find that there has been methodical care in the selection of the tobacco and directed skill in the handling of the tobacco—combining to form "perfect taste."

Now, cigars like **Pebble** and **Pharaoh** have a great many adherents. But I do not say to you **stock up.** I merely say **order 1,000 on trial, selling the Pebble at 5c. and the Pharaoh at 10c. At the end of three months, I will take back, at invoice price, all of your order unsold.** Isn't that a generous offer?

P.S. I have never had to take any of my cigars back yet, though the offer always stands good.

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

Comparisons Make Sales For Us

Compare ***T. & B.*** with other Tobaccos from any standpoint. If you are a seller of

T. & B.

you will find that to remain such is your best policy.

If you are not a seller of ***T. & B.,*** but are looking for the most profitable lines of Tobacco, you cannot help being convinced that ***T. & B.*** is worth enquiring about.

Remember, ***T. & B.*** is no experiment. Remember, the name ***T. & B.*** is a household word with smokers. Remember, ***T. & B.*** is made by the highest Tobacco standard.

Enquire about ***T. & B.***

The Geo. E. Tuckett & Son Co., Limited

Hamilton, Ontario

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.
King's Cross
LONDON, ENGLAND

RETURNED APR 17 1906
owner
Book
Page 92
W.D.&

GOOD FOR 50 IN MERCHANDISE

OUR SYSTEM IS ENTIRELY LEGAL

Aluminum Trade Checks

HOW THE MERCHANT BENEFITS:—
He is saved the time, trouble and labor of writing out Due Bills, entering them in books and the purchase on back of Due Bills; the checks avoid all possibility of disputed accounts and the loss of customers' patronage as a result; avoid dishonesty on the part of customers—such as erasing items—as is sometimes the case when written Due Bill are used.

These checks are transferable, so many new customers are gained. Merchants all over the country can testify to this.

Write for list of retailers who are using our checks.

THE CRANSTON NOVELTY CO.
Advertising Novelties with Merit our Specialty
157 Bay St., - Toronto, Canada

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"
(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

ORIGIN OF THE "BREVA."

In 1797, when the original Cabanas opened his cigar factory in Havana, he packed his cigars intended for shipment to England, in cases, but before they were sent on shipboard they were pressed tightly together, exactly as figs are pressed for packing, and from that custom originated the fashion of calling such cigars "brevas," that being the Spanish word for figs.

KEEP UP ASSORTMENT.

It is a bad plan for a dealer to get out of any line which he is handling regularly—no matter if it be for the purpose of reducing stock. When a retailer gets a trade on any certain line, he should always have some of the brand in stock. No matter what substitute he may offer when he is out of a smoker's favorite brand, the smoker is apt to go elsewhere and buy, and a customer may thereby be lost. It is saving at the spigot and wasting at the bung-hole.

"Duty first, pleasure afterwards," the custom house officer observed to the gentleman from abroad who had brought over with him a couple of boxes of cigars for his own personal smoking.

An amusing scene occurred the other day in a Falkirk grocer's shop. Early in the day a little boy came in for a pound of a certain article which had gone up in price, and the change passed over the counter with the parcel was accordingly a less amount than would have been in ordinary circumstances. A couple of hours after the transaction of the sale the boy came back, this time accompanied by his mother, who did not seem to be in the best of humor. She demanded to know what change the salesman gave to her boy, and on being told an amount by twopence less than she expected, she was quite taken aback, while the boy's face clearly showed signs of a victory. The mother stormed, and wanted to know why the boy was not told that the article purchased had gone up in price. The boy, she explained, had brought home the change all right, had been charged with losing part of it, had stoutly affirmed his innocence, but had nevertheless got a sound thrashing from the pater-familias!

ALL GROCERS SHOULD KNOW

that selling good cigars is profitable. Keep

HOGEN-MOGEN and ROYAL SPORT

5 CENTER 10 CENTER

and you are on the right track for steady, constantly increasing, profitable trade.

JUST ASK FOR OUR PLAN

THE SHERBROOKE CIGAR CO., - SHERBROOKE, P.Q.

THE PROPOSED TARIFF INCREASE ON TINPLATE

ITS EFFECT ON THE GROCERY TRADE

The recent movement on the part of certain company promoters to induce the Government to increase the duty on imported tin plate to prohibitive basis, is one which, if successful, would have a most important bearing on the grocery industries, by reason of the many lines of manufactured tinware carried, and also on account of the enormous extent of the canned goods trade.

The Canadian Grocer has obtained some instructive information from the leading manufacturers of these goods, who are almost united in their condemnation of such measures.

Would Help Foreign Manufacture.

A representative of the Macdonald Mfg. Co., Toronto, an enterprise which consumes a large quantity of tin plates and sheets, said that the proposed change was a most drastic one, affecting, as it did, a large number of items in the tariff. Their industry has been built up by using free raw material, and a duty of 33 1 3 per cent. would put them out of business entirely, in which case a high duty would be of no advantage, so far as they were concerned; to a so-called tin plate industry, because the cost of the articles which they manufacture would be so enhanced that they could be made to better advantage abroad, and imported into this country. Their view was that the promoters of the tin plate enterprise desired to secure a duty solely in order to help them to unload their stock to buyers who could be influenced by Government recognition of their undertaking.

Winnipeg Jobber Opposes Duty.

"Yes, you may say that I am decidedly opposed to the imposition of any duty on tin plates," said Hyman Miller, of the Miller-Morse Hardware Co., Winnipeg, when asked his views.

"The imposition of a duty on tin plates would work a hardship on the consumers of the west. If a duty were imposed it would give McClary, Kemp, Davidson, and other large manufacturers of tinware a reasonable excuse for advancing the price of their products, and this would certainly be felt by every farmer and consumer in Western Canada. I think I am voicing the feeling of the west when I say we are opposed to any increase in the present tariff as a whole, and I certainly think it inadvisable to place a duty on tin plates."

Opposition from British Columbia.

British Columbia is vitally interested in the proposal, again renewed, to impose a duty on tin plates, hitherto on the free list, writes our correspondent. Last year the same applicants who are now active, urged the imposition of a 33 1-3 per cent. duty, as they were about to establish a tin plate manufactory at Morrisburg, Ont. The representations from this province were mainly responsible for the defeat of the application, and the same opposition will develop when the matter again comes up before the House. The very large quantities of tin plate used in canmaking for the seventy or more canneries in British Columbia, are largely drawn from the Old Country markets and brought by cheap freight across the ocean direct to this port. Were it not for the fact that it is on the free list and that no long rail haul has to be encountered, the cost of tin plate would seriously affect the salmon industry. To put on a high duty such as is asked for would virtually create a monopoly for the concern which proposes to enter the tin plate industry.

"When this subject was on the tapis last year," said a Fraser River canner, "the canners strenuously opposed any duty being placed on tin plate, which forms a most important item in connection with the canning industry. Mr. Macpherson, M.P. for Vancouver, was heartily in accord with the canners, and owing to the representations made by him the object of the applicants for a duty was defeated. It appears, however, from subsequent developments that it was only 'scotched' and not killed, as the message from Ottawa shows.

Tin Can Manufacturer's Views.

W. C. Breckenridge, president and general manager of the Norton Manufacturing Company, Hamilton, one of the largest consumers of tin plates in Canada, is decidedly opposed to the proposed duty and states his position as follows :

"The proposal to put a duty of 33 1-3 per cent. ad valorem upon tin plate and sheets imported into Canada, lately submitted to the Tariff Commission, appears to us to be open to most serious objection from a number of views.

Seriously Affect Industries.

"First, because of the disturbance such a duty would work in a great variety of industries of which tin plate or packages of tin plate are a raw material. The packers of hermetically sealed food products—fruits, fish, vegetables and meats—the manufacturers of biscuits, baking powders, concentrated lye, paints, ground spices, coffee, starch, syrups and cereals would all be seriously affected by a duty which would inevitably and materially enhance the cost of the package in which their product is put into the consumer's hands. For example, the manufacture of the ordinary corn or pea can requires not two boxes, as the special pleaders for the duty lately alleged, but practically two and three-quarters boxes of 14x20 tin plates for every thousand packages. The making of tomato cans takes three and three-quarter boxes of plates per thousand cans. A duty of a dollar a box on plates would increase the first cost of these packages at least $2.75 and $3.75 per thousand respectively, or 3.3 and 4.5 cents per dozen cans. The first cost of the familiar square biscuit tins would be enhanced at least 1¾ or 2 cents per tin, of coffee tins, ¾ cent each, and so on all through the list of cans and boxes, caddies and pails commonly made of tin plate. Furthermore, roofing materials, the stuff for eave troughs and conductors, the galvanized iron used for covering buildings and making tanks, and all manner of sheet steel products would be increased in cost. New and grievously burdensome outlays would be imposed, in short, upon industries established under existing conditions, and well adjusted to them, in favor of a trade in which, as yet, there is not even one going concern.

Need of Industry Not Proven.

"Second, because of the lack of sufficient evidence that a tin plate industry is needed in the Dominion. That promoters have obtained favorable concessions from this or that municipality in respect of power does not prove the point, nor does their willingness to make plates at a third more than the price at which they can be brought over seas complete the case. Further, it is by no means clear that a market of but some hundred and fifty thousand tons per annum of tin plates, terne plates, black plates, and galvanized sheets, is anywise so broad that enough competition would develop, under a duty, to bring domestic selling prices down to the basis now established by the enormous producers of Britain and the United States. Hence, without other, as yet invisible, support, the argument, from analogy, that American prices no longer being equal to foreign prices, plus freight, plus duty, falls flat to the ground. In all events, the American analogy is anything but reassuring, for domestic prices in New York are even now, after fourteen years of duty and with an estimated output of 600,000 tons of tin plates alone per annum, nearly fifty cents a box above the cost of foreign plates in bond.

Canada's Favorable Market.

"Third, because Canada, freight rates from producing points considered, is today the cheapest market for tin plates and sheets that can be found the world over. Both the English and American makers, keen to keep their mills busy, and willing to dispose of surplus over domestic needs at some concession, are in active competition for Canadian trade. They are making now, as they have both made for years, exceptional and persistent efforts, each to keep or better his hold. The consequence is that such material is sold in Canada, these days, at prices extraordinarily low.

Have to Import Labor.

"Fourth, because the proposal to impose a duty on tin plates is a proposal, on the one hand, to benefit persons who, if they have money to invest in exotic industries, can scarcely be said to need the country's help, and, on the other, to enable high wages to be paid to a few persons not now living in Canada and hardly to be considered as against the millions of Canadian consumers already here. For as the petitioners for the duty have themselves admitted, "the labor will have to be largely obtained from abroad." In other words, the Canadian workman or the Canadian householder is to be obliged to pay more, to the tune of a million dollars a year, for what he buys in tins or uses in the way of black, galvanized or lead coated sheets, simply that three or four hundred imported mechanics now in the United States or Wales may be drawing high wages down in Morrisburg."

SURPRISE SOAP

MAKES CHILD'S PLAY OF WASH DAY

YOU CAN USE Surprise Soap in hot water or cold water, by any method, or in any way. We recommend a trial the "Surprise" way without boiling or scalding the clothes. See the whiteness of the clothes. Note the easy work.

READ THE DIRECTIONS ON THE WRAPPER.

While Surprise Soap is the highest Grade of Laundry Soap, it is sold at the same price as ordinary Soap.

Made by

The St. Croix Soap Mfg. Co.,

St. Stephen, N.B.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Feb. 22, 1906.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 3 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½-lb.	10 00
¼-doz.	5 "	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ¼ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ½ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

"VIENNA" BAKING POWDER.

	Per doz.
1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"KING" BAKING POWDER.

	Dozen
16-oz. cases, 2 doz	$2 40
8-oz. " 4 "	1 50
4-oz. " 4 "	0 90

Lot 5 cases, freight paid.

EAGLE BAKING POWDER

	Per doz.
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

T. KINNEAR & CO.

Crown Brand—

1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c

"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb.....12½c

"Union"—14-lb. boxes, assorted, 1 & ½-lb. pkgs., per lb..... 10c

Black Lead.

Reckitt's, per box..... $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

Reckitt's Zebr paste. ½-gro. boxes, $10.20 per gross.

JAMES' DOM - BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

0-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.

Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—

Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—

Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections— Per doz.

Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate— per lb.

Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa— Per doz.

Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins,	4½ doz.	to case	.....	per doz.,	$ .90
1 " "	4 "	"	....	"	2.40
½ " "	2 "	"	....	"	4.75
1 " "	1 "	"	....	"	9.00

SUCHARD'S CHOCOLATE AND COCOA.

	Per box
Milka, 36's (36 tablets in a box)	$2 25
" 24's (24 tablets in a box)	3 00
Velma, 24's (24 tablets in a box)	3 00

	Per doz.
Milka Croquettes	$2 25

	Per lb.
Economique, in ½ and ¼-lb. cakes	$0 32
Premium, unsweetened	0 35

SUCHARD'S SOLUBLE COCOA.

	Per doz.
¼ lb. tins (4 doz. in a box)	$2 25
½ lb. tins (2 doz. in a box)	4 20
1 lb. tins (1 doz. in a box)	7 80

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's.	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoas— Per lb.

12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins..40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins..40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins..42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs..35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ¼-lb . pkgs..30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ¼-lb. pkgs 23c

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb

[illegible]	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars per doz.	$3 25
Medium size jars "	4 50
Small size jars "	2 40
Individual size jars "	1 00
Imperial holder—Large size "	18 00
Medium size "	17 00
Small size "	12 00
Roquefort—Large size "	1 40
Small size "	3 40

Batger's

Purity in manufacture; nothing but the finest **Kent County (England)** strawberries being used. The fruit is whole and tastes as good as it looks. Put up in attractive, new style, square glass jars.

It will be easy to sell the first package. After that your customers will ask for **Batger's**. Shows you a nice profit and, what is more, gives satisfaction to your trade. Order from your jobber or

ROSE & LAFLAMME
MONTREAL

Strawberry Jam

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest.

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

CUP QUALITY vs. STYLE

CUP QUALITY WINS OUT EVERY TIME.

We critically test all Teas in the cup before purchasing; therefore flat, insipid and "Bodiless" teas are never sold our customers.

On the above grounds, we respectfully solicit your business.

A postal will bring samples and quotations.

WM. BRAID & CO., - Vancouver, B.C.

BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.

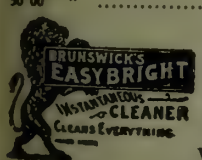
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
25 00 "	7½ "
35 00 "	8 "
50 00 "	12 "

Cleaner.



		Per doz.
4-oz. cans	$	0.90
6-oz.	"	1.35
10-oz.	"	1.85
Quart	"	3.75
Gallon	"	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10-cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz.	$1 40
" ½-lb. tins	"	2 50
1-lb. tins	"	5 00
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F.D., ½-lb. tins	per doz.	0 85
" ¼-lb. tins	"	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
½-lb. tins	per lb.	$0 35
¼-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
Old Crow," 12-lb. boxes—		
½-lb. tins	per lb.	25
¼-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Orange Meat.

Cases, 36 15c. packages	$4.50
5 case lots (Freight paid.)	4.40
Cases, 20 25c. packages	4.10
5 case lots (Freight paid.)	4.10

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand	1-lb. glass	$1 50
" "	quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

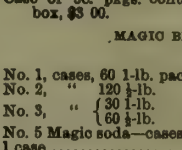
Cement stoppers (pints) per doz.	$2 30
Corked " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case) $1 45

Soda.

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs.) per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " {60 ½-lb. }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

" BEE " BRAND

'Bee"	braud, 8oz., cases, 120 pkgs.	$30 case
"	10 oz., cases, 96 pkgs.	
"	16 oz cases, 60 pkgs.	

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

"Eagle" Brand CONDENSED MILK

AND

"Peerless" Brand EVAPORATED CREAM

are the **2** lines that you can safely recommend as the best and most perfect in their line.

They are the recognized standards.
They pay you to handle.

For Sale by All Jobbers.

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Soap and Washing Powders.

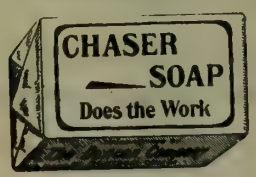
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz 0 50
Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case .. 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb	0 05½
" 3-lb. cartons, 36 lb	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

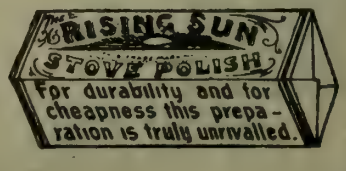
Rice Starch—
Packed in cases of 56 lbs. each (cases free)

	Per lb.
No. 1, London—	
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

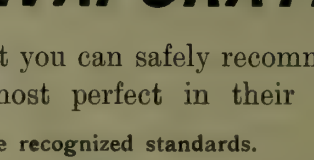
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight ..... 9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00



W. H. DUNN, AGENT.

Enameline No. 0 38 4, bxs., ea. 3 dz.	
Enameline No. 0 65 6, bxs., ea. 3 dz.	
Enameline liquid, bxs, ea. 0 80 3 doz.	
Blackene, 5-lb. 0 10 cans, per lb.	
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

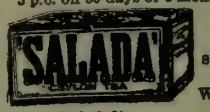
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA
put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60

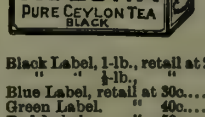
3 p.c. off 30 days or 3 months.



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label, " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	
" " 30 1-lb.	0 35
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$0 25	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 [illegible]
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 35½
EMD AAA Japan, 40 lb "at	0 30
" AA 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.	0 [illegible]
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 21½
" XXXX 30-lb. "	0 23½
" XXX 80-lb. "	0 19
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 14
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 25 at 0 20
Grey Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases, retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases, retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 26
No. 2 "	0 20
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s		$0 46
" Amber, 8s. and 3s		0 60
" Ivy, 7s		0 50
" Rosebud, 7s		0 51
Chewing—Currency, 12s. and 6½s		0 46
" Old Fox, 12s		0 48
" Snowshoe, 6½s		0 51
" Pay Roll, 7½s		0 56
" Stag, 10 oz.		0 45
" Bobs, 6s. and 12s		0 45
" 10 oz. bars, 6½s		0 45
" Fair Play, 8s. and 13s		0 53
" Club, 6s. and 12s.		0 46
" Universal, 13s		0 47
" Dixie, 7s		0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 3 doz. 5c	1 00
Victoria " 3 doz. 5c	1 00
" " 3 doz. 10c	1 80

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

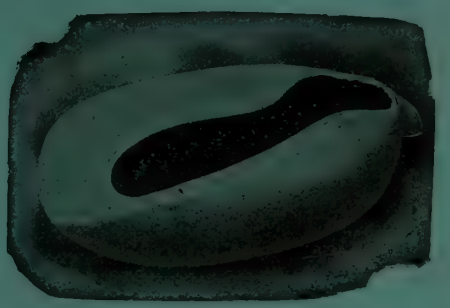
Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

COMMON TUMBLERS

Are You Supplied?

WRITE US FOR PRICES ON ALL KINDS OF TUMBLERS

GOWANS, KENT & CO. LIMITED
TORONTO

We would like to ask You, Our Grocery Friend, a question.

Apples are gone for this season so far as the ordinary consumer is concerned, the price being prohibitive as a filler for the workingman's pie.

What Are You Selling Instead?

Perhaps you are not giving it a thought and **without suggestion or protest on your part,** you are allowing the economical housewife to prepare, as a dessert, puddings, etc., from which you derive no benefit.

Allow us to suggest

WETHEY'S MINCE MEAT

Push the line. *It will pay you.*

It has no equal as a trade-winner.

3 Dozen in a Case. *Sold by All Jobbers.*

Write us.

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Preserved Ginger, Ginger Chips, Sweet Stem Ginger in 7-lb. boxes, Plum Puddings, 1-lb., 2-lb., 3-lb. and 4-lb. tins.

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, MARCH 2, 1906. NO 9.

Robinson's Patent Barley

Is a Steady Seller
With the BEST TRADE

Your store is the **finest** in the town. And, therefore, you are or should be selling

ROBINSON'S PATENT BARLEY

Raised on it.

Liberal sampling among your customers on receipt of list addressed to

Frank Magor & Co., - 403 St. Paul St., Montreal
Agents for the Dominion

NO SYRUP IN CANADA is the equal of "Crown" Brand Table Syrup

for purity, clear, golden color, proper body, delicious flavor, healthfulness—

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

These qualities make "Crown" Brand Syrup a profitable line to push. Push it.

EVERY JOBBER SELLS IT

EDWARDSBURG STARCH CO., Limited

53 Front St. East, TORONTO, Ont.

ESTABLISHED 1858
Works, CARDINAL, Ont.

184 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

PARTICULAR PEOPLE PREFER to wash many articles at home. They are particular enough to use

"QUEEN'S LAUNDRY BAR"

the good honest soap which 4 generations of Canadians have used. They know of its purity and usefulness. It is one of the excellent soaps manufactured by

THE ALBERT SOAPS LIMITED,
MONTREAL

It Breeds Confidence

in your store, in your up-to-date and honest business methods when you unhesitatingly sell

Mathieu's Syrup
of Tar and Cod Liver Oil

That's a remedy to cure 'em—to bring 'em back again—to make them into satisfied and permanent customers. Recommend

Mathieu's Syrup
of Tar and Cod Liver Oil

for all coughs, colds, etc., and you are recommending your own business in the best possible manner.

Nerve pains quickly cured by Mathieu's Nervine Powders. A good profitable line to sell.

The J. L. Mathieu Co., Props., Sherbrooke, P.Q.

National Licorice Co.
Brooklyn, N.Y.

R. S. McIndoe
Selling Agent - 120 Church St., Toronto

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

Half the Battle is Won

by being properly equipped. Your equipment will be good if you keep first-class goods, such as

"Shell" Brand Castile Soap

A soap that contains 67 % of pure oil. In bars and cakes.

Felix & Co., Italian Macaroni,

made from finest selected wheat, and in cleanest and best up-to-date factory.

"Thistle" Brand Maple Syrup

Are you buying it? Your customers can tell you they never have tasted a better article. In pints, quarts, gallons or in bulk. *Buy now.*

Arthur P. Tippet & Co.

8 Place Royale, Montreal
20½ Front St. E., Toronto

Manufacturers' Agents and Brokers' Directory

BARBADOES, W.I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins', Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON, ONT.

Long Distance Phones
OFFICE 715 HOUSE No. 1556
Norman D. McPhie
Broker and Commission Merchant
OFFICE, 58 KING ST. E.
HAMILTON, - ONT.

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
Montreal.
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 24

FELLOWES & FELLOWES
MANUFACTURERS' AGENTS
6 St. Sacrament St. - - Montreal.
We are open to introduce a few new lines of high-class grocers' specialties. Could handle a line of Canned Goods and Sauces.

OWEN SOUND.

J. K. McLAUCHLAN
Commission Merchant.
Warehouseman, Shipper and Steamship Agent.
Owen Sound, - Canada

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. E., TORONTO
Calling on best Grocers and Mfg. Confectioners.
Could handle another first-class specialty for Manufacturers.

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

LEONARD BROS.
COD FISH
on spot. Phone, write, or wire us your order.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

A. F. MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask.
Office, 8 Main Street.

WINNIPEG.

CALGARY STORAGE
In a new brick block centrally located
Dingle & Stewart
Winnipeg, Man. - Calgary, Alta.
COMMISSION BROKERS.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited.

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - - Man.
Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Prunes

		PER LB.
200—25-lb. boxes Santa Claras, 50/60 - -	at	**7½c.**
150—28-lb. boxes French Prunes, 50/60 - - (They are delicious.)	at	**7½c.**
75 boxes Sairs Dates - - - - -	at	**3½c.**
50 boxes 3-crown California Raisins, 50 lbs. each	at	**5¾c.**

Vinegar

We are booking orders at very low prices for Spring delivery. **Prices will be higher,** order now.

Molasses

Our prices are interesting, quality best.

Pork and Lard

We make a specialty of these two articles. Have interesting prices below present market quotations.

We are sellers in all lines.

S. J. MAJOR, Limited

OTTAWA

NOTE—Hova Tea is meeting with great success—had to cable for duplicate order. If not already in store ask for free samples and prices.

"Send me another case of RED ROSE TEA, if it is as good as it was before."

"RED ROSE is the best tea I ever had. I hope you will keep it up to the standard."

DOZENS of times I have received letters, and also had customers speak to me personally in the way I have written the paragraphs above.

Why do they write or talk this way?

Why do they think that there is any danger of the quality not being kept up to the standard?

There must be some reason, and I think the old saying, "A burnt child dreads the fire," answers the questions fully.

All these dealers have handled other teas—they must have got BURNT in some way, and naturally fear they may suffer the same way with RED ROSE TEA. Well, perhaps they will, but another saying—"Don't cross a stream until you come to it," will fit in very well here.

What has put RED ROSE TEA where it is to-day? Just the fact that it is "GOOD TEA," the VERY BEST GOOD TEA that you or anyone else can buy.

"It will stay right there."

T. H. ESTABROOKS

ST. JOHN, N.B.

Toronto Office:—3 Wellington Street East.

RE PEAS

DEAR SIR,—

Have you ever taken the time or trouble to **explain to your customers** the reason of the difference in price between **Extra Fine Sifted Peas (Petit Pois)** and the ordinary Standard Peas? **Have you explained** that the **Extra Fine Sifted Peas** are the **choicest of the early pack?** That they **are very small, sweet, tender and simply melt away** when eating; also that they are **superior to imported French Peas** in flavor, and are absolutely free from coloring with which the French Peas are treated, to give them a bright green color?

These **Extra Fine Sifted Peas** are especially suited for **your highest class trade.**

Take a little time with your customers to explain the difference in quality, and you will soon establish a trade for a high-class article with greatly increased profits to yourself.

Don't forget one important fact! That is, **to carry in stock only the best brands,** such as **"Aylmer," "Log Cabin," "Horseshoe," "Auto," "Little Chief," "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," "Grand River," "White Rose,"** etc., etc.

Yours respectfully,

CANADIAN CANNERS, LIMITED

DIRECTIONS FOR PREPARING PEAS FOR THE TABLE.—Open the can, empty contents into a colander and thoroughly rinse with hot water, then turn into a saucepan; add butter about the size of a walnut, or if preferred half a cup of sweet cream, and heat thoroughly. Season to taste.

Remember !!!

Your stability depends upon your reputation.
Your reputation upon the quality of your goods.
Therefore—

Sell only

Pure Ceylon Tea (Black and Green)

It will give you an unassailable reputation.

Ceylon natural green tea is absolutely on top.
No other tea can approach it.

Compare the Goods !

Admitting, as you must, that the selling qualifications of an article are the best and safest criterion by which to judge of its merit,

"SALADA"

Ceylon Tea is packed to please the most exacting demands of a critical public, easily and readily out-selling all other brands by an enormous majority.

Black, Mixed or Uncolored Green

Sealed Packets Only.

14,000,000 PACKETS ANNUAL SALE

Wholesale Terms "Salada" Toronto and Montreal.

PURE FOOD INSURES
GOOD HEALTH
MAGIC BAKING POWDER
INSURES
PURE FOOD.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

Keep your line well assorted. They're always safe stock to carry. The famous

STERLING BRAND PICKLES

Evenness of quality—always good—enables you to recommend these goods with satisfaction to any customer.

—Made in Canada of best grown Canadian vegetables.

The T. A. LYTLE CO., Limited

TORONTO, Can.

"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

When You Want the BEST **PURE OLIVE OIL**

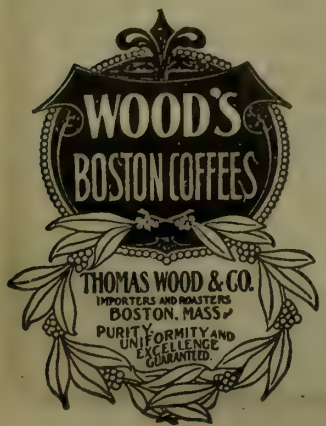
Ask and Get "RAYON D'OR"

GROWN, MANUFACTURED, PACKED BY

MENGERT, CAGNOLI & CIE, BARRI, LUCCA, NICE.

Formerly SUAUT & CIE.

Write for prices and samples to **J. RUSSELL-MURRAY, 6 St. Sacrament St., Montreal, Sole Canadian Agent.**



ABSOLUTISM

is an unpopular word as applied to government, but in some kinds of business it is a great word to conjure with. In ours it means

Absolute Purity
Absolute Uniformity
Absolute High Quality
Absolute Success in Roasting

The result being ***ABSOLUTE PERFECTION.***

The Grocer who makes an Absolute Specialty of

WOOD'S COFFEES

hews a straight path to success.

CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., - - MONTREAL.

MAPLE SUGAR

Largest Exporters of

PURE BEAUCE COUNTY SUGAR

D. RATTRAY & SONS

QUEBEC Montreal OTTAWA

Paterson's Camp Coffee Essence

was put on the market by the makers with the firm conviction that it was unexcelled.

This conviction has b en sustained by the increasing yearly sales.

ROSE & LAFLAMME,
Agents, Montreal.

THEY

Sell Well

Show a Nice Profit.

Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

YOU CAN IMPROVE YOUR COFFEE TRADE

There is absolutely no question about it—Possibly you are satisfied to go along in the same old RUT—"no complaints" and "so forth"—but the vital fact remains, that the wide awake merchant can stimulate and infuse new life into his Coffee Trade, by the use of

DIAMOND E. BLEND

The finest full-flavored, heavy-bodied Coffee we have placed on the market—Test this statement—We will ship you a tin on a 30 day trial basis, to be returned at our expense, "If THE TRIAL DOES NOT PROVE A CONVINCING ARGUMENT"—We are just in receipt of a repeat order from a customer (for 2x50-lb. tins,) who took a tin on a trial basis less than one month ago—WHY? It's a case of Genuine Merit, guaranteed by a reputation of over half a century. Write to-day.

S. H. & A. S. EWING, - MONTREAL

They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

or $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers. Indianapolis, Indiana.

W. P. KAUFMANN
19 Caer Howell Street, TORONTO
Analyst & Consulting Chemist
Advice regarding processes of manufacture and technical applications of chemistry.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.
King's Cross
London, Eng.

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

98-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 532.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

"SOMETHING DOING" IN

BULK PICKLES

A rare chance for close buyers. See our travellers or write us.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Are you getting that 60% Profit?

The inducements to sell

IVORINE
COLD WATER
STARCH

are most inviting. Sixty per cent profit awaits the grocer.

As the demand for IVORINE STARCH never wanes, that 60 per cent profit comes often. Many grocers have been taking advantage of this starch opportunity for some time. But there are a few yet who choose to remain on the "outside."

How long will it be before you speak to your jobber about "IVORINE."

St. Lawrence Starch Co. Limited

Port Credit, Ontario

RETURNED
MAR 2 1906

"The Sauce That Sells"

Pints Retail at 10c. per bottle.

As good as any Worcestershire Sauce sold at 25 cents per ½ pint —a comparison will prove it.

Send us your trial order.

Warren Bros. & Co.
Toronto

Pure Maple Syrup

Guaranteed by us absolutely pure. 24 quart tins in case. $6.00 per case.
Freight prepaid in 5-case lots.

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

THE COFFEE PROBLEM SOLVED

Do you know that many grocers have customers, who, while buying most of their household necessities from them, don't buy coffee. Why? They think they can get better Coffee somewhere else. Our WHITE SWAN Coffee has been specially blended and packed in beautiful embossed one pound tins to furnish grocers with a coffee so good that their customers, who now go elsewhere for their Coffee, will buy that from them as well as the rest of their goods.

It is a Coffee for particular people. It so pleases popular taste that nothing else seems quite as good. It is a Coffee that makes trade and keeps it. Try a sample order of WHITE SWAN COFFEE and you will find the Coffee problem solved for you.

THE ROBERT GREIG COMPANY, Limited
WHITE SWAN MILLS,
TORONTO

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL, Aberdeen, Scotland, is always ready to handle consignments of Canadian produce. Aberdeen is a developing market. Won't you at least give it a trial? Others did so, were satisfied, and continue shipping. Personal attention. Prompt returns.

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nvite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

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GEORGE LITTLE LIMITED
Canadian Produce Importers,
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BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

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Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

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FRESH, DRIED and CANNED FRUITS
T.A.. Emulate.
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We also ship several British lines to United States and Canada.
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"All Tea Flavors are more or less the same," you say? Perhaps so; but see that you order the teas that have "more" of the flavor than "less" of it. If you order

Blue Ribbon Ceylon Tea

you will have a tea that is brimful of flavor—the kind the people want, the kind that doesn't stay long on the shelves. Fly the Blue Ribbon in your store. Send on your order for **Red Label**. "More" flavor, "more" purity in one package of **Red Label** than in two packages of "some other" teas.

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England's Most Popular Worcestershire

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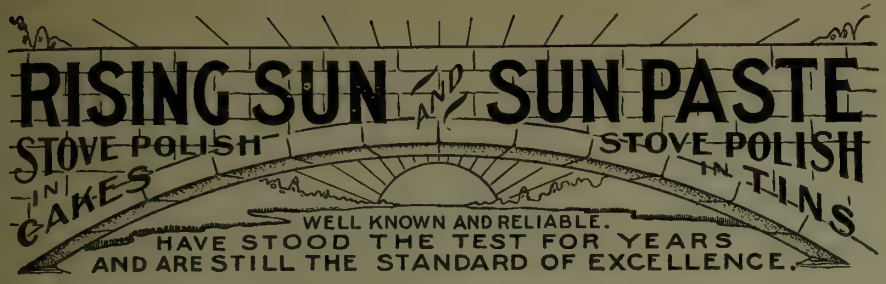
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WELL KNOWN AND RELIABLE.
HAVE STOOD THE TEST FOR YEARS
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We never try to cheapen our cost of production by using inferior materials. We use only the best quality in our manufacture, but we reduce the cost of production by special labor saving machines and enormous facilities. We offer the best stove polish that money and brains can produce and we know **IT IS RIGHT** when we send it out. Then you have our guarantee. You please a customer every time you sell a cake of our **RISING SUN** Stove Polish or a tin of our **SUN PASTE** Stove Polish.

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ARE YOU SUPPLIED?

We offer from stock or import in three shapes and portions—Cereal, Wheat, or plain. Prices are always right, with special inducements for import orders. You will find it to your advantage to place orders with us.

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JUST ONE CARLOAD

JAMS

5-lb. tins
7-lb. pails

Our quotations are away below actual values.

French Asparagus
2½-lb. square tins
Exceptionally fine quality
ORDER A CASE

THE EBY, BLAIN CO., LIMITED
Wholesale Grocers, TORONTO

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What we claim for

JAMES' DOME BLACK LEAD

and you will admit that its the best Stove Polish for you to handle.
Pays your customer well and pays you well.

W G. A. LAMBE & CO., Canadian Agents.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

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Gentlemen:—In enclosing you our order for another of your MONARCH VISIBLE Typewriters, we wish to state that the one we secured from you about a year ago has given us splendid satisfaction.

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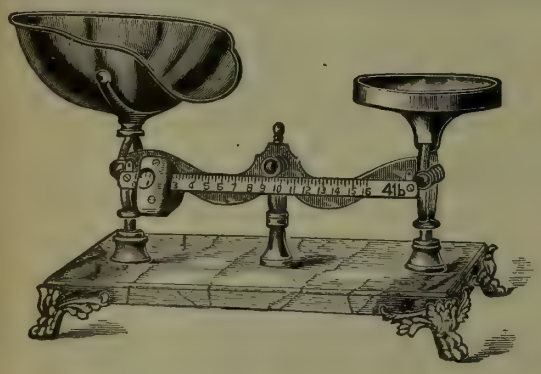

Scales Brass Scoops
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Syrups and Fountain Requisites Paper Julep Straws
Bakers' and Confectioners' Supplies
Wire and Metal Furniture for Cafes, Etc.

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Send for Catalogue *440 and 442 Yonge St., TORONTO*

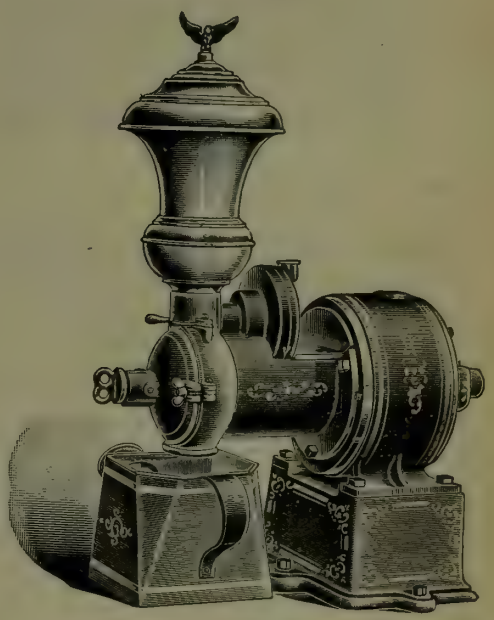
"ENTERPRISE" PAYS

The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery.

The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.



THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.

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mile walk to Broadway.

A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggesion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE LODGES

$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R. methods.

Tear off here and mail to us today

N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

"WALKER BINS"

"Modern Grocery Fixtures."

Our new catalogue showing a complete line of Walker Bin Fixtures will be ready about February 1st.

All grocers who are building, re-modelling or contemplating changes n store interior are invited to write for a copy of "Modern Grocery Fixtures."

Sketches and estimates of cost will be furnished upon application.

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.

BERLIN, - ONTARIO.

B.C. Representatives:—W. J. BANNISTER & CO., VANCOUVER, B.C.
Montreal Representative:—J. H. MAIDEN, 131 PLACE D'YOUVILLE, MONTREAL, P.Q.

200 CANDLE POWER OF CLEAR, STEADY LIGHT

The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. Send for Catalog.

AUER LIGHT CO.——————MONTREAL

ELECTRIC POWER COFFEE MILLS

This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

Messrs. Fruit and Vegetable Packers:

Prepare for the coming season by ordering your cans. You will make no mistake in placing your order with

The Acme Can Works

We have had your interest in view and have spared no expense in equipping our factory with the latest and best machinery for making packers' cans. With our new building, which is now almost complete, we will be able to double our capacity of former years and will supply ***cleanest*** and ***best*** cans offered to the packer —cans made from British tin plate of the best quality and best workmanship — ***Prices Right, Liberal Treatment, Prompt Shipments.***

Acme Can Works, - Montreal

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Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest.—***We have it.***

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart.
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

QUALITY OF OIL

Store your kerosene oil in a common tank or keep it in a porous wooden barrel and the gas which is the illuminating part of the oil, in fact, its very life, passes off and the oil becomes lifeless. It clogs and chars the wick, which smokes and emits a most disagreeable odor. Your customers complain or go to some other merchant. It isn't the fault of the oil—it's your fault. Store your oil in a

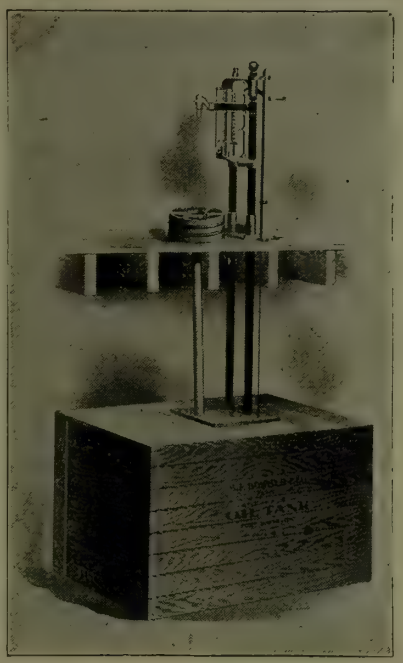
BOWSER
SELF-MEASURING
OIL TANK

and keep your trade by keeping up the quality of your oil.

BOWSER TANKS
ARE
TIGHT TANKS

Besides this it will in less than one year repay its cost thro' its saving in oil, time and labor. Isn't it worth a cent to investigate the truth of this?

ASK FOR CATALOGUE "B."
IT GIVES FULL PARTICULARS.



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S. F. Bowser & Co., 530 Front St. West TORONTO

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer n plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

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THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

FOR OVER 70 YEARS

the choice of all refined palates!

Compare this Fac-simile of the Original and Genuine Worcestershire Sauce with the imitations and you will see that every bottle of the Genuine Worcestershire bears the name

"LEA & PERRINS'"

All others are imitations and inferior in quality!

It is no idle boast to say that *Lea & Perrins'* is the Best Sauce in the world. Use and sell it!

J. M. Douglas & Co.
Montreal ***Canadian Agents***

Syrup sells fast these days

It will go faster and show a handsome profit if you offer your customers

Aurora Brand Corn Syrup

in Tins of 2-lb., 5-lb., 10-lb., 20-lb.—Kegs, ½-Brls. and Brls.

Also

Aurora Maple Syrup

with the true smack of the sugar bush about it.

In Tins containing pint, quart, half-gallon and gallon.

See our travellers—write us.

W. H. GILLARD & CO.

WHOLESALE GROCERS

HAMILTON

Pineapple

Singapore in Heavy Syrup

For your Good Trade

Chunks 1s and 1½s

Sliced 1¾s

Grated 1¾s

Whole 2s

Cubes 1s

LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON, - ONT.

Phone us at our expense.

BEWARE OF IMITATIONS

TWO BIG SELLERS

Maple Cream Hearts
Twin Block Pure Maple Sugar

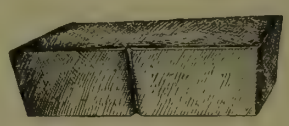
Maple Cream Hearts are put up in Pails of 18 lbs. each, and sell for 20 cts. per lb.

Price Per Pail - ***$2.16***

(No charge for Pails)

Profit to Retailers on one Pail - ***$1.50***

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 ¾-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c sale; in handling this Sugar there is no weighing or waste

Price per Case - ***$3.00***

Profit to Retailer in one Case - ***$1.00***

We are the originators and sole patentees of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify ***Twin Block Maple Sugar*** and ***Maple Cream Hearts*** and you will get the genuine.

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.

LENT

Are you well prepared with an attractive line of Fish for Lent?

——WE HAVE A FULL LINE OF——

Labrador Herring, barrels, ½ barrels and pails.
No. S. Split Herring, barrels, ½ barrels and pints.
Mackeral, ½ barrels and pails.
Holland Herring, in kegs.
Smoked Scaled Herring.
Halibut Cutlets.
Canned Fish of all kinds and varieties.
Codfish, whole and bricks.
Finnan Haddie.

OUR TRAVELLERS HAVE FULL PARTICULARS

JAMES TURNER & CO., HAMILTON, ONT.

UPTON'S Home-Made Jams

are delicious, and are guaranteed absolutely pure and of the finest quality. Season 1906 Orange Marmalade is particularly fine, and all orders are being filled with new goods.

Tartan BRAND

If you want something nice, order a case of

TARTAN Strawberry Beets
" **Asparagus**
" **Table Peaches.**

Also Wagstaffe's Raspberry Jam 1 lb. glass,
" **Pure Peach** " "
" **Pure Plum** " "
" **Pure Marmalade** " "

Finest goods ever put up on Canadian market.

Phone us a sample order of these lines and you will not be sorry.

Long Distance Phone No. 596. Our Expense

BALFOUR & CO.
Wholesale Grocers
HAMILTON, ONT.

THE SUGAR CONTROVERSY

Mr. Robert Anderson Replies to Mr. Hugh Blain

The article in our issue of February 16, in which we gave some of the features of Mr. Robert Anderson's remarks before the Tariff Commission at Ottawa, and the reply in our last week's issue by Mr. Hugh Blain, have called forth wide interest. We publish herewith the following letter from Mr. Robert Anderson in reply to Mr. Hugh Blain :

Editor Canadian Grocer :—Though I have no desire to enter a general newspaper discussion, when I am attacked I am ready to defend myself, so must ask for space in this week's Grocer to reply to the interview with Mr. Hugh Blain, president of the Ontario Sugar Co., which appeared in your issue of 23rd inst., and to put you and your Halifax correspondent right on the situation that exists in that market at present in sugar.

I have already made my case to the Government at Ottawa, and it really should not be necessary for me to go over the ground again, but your readers have not been given an opportunity to judge the whole of my arguments. As my statements before the Tariff Commission appear to be interesting to the public, particularly those engaged in the sugar business, I suggest that you should print my address in full, a copy of which I have already sent you, and your subscribers will then be able to form their own estimate of my case, which I am prepared to stand by.

As I sent Mr. Blain a copy of my paper as presented to the Tariff Commission, I regret he apparently did not study it carefully before voicing an opinion even on one clause of it, for it is not pleasant to take issue with a friend in public. I gave Mr. Blain the opportunity to discuss with me personally any point on which he had exception to make, but as he has chosen your paper as the ring, I must perforce step in.

Mr. Blain's remarks read as if he was speaking for the regular sugar refiners of Canada generally, but I hardly think a practical refiner would have ventured to criticize me on the grounds Mr. Blain takes as his stand.

Mr. Blain's interests are complex ; he is president of the Ontario Sugar Co., which company makes refined sugar from Canadian grown beets, and its interests are antagonistic to the established refiners, who only refine from imported raws ; he is also a partner in the Eby, Blain Co., Limited, wholesale grocers, Toronto, who are members of the guild, and their interests are largely with the established refiners.

Mr. Blain spoke without knowledge when he tried to classify my standing in the Canadian market. My firm and those I spoke for before the Government are probably more correctly importers than any wholesale grocer in Canada. Mr. Blain seems to think we act as brokers for British and foreign sugar refiners, or companies, and gives the impression that we always make our commission no matter how much the Canadian refiners may choose to cut their prices. I only wish we did, but I have too much respect for the Old Country refiners to recommend them to put themselves at the mercy of the Canadian refiners' highly protected market. Robert Crooks & Co., Montreal, represent themselves, and I am manager of that firm, which stands on its own bottom. Robert Crooks & Co., New York, do not participate in the profits or losses of my business, and the fact of Robert Crooks & Co., Liverpool, investing their money in a Canadian enterprise is no different from English or for that matter American capital being invested in any Canadian venture. I understood it was the desire of every Canadian who has the development of the country at heart, to attract outside investors, and are not many of the shareholders in Mr. Blain's sugar company Americans ? The Acadia Sugar Refining Co., Limited, with refineries at Halifax, is a Glasgow, Scotland, concern. Does Mr. Blain take exception to its existence in Canada ?

Robert Crooks & Co., Montreal, purchase their sugars outright on their own account, and they alone have to face the music when the Canadian refiners drop the price on them.

We, the importers, are a small band, but we have a right to live, and we are doing our business honestly, without asking the people of Canada to pay a tax for our protection.

I spoke for the consumers as a whole, and the approbation that has poured in to me from all sections of the country, from people I never heard of before, of the stand I have taken for the people's rights is sufficient confirmation of the warrant I had for my assertion.

Now for the practical (?) part of Mr. Blain's criticism. He only takes one section of my paper, and omits to tell your readers that it is under the heading "Apparent protection to refiners in the tariff," or admit that my calculations in this clause are for comparison with the protection in the United States tariff to the American refiners on the same basis.

If Mr. Blain had done me the justice of carefully examining my paper, which he promised me he would do, he would have seen that when I dealt with the "Actual protection to Canadian refiners" I made allowance for "the loss in the process of making the sugar into the same quality," and that whereas the apparent protection to the Canadian refiners by comparison of the duties on raw and refined in the general tariff is 55c., the actual protection is on the average of the year 70c., and although the apparent protection to the Canadian refiners in the preferential tariff contrasting the duties on raw and refined, both of British origin, is 36 2-3 cents, the actual protection is on the average of the year 88 2-3 cents.

Mr. Blain shows a regrettable want of knowledge, for a refiner, of the practical working of raw sugar, when he resorts to theory to try to disprove my facts.

I was particularly careful throughout the preparation of my statement to the Tariff Commission to confine myself strictly to the experience of practice.

Mr. Blain says it would require at least 107 lbs. (the actual theoretical calculation is 107.47 lbs.) raw sugar testing 96 degrees to make 100 lbs. granulated, which might be true if a refiner wanted to turn out 100 lbs. of granulated and stopped there, but a refiner makes all the different grades of refined he can extract from the 100 lbs. raw, including the resulting by-products of molasses, the proceeds of which do not enter into the theoretical calculation that it takes 107.47 lbs. to make full 100 lbs. of granulated. In practice it works out that from 100 lbs. of 96 degrees raw melted the refiner gets 98 lbs. of refined; it is immaterial what proportion of this is granulated, but the general average is 80 to 82 lbs. of granulated or hard sugars, and 18 to 20 lbs. of softs, the actual loss in refining the 100 lbs. of raw being 2 per cent. In my calculations of the cost to the Canadian refiners of their granulated produced from 100 lbs. of 96 degrees raw I allowed them 8c. for loss in weight in refining, giving them credit for the loss of 2 per cent. on the average price of the refined article at 4c. per lb., not on the raw material only. The refiners' profit on the softs and other by-products is probably proportionately greater than on the granulated.

In Mr. Blain's appearance before the Tariff Commission at Berlin, as reported in your issue of December 9 last, when he was arguing for the interests of the Ontario Beet Co. he showed the average rate of duty paid on raw sugar imported, but pointed out it did not make any allowance for waste in refinery, "against which, however, must be placed the value of the by-products." The words quoted are Mr. Blain's as reported by you.

Mr. Blain failed to give me credit for advocating to the Tariff Commission that the alteration I proposed making in the duties would give the Ontario beet factories the added protection he asked for in his Berlin memorial.

When Mr. Blain says that my comparisons of the extremes in the tariff between the duties on raw and refined "soar away into the realms of absurdity" he is simply throwing mud at the Government. I didn't make the tariff, nor did I picture the importer buying granulated sugar from a foreign country under the operations of the anti-dumping clause. I was merely marshalling my forces to formulate my arguments, which Mr. Blain would have seen if he had digested my statement in full. I was showing the extreme difference in our tariff compared with the extreme difference in the United States tariff between the duty on 96 degrees raw and refined, and in my next calculation between the duty on imported granulated under the general tariff at $1.26½, and 96 degrees raw under the preferential tariff at 47 2-3c., showing a protection to the refiner of 78.83c. per 100 lbs. I

was making a perfectly fair comparison, for again it was with the position of the United States refiner, as your readers will appreciate if you print my statements in full.

I am trespassing severely on your space, but must refer to the Halifax situation. Your correspondent in his market report dated 21st inst., page 38 of your last issue, would give your readers the impression that the "Austrian" granulated sold in Halifax is the genuine imported Austrian granulated made in Austria, which if it was would be one of the "absurdities" our friend Mr. Blain pictured, as Austrian granulated is subject to the special duty under the anti-dumping clause. The "Austrian" sold in Halifax is Canadian, made by the Acadia Sugar Refining Co., an inferior grade to their standard granulated, which they give a foreign name to for reasons best known to themselves. These are generally believed to be that before the days of the anti-dumping clause, when European countries, incluhing Austria, paid a bounty on export, Acadia, to discourage the importations of foreign sugar and prevent the importer doing his legitimate business, put out a very inferior grade of granulated packed in bags, and some say their sugar was not even refined, but simply raw beet washed, technically known as affined. It has even been said that Acadia imported the lowest grades of continental Europe refined granulated and repacked them into Canadian bags branded "Austrian," making the Canadian consumer pay more for the sugar than it was worth.

Your Halifax correspondent was astray when he said that "the importers outside of the combine started to cut prices." Your St. John, N.B., correspondent, in his report on page 40 of the same issue, knows more of the facts; he says: "In foreign sugars very little is being offered owing to scarcity of British cane product on the other side, and also the low prices in Canada."

The importers of Scotch sugar, and that is the only kind that could have been imported prior to the Halifax "war,"—none of any kind can be imported since the advent of that momentous event—are not crazy, and your Halifax correspondent will need to seek for the cause nearer home than bonnie Scotland, though the head office of the Acadia Sugar Refining Co. is in Glasgow.

I am not going to take up your space or weary your readers with the why or the wherefore of this, nor am I going to burden you with details of the cost of Scotch sugar duty paid in Halifax, but you can take it from me, which I am ready to vouch for if anybody is interested to know, that the "cash man both ways" or anybody else who is playing ducks and drakes with his money in Halifax, can safely put up his price of "Austrian" granulated at least 35c. per 100 lbs., before even second quality Scotch sugar will begin to hold up its head, and be noticed in the Halifax market.

Of course the consumer is happy, and if everybody got his deserts the consumers in Halifax ought to get up a subscription and give me a present for stirring up so much strife to give them cheap sugar, for, as a prominent firm of Halifax merchants wrote me in acknowledging a copy of my address to the Tariff Commission which I sent them, "We very much fear that one effect of this address of yours has been to reduce the price of Austrian sugar in this market 50c. below standard, which effectually puts a stop at present at any rate to the importation of Scotch."

But joking apart, there is a good deal of curiosity to know who is paying the piper for the Halifax "slaughter of the innocents." Your correspondent says "the refineries are still standing firm, and up to the present they have not reduced their prices one cent." Good for them, but it is hard to believe that Halifax wholesale grocers, guild members, mind you, are paying Acadia $3.70 for their "Austrian," and voluntarily losing 20c. per 100 lbs., if the selling price is correctly reported by your correspondent at $3.50, or Halifax retailers selling sugar for nothing, simply for fun. As a Montreal wholesale grocer said to me when I asked him what he thought, "I don't know what they may do in Halifax, but we would not be such —— fools in Montreal."

It really is too funny, when your correspondent says "this competition, however, must be having a serious effect on their (Acadia's) business, as the ordinary consumer is scarcely able to distinguish the difference between the local refineries' granulated sugar and that of the Austrian." I stop the quotation there, as while your correspondent includes "and Scotch," I give the consumer credit for greater discernment than to suppose he would not know the difference in it, and in any case it doesn't enter into the "war."

Pretty severe competition, that, for Acadia in their own sugar; it is having so "serious an effect on their business" that they are getting richer by it just in proportion to the number of consumers who "now buy a hundred pound bag," that is, all who can possibly afford it, and the more people "who have ready money," and "are laying in good stocks," also those who "are even laying in a supply for the next preserving season," and the confectioners who are "taking advantage of the present prices," the richer they are making the Acadia Sugar Refining Co. "Just what the refineries are going to do about the situation," indeed "cannot be forecasted at present," but I would like to be in it when they are dividing the spoils.

Those persons who "predict that this miniature sugar war will equal in some respects the famous Havemeyer-Arbuckle sugar war in the United States some years ago," must be the least enlightened of all the poor misguided Haligonians. The Havemeyer-Arbuckle fight was conducted at a dead loss to both the participants. Supposing Acadia are in the Halifax "war," let us see how badly it hurts them. The value of 96 degrees pure can raw sugar is at present $2.40 per 100 lbs. duty paid in Halifax. An official of the Canada Sugar Refining Co., Montreal, declared in open court under oath that the cost of refining raw beet sugar, testing 94 degrees, is "about 55c. per 100 lbs. including the package." I leave your readers to decide whether it would cost more or less to refine 96 test sugar, but say the cost is the same and add 55c. to $2.40, and then throw in another 5c. to make the refiner happy, and you will get a total cost of any kind of granulated sugar you want to use, "Austrian," standard, or whatever you like to call it, of $3 per 100 lbs. Now, your Halifax correspondent says Acadia "are still standing firm," and "have not reduced their prices one cent," so they are getting $3.70 per 100 lbs. for their "Austrian" and $3.80 for their standard, net to them. As there are about 300 lbs. of sugar in a barrel, it does not take much figuring to show that at the prices quoted the Acadia Sugar Refining Co. are being enriched to the tune of $2.25 per barrel on every barrel of granulated sugar they are selling. How's that for "war," Mr. Editor?

If, as your correspondent says, the "sugar war" will continue while the supply lasts, I leave him to calculate the result of the "serious effect" it will have on the Acadia Sugar Refining Co.'s business.

ROBERT ANDERSON,
Manager Robert Crooks & Co.,
Montreal.

BUSINESS NOTES.

Union Bank of Canada has opened a branch at Minto, Man.

Thomas Hill & Son, general merchant, Russell, Man., has been burnt out.

The Standard Bank of Canada has opened branches at Castleton and Maple, Ont.

The Union Bank of Canada has opened branches at Fillmore and Strassburg, Sask.

The Bank of Hamilton, acting on the suggestion of a wide-awake grocery traveler, are opening a branch in New Hamburg.

Mr. Merner, of Zurich, has sold to his brother Jake his interest in their general store and is opening for himself this week in Elmira.

J. W. Larkin, of Nobleton, has purchased the general stock of A. G. Hollingshead, Schomberg, who has gone to the Northwest. Mr. Larkin will remove the stock to his own store.

J. G. Reith, of the firm of Reith & Son, Grand Valley, has gone into business for himself. He has opened a very handsome general store, and considering the dull times, business is already good with him.

David Brocklebank, of Arthur, hardware merchant, is branching out and will by March 20 open a department store in his new building, which is about ready for occupation. He has not yet announced what lines the new business will include.

Hill & Co., of Orangeville, have secured the old stand of Marshall Green & Co., and having refitted it handsomely have put in a very large general stock and are opening one of the finest stores in the province. The firm was formerly of Deseronto.

R. C. Johnson, of Nicholson, Bain & Johnson, Calgary, is retiring from that firm. The name of the company will in future be known as Nicholson & Bain, the same as the Winnipeg firm. The Calgary management will devolve upon H. C. Andrews, who has had five years' experience in the Winnipeg office, and two at Calgary with the company there, so that he is quite familiar with the firm's western trade. A three-storey substantial warehouse is being equipped for the company at Calgary, into which they will shortly remove. The firm are contemplating opening a branch at Edmonton shortly.

BUSINESS AND ASSOCIATION MEETINGS

The Editor will be glad to receive reports and notices of any business meetings of interest to the readers of THE GROCER—short, gossipy and instructive.

MONTREAL.

Some good work has been done toward augmenting the membership of the Montreal Board of Trade. At the adjourned annual meeting, held recently, Mr. F. W. Mathewson, the newly elected president, in referring to the subject, stated that during the year 1905 there had been scarcely any perceptible additions to the membership, in spite of the fact that the business interests of the city are growing very fast. This, he thought, might be remedied by a little work from the officers and members of the council, and the first list of new names posted for membership indicates that considerable work has been done. The list is as follows :

Mr. J. A. Mathewson, of Messrs. Mathewson's Sons, by Mr. S. J. Mathewson; Mr. J. R. Meadowcroft, of the Garth Company, by Mr. John R. Garth: Mr. F. Monette, of Messrs. Fortier & Monette, by Mr. Alfred J. Brice; Mr. F. C. Jamieson, of the Canada Tag & Label Printing Company, by Mr. F. H. Mathewson; Mr. Clarence F. Smith, of the James McCready Company, by Mr. F. H. Mathewson; Mr. Charles W. Tinling, treasurer of the National Drug & Chemical Co., by Mr. F. H. Mathewson; Mr. D. W. Bole, Drug & Chemical Company, by Mr. F. H. Mathewson; Mr. A. Hamilton Gault, of Messrs. Gault Bros. Company, by F. H. Mathewson; Mr. W. F. Whitehead, of the Dominion Textile Company, by Mr. W. I. Gear, and Mr. Edward F. Schmidt, manager of the Canada Life Assurance Company, by Mr. F. H. Mathewson.

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INGERSOLL.

The annual meeting of the Ingersoll Board of Trade was held in the council chamber recently, when Mr. George Sutherland, who during the past year was vice-president, was unanimously elected president for the ensuing term, in place of Mr. H. Richardson, who retired. Mr. H. J. Hollinrake was elected first vice-president, and Mr. W. J. Elliott as second vice-president. There was considerable discussion on various subjects.

The following new members were received into the board : R. A. Simister, R. B. Maybee, M. J. Comiskey, Dennis Howe, W. R. Smith and W. J. Knight. Mayor Boles and Town Clerk Smith were appointed honorary members of the board.

The election of officers was next proceeded with, and resulted as follows. The only contest was for the council, where twelve were nominated, of whom ten were elected, who, with the other officers, constitute the council of the board for 1906 :

President, Geo. Sutherland, first vice-president, H. J. Hollinrake: second vice-president, W. J. Elliott: secretary, O. F. Robinson; treasurer, H. E. Robinson: council, H. Richardson, A. B. Ord, Geo. Wood, J. E. Boles, S. King, Chas. White, Mayor Boles, W. H. Jones, J. F. Morrey, and C. C. L. Wilson.

In surrendering the president's chair to the newly elected officer Mr. Richardson said : "I have great pleasure in vacating this office in favor of one so worthy. Mr. Sutherland has been one of the most active members on the board, and he deserved the appointment."

Mr. Sutherland thanked the board for the honor conferred upon him

An industrial committee, composed of M. T. Buchanan, H. Richardson and O. E. Robinson, was appointed, to act in conjunction with a similar committee from the town council in endeavoring to bring new industries there to locate. Last year about $23 was spent by the board in advertising in United States trade journals for new industries, and it is probable that a larger amount will be spent this year.

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TRAVELERS AND LOCAL OPTION.

The Western Ontario Travelers' Association met at London Saturday afternoon, the 17th ult., and decided to join with the Travelers' Club in an effort to prevail on the Ontario Government to either amend the Municipal Act, or the license law, so that when local option goes into effect May 1, the travelers will not suffer any inconvenience from the change. It is absolutely necessary for the commercial men that hotel accommodation be provided, and that it be as good or better than at present.

The following committee, consisting of the officers of the Western Ontario Travelers' Association, and three others, were appointed to confer with the committee from the Travelers' Club to draft a suitable resolution to be sent to the Government: President, C. W. Nichols, first vice-president, J. T. Green; second vice-president, J. C. Hazard; treasurer, W. L. Underwood; secretary, Alf. Robinson, and Messrs. P. M. Millman, D. Ferguson and W. Smithson.

The Travelers' Club committee is Messrs. Buttrey, Fisher, Ferguson, Glass, Dyer, E. W. M. Flock and President C. W. McGuire.

The two committees will meet to complete all arrangements for interviewing the Government.

The matter of proper hotel accommodation is of vital importance to the 16,000 travelers in the Dominion, and it is absolutely necessary that they be well looked after.

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OTTAWA.

The council of the Ottawa Board of Trade met recently and organized for the year. Standing committees were appointed as follows :

Industrial—H. Allan Harvey, John Coates, J. McKinley, J. W. Woods, Thos. Workman, George L. Orme, C. Ross, James Ogilvie, John Bingham.

Municipal—J. R. Reid, J. W. Woods, P. Whelan, W. P. Hinton, George S. May, M.P.P.; D. M. Finnie, S. McClenaghan, Fred Cook.

Cheese and butter—W. H. Dwyer, J. R. Reid, H. S. Dowd, Ben. Rothwell, James Ballantyne.

Hides and leather — G. S. May, M.P.P.; A. W. Ault, Ed. Wallace.

Retail merchants — S. McClenaghan, J. A. Bryson, L. N. Bate, W. Strachan, S. Gamble, W. G. Charleson, R. M. McMorran, J. T. Fotheringham, R. McGiffin, G. H. Thorburn, H. J. Sims, H. G. Thorburn, J. A. Musgrove, H. G. Ketchum.

Mr. Andrew Holland submitted resolutions regarding the preferential tariff and the conservation of the power of Niagara Falls.

The motion regarding preferential tariff suggests certain restrictions as follows :

"Whereas an overwhelming majority has been recorded in the recent elections in the British Islands against the policy of preferential trade within the Empire; and whereas many of statesmen and influential newspapers in Great Britain have expressed the opinion that our preferential tariff has been of no practical benefit to the British manufacturer; and whereas many of our manufacturers represent that the preference of 33 1-3 per cent. in favor of imports from the Mother Country has exposed them not only to the keen rivalry of the British manufacturer, but also to unfair competition from foreign goods exported as of British manufacture through British ports,

"Resolved that, in the opinion of this board, Parliament should, at its next session, amend the preference clause of the tariff so that it shall apply only to goods imported through Canadian ports, and which are products of such countries as extend a preference to the exports of Canada."

The Niagara resolution follows :

"That in view of the fact that the Province of Ontario is largely dependent on foreign coal for industrial and domestic purposes, this board is of opinion the Federal and Provincial Governments should not enter into any arrangement that would interfere with the right of Canada to develop water powers at Niagara Falls or at any other point along the international boundary; and it is further resolved that legislation should be enacted to prohibit manufacturers of electric power in Canada from selling and transmitting the same across the border under any contract not terminable on one year's notice."

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POSTPONEMENT OF THE ANNUAL MEETING.

The annual meeting of the Dominion Wholesale Grocers' Guild, which was arranged for the 22nd and 23rd ult. at Montreal, has been indefinitely postponed.

There were several important matters to be dealt with, but owing to the legal matters pending at Hamilton it was considered well to await the decision of the courts; immediately judgment is handed down in the case the annual meeting will be called.

HAMILTON TRAVELERS AT-HOME

The At Home given by the Hamilton commercial travelers at the Royal Friday night last, was on all hands acknowledged to be one of the most enjoyable and successful of the many pleasant functions that have been managed by the genial men of the grip hailing from the ambitious city.

The Royal was in gala attire for the occasion, the spacious dining room being cleared, and the lights softened with deep rose shades, while banks of palms filled various recesses. Here the festivities began with a program rendered by Hamilton's best talent, presided over by Mr. George Matheson. The program was as follows :

Piano solo—Irish Diamonds .. ———

Harry J. Allen.

Trio—When I am Gone From Thee. Mrs. Sanderson, Mrs. Clyde Green and L. R. Woodcroft.

Song—There is a Land.....——— George C. Robertson.

Song—(a) Genevieve. ....———

Song—(b) I Know Not Why My Heart is Thine..... ....———

Mrs. Clyde Green.

Reading—Sterling Worth..... ———

Leslie McDonald.

Song—(a) A Chain of Roses....———

Song—(b) The Magic Month of May. Mrs. Sanderson.

Recitation—Spartacus to the Roman Envoys..... .... ——— Lieut.-Col. Stoneman.

Quartet—(a) Believe Me if all Those Endearing Young Charms.———

Quartet—(b) Old Kentuck Home.——— Mrs. Sanderson, Mrs. Clyde Green L. R. Woodcroft, Geo. C..... Robertson.

Harry J. Allen, accompanist.

An element of mystery is always a delight to the Hamilton traveler. The mystery of the program hung round the reading, "Sterling Worth," by Leslie McDonald. The chairman explained that as this was Mr. McDonald's first appearance in public, he would require the assistance of Fred T. Smye, Major J. H. Herring, L. R. Woodcroft and Ed. Dore. It turned out that the reading was an address of appreciation to the three gentlemen first mentioned, and a presentation by Mr. Dore to each of a pair of gold cuff links inscribed H.C.T. The presentation was a surprise, and was a most popular item, being a recognition particularly of the work of these gentlemen in promoting the travelers' gala day last Summer.

The address was as follows:

"Dear Sirs,—We, commercial travelers of Hamilton, have, in the course of many years' pleasant and profitable association with you, learned to admire you for your marked ability and sterling character. In all our relations we have already found you ready and willing to lend a hand in our various undertakings; indeed, we have grown to regard you as almost indispensable to the association. You have endeared yourself to us in many ways, and we desire to express our hearty and sincere appreciation of the noble devotion and self-sacrificing spirit shown by you on so many occasions in our behalf.

"As a slight memento of our esteem and regard, we ask you to accept the accompanying gift. To offer a worthy recompense for your services is beyond our means, and we hope that you will receive this gift, not considering its intrinsic value, but as representing the good wishes and esteem of the Hamilton commercial travelers.

"We trust that many years of good fortune and happiness may attend you and your good lady, and it is our sincerest wish and hope that you will long be spared to be with us, to brighten our meetings with your presence, to inspire us by your counsel, and to wield that great and good influence under which we have already come. Believe us to be your sincere friends, the Hamilton Commercial Travelers."

Mr. Smye responded felicitously, expressing on behalf of himself and fellows their pleasure in doing anything in their power in the interests of the brotherhood.

At the conclusion of the programme the guests, numbering some three hundred and fifty, sought the breakfast room and ladies' cafe, where was served a full course dinner after the excellent manner so well known by mine host of the Royal.

While the dinner was in progress a number of extras on the dance programme were enjoyed by some of the younger set, who would rather dance than eat, and it was somewhat past twelve when the real programme began. The Lomas orchestra was in attendance, and under the inspiration of their entrancing waltzes the gaiety was kept up till after three o'clock.

The Lady patronesses were: Mesdames Fred T. Smye, J. H. Herring, E. J. Fenwick, James Hooper, R. M. Stuart, John Stoneman and P. A. Sommerville.

The committee in charge of the At Home consisted of Chas. Smith, chairman; F. T. Smye, invitation and printing; Geo. Matheson, music; E. Dore and L. R. Woodcroft, dancing; Major J. H. Herring, treasurer, and George G. Austin, secretary.

The stewards were: E. M. Dore, E. J. Fenwick. F. T. Smye, E. E. W. Moore, Leslie McDonald, F. Small, J. Price, Major J. H. Herring, W. Jackson, jr., C. Smith. C. W. Griffin, C. C. Smye.

The travelers made ideal hosts and left no effort unspared to see that their guests had a good time, which, indeed, was no great task with the many fine looking, manly men and such an array of handsome gowned women, it was a poor spirit, indeed, who could not enjoy the dance to the greatest degree.

Notes.

The palm room was a favorite rendezvous.

Special cars left the hotel at convenient hours.

Lieut.-Col. Stoneman still reads his lines with true military fervor.

Secretary Austin was omnipresent and indefatigable in keeping the ball rolling.

Fred Smye has not yet recovered from his blushes on the occasion of the presentation.

Major J. H. Herring, treasurer, is likely to be able to declare a handsome dividend.

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TORONTO.

The inaugural meeting of the council of the Toronto Board of Trade was held on Wednesday the 21st ult. The policy mapped out is quite a pretentious one. Thirty-two new members were received which were stated to be only a first instalment of a large influx. The meeting was preceded by a luncheon tendered by the president, Mr. Peleg Howland, and was a most enjoyable affair.

The chief business at the meeting was the striking of standing committees, the chairmen of which were as follos:

Railway and Transportation—A. E. Kemp, M.P., president.

Freight Rates— John Firstbrook, president.

Legislation—C. F. Jarvis, president.

Municipal Taxation—W. T. White, president.

New Industries—Noel Marshall, president.

Insolvency—Alexander Laird, president.

Technical Education— W. I. Barr, president.

Reception, Development and Tourist—J. D. Allan, president.

Membership—O. F. Rice, president.

Call Board—C. W. Band, David Plewes and D. O. Ellis.

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PORT HOPE RETAIL MERCHANTS MEET.

The annual meeting of the Port Hope Retail Merchants' Association was held Tuesday evening, the 13th ult., in the Y.M.C.A. parlor. The following officers were elected for the ensuing year:

President—Mr. J. F Clark.

1st Vice-President—Mr. W. Williamson.

2nd Vice-President—Mr. John Curtis.

Treasurer—Mr. R. Dunn.

Secretary—Mr. Mark Wickett.

Auditor—Mr. Alfred Fulford

Executive Committee—The officers and Messrs. R. A. Mulholland, W. J. B. Davison, R. A. Scott, and S. E. K. Walker.

Mr. C. D. Cowles, traveling representative of the St. Charles Condensing Co., Limited, Ingersoll, Ont., and St. Charles, Ill., was in Montreal during the week finishing up the trade there prior to leaving for Quebec and the Maritime Provinces.

WINDOW AND INTERIOR DISPLAYS

A. PROVAN AND HIS GROCERY.

One of the oldest grocers on King street, Toronto, is A. Provan, old not in years, but in the trade. Last year he did a business of $65,000, and he began a quarter of a century ago with—well, the amount need not be stated here ; he tells it now as a joke. Last year's business showed an advance over the previous year's of 20 per cent., so that there is good reason for saying that Mr. Provan is progressive and up-to-date.

Mr. Provan (pronounced with the accent on the "van") is a Canadian, York county, in fact, but his strong, clean-shaven face, square cut, firm and self-reliant in every line, bespeaks a Scottish origin. His father and mother were Scotch, one from Glasgow, the other from Edinburgh. The elder Provan came to Canada looking for a home for a girl he had left behind him, and located at St. John, N.B. Later he removed to Ontario and settled at Schomberg, where the future grocer was born 49 years ago last Sunday. A letter, interesting to the Provan family, recently came to light. It was written by the father before leaving Scotland over half a century ago to friends in St. John, N.B., stating that he wanted to get married and was coming to Canada to settle. The letter was in the possession of the son of the man to whom it was addressed.

Interior of A Provan's store, King street east, Toronto.

Entering Bosiness.

Mr. Provan was past his youth and into early manhood when he left the farm and entered Sidney Leonard's store at Schomberg. Mr. Leonard is himself a link with early, almost pioneer, days. He conducted store at Schomberg for 40 years, then handed the business over to his son-in-law, who still has it.

At that time Mr. Leonard did a considerable trade in Toronto in butter and eggs. He opened a store in Toronto, a selling depot for his produce, on the south side of King street, just east of George, and placed Provan, then 24, in charge of it after a six months' trial of him in Schomberg.

A couple of years later Mr. Provan put his fortune to the test, his courage and business sagacity to the fire, and bought the business out. The shelves and fittings were hand-made ; that gives an idea how pretentious it was. But a good trade was done in butter and eggs and gradually a stock of groceries was added.

On the Move Up.

The next move, a few years later, was to buy out F. W. Humphrey, the present wholesale grocer, then conducting a retail business on the south side of King street at the corner of George. Nine years ago Mr. Provan purchased the present business, or rather the business at the present stand, 134 King street east, from R. A. Donald, lately manager of the Pure Gold Manufacturing Co., whose father conducted a grocery business there for many years.

Mr. Provan employs six clerks and a bookkeeper. The output of butter is 1,000 to 1,500 pounds a week, which gives a suggestion of the kind of business it is. Two years ago Mr. Provan bought the stock of Peter Macdonald, Church street, who had been carrying on his business for 40 years.

An Up-to-Date Plant.

Mr. Provan does business with an up-to-date equipment. His tea mixer and coffee mill are driven by electricity. He has continually installed the best equipment he could get for the convenient, economical and cleanly handling of his goods. As an instance of this he recently had put in 100 Walker bins, about 90 of them wall cases, the rest on the sectional bookcase plan. There is not a grocer in Toronto who would not agree that Mr. Provan's store was one of the last to need this sort of an improvement. He has a big business and an efficient store plant. But Mr. Provan is progressive. He does not wait to be overtaken by the need for improvement and partially crippled by the stock. He looks ahead and makes improvements when they will keep him at the head of the procession and not just in time to prevent his dropping out at the tail end.

The counter side of Mr. Provan's store as it now appears is shown in the accompanying illustration. The new bins and the shelf room divide the wall about evenly. The front of each bin is of glass and a movable back makes a bin for the display of the commodity within, a very cleanly and attractive way of showing bulk goods.

Two years ago Mr. Provan went with his wife on a two months holiday to the Pacific coast. They went by the C. P.R. to Vancouver, down the coast to San Francisco, saw a good deal of California, and home by Salt Lake and St. Louis, stopping a day or two wherever they felt inclined.

W. H. Roach & Co., dry goods merchants, Windsor, N.S., had a most attractive and unique window trim recently. It was a miniature circus worked by unseen mechanism. There was the big tent with the usual notice, the procession of animals, acrobats and riders, which all passed before the eye in the most natural manner. Mr. Rafuse invented and arranged the attraction and was much congratulated on his work.

CANADA FLAKES FOR GREAT BRITAIN.

Mr. Arthur Sutcliffe, of Sutcliffe & Bingham, Manchester, England, (manufacturers of Kkovah jellies, etc.) saw the ad of Canada Flakes in The Canadian Grocer some months ago. The result was correspondence and cablegrams culminating in his appearance in Peterborough on a special mission of securing control of Canada Flakes for Great Britain. We understand that an arrangement has been made with the Peterborough Cereal Co. accordingly. Canada Flakes should certainly receive proper care in Britain under such able management.

ORDER OF THE RED ROSE

Toronto was the scene last week of a conclave of the enthusiastic order of the Red Rose, otherwise known as the traveling staff of T. H. Estabrooks, the Red Rose tea man. The occasion of the gathering was the opening of the firms handsome new premises, 3 Wellington street east, and the installation of a new manager, in the person of Mr. George H. Campbell.

Mr. Campbell assumes his new duties under favorable auspices. He has for over five years represented Red Rose tea in Western Ontario, is thoroughly acquainted with the Ontario field and has that buoyant energy and pleasing address that means so much in successful salesmanship.

It is quite evident that Mr. Campbell was already secure in the loyalty of his staff and that an esprit de corps estisted among the men that presages good. The travelers present were: Walter C. Gaden, Montreal; B. R. James Norris, Kingston; Robert W. Vout and Bert A. Fisher, Brockville; Rupert Pratt, Walter A. Harrison, W. T. Chapman, George E. Taylor, and George H. Campbell, Toronto. Mr. Estabrooks was detained in St. John and could not be present.

Mr. G. H. Campbell,
Ontario Manager "Red Rose" Tea..

This was the first gathering of the travelers since the removal to the new premises and the men were greatly pleased with them. The offices are handsomely finished and furnished in quarter cut oak, are splendidly lighted and steam heated. The warehouse is large, airy and bright, and scrupulously clean, evidencing system and forethought in the arrangement.

The men arrived Friday and immediately began discussing plans for the season. In the evening a demonstration of Red Rose tea was given at the Young Woman's Christian Guild and the travelers seized the opportunity of serving the tea themselves. Red roses formed the decorations and were distributed as favors. The Red Rose song to the tune of "The Good Old Summer Time," led by Mr. Walter C. Gaden, made a great hit.

Saturday was a busy day, from early in the morning till seven at night with a slight intermission in the way of luncheon at the King Edward. But business concluded, "the enthusiastic order" went out on pleasure bent.

After dinner at the King Edward, the whole company with representatives of the press, made a very jolly box party at the Princess to see Richard Mansfield in Don Carlos. Every man was adorned with a handsome red rose on his lapel and sprays of red roses decorated the boxes. Speculation was rife in the parquette as to the significance of the red roses, and one perplexed individual advanced the theory that the decorations had some reference to the wars of the roses.

To wind up the evening's pleasure, supper was served after the theatre in McConkey's best style. Here again red roses formed the table decorations. Red Rose tea in pots took the place of cafe noir. The ice cream was served molded to represent red roses, and when finally, having done themselves credit as good trenchermen, the guests in the wee sma' hours rose to to seek their several beds, the Red Rose doxology was sung with fervor and effect.

It is just about 10 years ago that T. H. Estabrooks started in the tea business in a small way at the north market wharf, St. John, N.B. The success with which his Red Rose tea has met is known to readers of The Grocer. Five years ago a branch was started in Toronto and now the growth of Ontario

business has made necessary the handsome building now occupied. With present facilities the outlook must be very encouraging both to Mr. Campbell and Mr. Estabrooks.

The song in which the travelers so delight runs as follows:

My name is Rosey Gearey,
I am bright as you can see,
I never drink coffee for breakfast,
But always take Red Rose tea.
It helps to digest my victuals,
I'm as happy as can be,
You will all bring sunshine to your homes,
If you drink Red Rose tea.

Chorus:

Dear old Red Rose tea,
You are the stuff for me,
If they should take you away from me
How angry I would be.
You make me well when I am sick,
And then I jump with glee,
No doctor need come round our house
When we have Red Rose tea.

FOOD FAIR IN MONTREAL.

The S. Carsley Company's food fair, which is an annual occurrence, opened on February 1st and will finish March 1st. The fair has attracted the usual amount of interest of the consumers of groceries who are in the habit of patronizing Carsley's. That part of the grocery department around the elevators on the east side, and near the centre stairs leading to the basement, was given over to the food fair. The displays were quite up to the usual standard, and aroused much favorable comment among visitors to that part of the store.

Khovah Jellies.

One of the largest and most attractive booths was that of Sutcliffe & Bingham, Ltd., Manchester, England, which was in charge of Mr. Bradwell, the company's Montreal agent. This firm, which is known all over Canada for its Khovah jellies, had prepared samples of all their goods, which were served out to those wishing to test the quality of the jellies and different dishes, such as blanc mange, in which they were used in the making. Custard and egg powders, lemon squash and marmalade all found places in the booth.

Comfort Soap.

Alongside this exhibit was the display of Pugsley, Dingman & Company, manufacturers of Comfort Soap. Their novel electric sign, which could be seen from any part of the grocery department, was much admired. The goods which they displayed were Comfort Soap and Handy Ammonia.

Orange Meat.

R. B. Hall & Son, Montreal, agents for the Frontenac Cereal Company, of Kingston, had a very tastily arranged booth which advertised the merits of "Orange Meat." Premiums obtainable by the thrifty who save the coupons enclosed in Orange Meat packages were on view also.

Wee MacGregor Oat Cake.

"Just like mother used to make," is the way the Wee MacGregor Company of Toronto describes their Scotch Scones and Oat Cakes which were handed out to lovers of things tasty and substantial who visited the fair. This company's exhibit was situated in a prominent place and showed up well. The aroma of the cooking scones and cakes carried all over the grocery department. It might be mentioned that the stand was in charge of Miss Syne, of Glasgow, Scotland, who has had some seven years' experience in baking these favorite Scotch cakes and work of this description.

W. H. Dunn's Exhibit.

Mr. Wm. H. Dunn had, as usual, a fine exhibit of Borden's Eagle brand milk and Peerless brand cream. Bensdorps Cocoa and Pure Gold Jellies, for which Mr. Dunn is eastern agent, both occupied places in his booth which was tastefully decorated with pretty hangers setting forth the qualities of the different goods on exhibition. Cocoa and jellies were served to visitors.

Bovril Exhibit.

The Bovril company had a nice stand for the first couple of weeks of the show, and the merits of this fluid were once more prominently before the public.

St. Charles Condensed Milk Co.

St. Charles evaporated cream, "Silver Cow," "Purity" and "Good Luck" milks were shown by C. D. Cowles, travelling representative of the company, and W. H. Halford, representative of S. H. Ewing & Sons, the Montreal agents for this cream and these milks. Ewing & Sons had a very nice display of "Club" brand coffee in connection with this booth.

Lipton's teas and coffees occupied a central position. The samples served sufficed to show the quality of the goods offered for sale.

Shredded Wheat.

Mr. C. Giltrap had charge of the Shredded Wheat stand. The manufacturers of shredded wheat and triscuit, The Natural Food Co., Niagara Falls, N.Y., always have a splendid stand, and this year was no exception. Chocolate eclairs, jellies, blanc mange and hot dishes served up made from shredded wheat with other ingredients were quite appetizing in appearance and did not deceive when tasted.

Grocers' Trading Company.

J. T. Eadie, of the Grocers' Trading Company, had a fine booth displaying the products of that firm: maple syrup, cream, butter and sugar.

Canada Flakes.

The Peterborough Cereal Company's display of Canada Flakes attracted much attention. The stand was in charge of Mr. Silock, Montreal agent.

Considerable extra business resulted from the food fair, as is always the case, and as a rule quite a number of shoppers were to be seen clustered around the different booths, eagerly sampling the goods offered for sale, discussing the merits of the same, and comparing them to other food stuffs in the same line exhibited perhaps just opposite.

The exhibition as a whole reflects credit upon the manager of the S. Sarsley Co.'s grocery department, Mr. A. Foreman, who, since its inception, has been most assiduous in assisting the managers and help of the various exhibits to a proper arrangement of the fair. From the Grocer's standpoint an improvement in the arrangement of the various exhibits could have been made by extending the large store-room space in the extreme rear of the basement and thus forming a square, around the sides of which the exhibitors' booths could have been arranged. However, the best possible use of the available space was made by Mr. Foreman, and no doubt visitors to Carsley's during the fair are thoroughly satisfied and instructed in the preparation of the various specialties and the exhibition will receive due advertisement.

CANNING FACTORY NOTES.

In an interview with Mr. David Marshall, of the Canadian Canners, last week it was learned that as a result of his trip to the canners' convention at Atlantic City the previous week a considerable quantity of new machinery had been secured for several of the factories belonging to the company. The new machinery includes several Hawkins cappers, also a number of tomato fillers. These machines will be placed in the factories at Delhi, Niagara-on-the-Lake, St. Catharines, Grimsby, Bolter & Sons, Picton; Sandwich, Miller & Co., Trenton; A. B. Saylor Canning Co., Bloomfield, Wellington and Leamington.

The canners are building a new factory at Picton, replacing the old A. C. Miller factory.

The new equipment is expected to facilitate the operations of next season very considerably.

THE POSSIBILITIES OF NEW ONTARIO.

A traveler for one of the large wholesale grocery firms, the member of the staff who circulates for business in the north country, speaking of Cobalt, which he visits every third week, said: "There are 30 or 40 places of business there, principally general stores carrying full stocks of all lines of goods. The number seems large, but they will not more than supply the demands of the multitudes expected to arrive in the new silver camp in the Spring."

This gentleman is thoroughly convinced of the importance and possibilities of the north country. "Sudbury," said he, "will in the very near future be a busy railway centre with the James Bay Railway and the C.P.R.'s new short line to Toronto. These with the Hutton iron mine behind it and the million dollar smelter at Copper Cliff on the west will make it one of the busy places of the earth."

He quoted Charles M. Schwab as saying recently that more money would be made in New Ontario by new men in the next ten years from mines than had been made in the United States in the past ten years from industrials.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Bode's Gum Co., Montreal.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Sprague Canning Co., Chicago, Ill.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk and Canning Co Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Cupon Co., Indianapolis, Ind.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Bowman, John, & Son, Rossport, Ont.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Griffin & Culverwell, Bristol, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts, A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
American Pure Food Co., Montreal.
Egg-O-See, Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co. Goderich.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Sutcliffe-Muir Milling Co., Moosomin.

Grocers—Wholesale.
Balfour & Co., Hamilton.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Major, S. J., Ottawa.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Grocers Engineering Co., London, Eng.
MaxAmsMachinery Co., Mt. Vernon, N.Y.

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fittings.
Fletcher Mfg. Co., Toronto.
Walker Pivoted Bin & Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Crain, Rolla L. Co., Ottawa.

Malt Extract.
Sleeman, Geo., Guelph, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Fellowes & Fellowes, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McLauchlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Ozo Mfg. Co., Montreal.
Paterson's—Rose & Laflamme, Montreal
Purnell, Webb & Co, Bristol, Eng.
Suaut Co.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
James' Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Potatoes.
Hannah, R. W., Toronto.

Poultry and Cattle Food.
Bate, H. N., & Sons, Ottawa,
Myers' Royal Spice Co., Niagara Falls, Ont

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Dominion Salt Agency, London, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
Duncan Co., Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Kenney, T., & Son., Hallerton, Que.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville & Co., Winnipeg and Brandon
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Salada Tea Co., Montreal and Toronto
Minto Bros., Toronto.
Mokara Mills, Montreal.
Todhunter, Mitchell & Co., Toronto.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.
Hugli, Albert, Toronto
Reckitt's Blue—Gilmour Bros., Montreal.
Sawyer Crystal Blue Co., Boston, Mass.

Wines, Liquors, Etc.
Sleeman, Geo., Guelph, Ont,

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper. Paper Bags, Twine, Etc.
Canada Paper Co., Toronto.
Hamilton Cotton Co., Hamilton, Ont.

Yeast.
Gillett, E. W., Co., Toronto.

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THE CANADIAN GROCER

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NEW ADVERTISEMENTS.

American Pure Food Co.
Bowman, John, & Son.
Kingery Manufacturing Co.
Miller Bros.
Red Rose Tea.

ASSIGNMENT NOT JUSTIFIED.

W. J. McKissock, of Strathavon, near Owen Sound, farmer and general merchant, assigned recently to Osler Wade, assignee, acting for an important Toronto dry goods house. His assets amounted to $8,991.64, and his liabilities to $5,468.65, leaving a surplus of $3,522.99.

Why did he assign?

He had sent a letter to several of his creditors stating he would have to have an extension or they might come and take the stock. His replies came in the form of representatives of two assignees. Mr. Wade's man was first, because he moved faster, and it may be guessed, he did not twiddle his thumbs long before securing the assignment.

When the creditors met in Toronto the wholesale firm which had initiated the proceedings were surprised at the solvent condition of the estate. They were sorry the assignment had been made. An Owen Sound creditor objected that the assignment should not have been made, and the representative of the Toronto house agreed with him.

Mr. McKissock, who had started the store two years ago, had a $4,000 stock, a $3,700 farm, and did business in a year equal to about the value of his stock. That turnover could not make the business pay. The Toronto man said to the Owen Sounder: "Guarantee us our account, $520, and we will pay the expenses of the assignment thus far incurred."

The north country man could not see his way to do that, so the trade creditors agreed to take 85 cents on the dollar. The total expenses of the assignment will be about $125, and the 15 cents more than make that good. The local creditors undertake to see the trade creditors paid by March 1st, and the estate has been handed back.

A little enquiry by the wholesalers would have prevented this assignment, and a lot of trouble and worry. It was easier, however, to hand the merchant's letter to an assignee. The fact that Mr. McKissock was not displaying keen business acumen should have inspired consideration rather than peremptory measures. The wholesalers did not mean to be harsh; they just didn't think. They did what was customary.

This case should suggest that a little investigation, or at least enquiry, precede instructions to an assignee.

CANADA AND THE EAST.

Not the least significant of Sir Wilfrid Laurier's statements at the Toronto banquet last week was this:

"Up to the present moment we have markets chiefly in Europe, but the time has come when we must seek markets in the Orient."

Sir Wilfrid urged that Canada should improve the natural advantages afforded by its geographical position as the nearest trade route between China or Japan, with their four or five hundred millions of people, and the European markets. The present time by steamer from London to Hong Kong via the Suez Canal is about 33 days. The C.P.R.'s new time via Canada is 22 days. Routes of trade and their changes have done more to make and unmake great commercial centres than all the wars and earthquakes in history. Babylon decayed as soon as the trade between east and west was sent by boat instead of by caravan, and Alexandria and Venice grew up. They in turn declined when Vasco de Gama rounded the Cape of Good Hope and Columbus discovered America. Empire followed in the wake of the trader.

Sir Wilfrid said: "I hope that I shall live long enough to see the Canadian Pacific Railway and the Grand Trunk Railway passing with trains full of passengers, full of wheat and flour, and bringing back tea and silks and passengers, and transmitting them to all parts of the civilized world."

Canada seems to have shared in the awakening of the east. In 1904 we sold to China and Japan goods to the value of $568,983. Last year that sum increased to $1,520,053, an increase of nearly threefold in one year.

But the total of Canada's trade with China and Japan during thirty years is a tale not so heartening. In 1873 it amounted to $1,709,856. In four years it fell to $455,755, and ten years later was up to $2,819,584. Since that time it has varied year by year, never going below two millions, seldom going much above three. High water mark was in 1896, $3,339,429. In 1904 it was $3,134,959; then last year made a new high record, $3,990,776.

The balance of trade throughout has been with the East. Canada has bought much more than it has sold. The highest point was reached in 1892, when our exports to China and Japan were worth $3,016,857. In 1904 the value was $2,565,976, and last year, $2,470,723.

It was the development of our sales to the East and the development of the carrying trade between Asia and Europe that engaged the Premier's attention, and his plea comes aptly upon the heels of what might be termed potentially an epoch-making advance in Canada's sales to Japan and China.

The Government of Canada has not become interested in this trade development any too soon. Mr. J. D. Allan, returning from a trip to the Orient in 1903, urged the immediate necessity of activity in that direction. In an article in the Canadian Grocer he pointed out what other governments were doing to secure their peoples a share of the Oriental trade awakening, and he pointed out the significance of the increase in the total value of exports to China from the United States, described by Sir Wilfrid as "our only competitor." Between 1880 and 1902 United States sales to China jumped from $1,101,383 to $24,722,906. Between those years Canada's exports to China and Japan combined increased from $37,546 to $570,586, the total last year was $1,520,053.

A LESSON FROM THE U. S. IN PURE FOOD.

True it is that "corporate bodies move cumbrously"; even necessity fails to arouse the needed animation. It has taken upwards of fifteen years of agitation to secure a move in the right direction by the United States Congress in the form of an enactment of a pure food law. Surely this should stand as a salutary warning to the Dominion Parliament. Are we free from the evils of adulteration? The Government reports from time to time conclusively answer that question in the negative.

In almost everything we eat or drink there are adulterations, many of them harmless, perhaps, but still adulterations that should not be permitted to deceive the consumer.

To adulterate food is an offence so universal, so insidious and so difficult to detect that it has been committed with impunity.

One reason for this laxity is perhaps due to the fact that when a retail merchant is detected selling adulterated food and the adulteration can only be shown by a chemical analysis, the feeling arises that so far as he is concerned, at least, the offence is only technical. The grocer is not a chemist, nor can he be expected to add an analytical chemist to his staff.

The wholesale merchant also is generally held to have done his duty in buying his wares from a reputable source without having every consignment of goods subject to a chemical analysis.

We are thus thrown back upon the manufacturer, upon whom the responsibility for adulteration really rests, and in his case it is necessary that the law should really anticipate the fraudulent practices of irresponsible factories.

A short time ago Prof. Wiley, chief of the Chemistry Bureau of the Department of Agriculture, declared that the food the people daily consumed was loaded with germ life of a harmful nature. The condition revealed by analysis of canned goods was shown to be a menace to public health. All this is worth considering in Canada, as it shows a condition to which we will inevitably drift unless Parliament acts promptly and adopts legislation enforcing the correct labelling of foods and drugs.

The law to which the United States Congress has assented makes it a misdemeanor to manufacture or sell adulterated or misbranded foods, drugs, medicines, or liquors in the United States, and prohibits the shipment of such goods from one state to another or to a foreign country. It also prohibits the receipt of such goods. Offences are punishable by a fine of $500 or by imprisonment for one year, or both. In the case of corporations, officials in charge are made amenable.

The law requires the Treasury Department and the Department of Commerce and Labor to agree upon regulations for the collection and examination of the articles enumerated, and specific provision is made for investigation by the Department of Agriculture.

The bureau also defines foods, drugs, medicines, and liquors, and also defines the standards for them. This is serious legislation, as it makes abundant provision for the enforcement of the law. Our own Government has an excellent example to follow.

CONFEDERATION WITH BRITISH WEST INDIES.

The movement for a close bond between the British West Indies and Canada has again come to the front, and is a measure which would be most heartily received by everyone who has given the idea consideration.

At a recent meeting of the grain and flour section of the Toronto Board of Trade a resolution was unanimously adopted to the effect that the British Government would be justified in making liberal terms with the British West Indies to accomplish the confederation. The advantages were fully explained in the following terms of the resolution passed:

"Canada would produce within its borders all the tropical products, and the citizens of this country would get the benefit of these without the payment of duty on the same, and we would also get the benefit of new markets for our agricultural products, without the payment of heavy duties, which are now largely supplied from the United States, notwithstanding the fact that they are parts of the British Empire. We further believe that the admission of the West India islands into the confederation would form a strong inducement to bring Newfoundland in, as it would give them a market for their fisheries without the payment of duties, and would place them in a stronger position to resist the demand of the United States for rights in the Newfoundland fisheries."

TORONTO'S APPETITE FOR INDUSTRIES.

Toronto's city council is in the throes of a controversy over the creation of a new office, the duties of which would be to bring industries to the city. A strong section of council is opposed to it on the grounds that the city is doing very well and that the present officials and the Board of Control can take care of the business.

One enthusiastic advocate of appointing a commissioner of industries made the ingenuous proposal that such an official might go through the smaller towns of the province and induce manufacturers there to remove to the city. That line of action would be suicidal. Toronto will grow as Ontario develops and not otherwise. To go through the country with a drag net to centralize manufacturing industry at Toronto would work a great injury alike to the city and the province, to the industrial and agrarian interests.

Surely the tide of young manhood and womanhood from the country to the centres of population is too fast and strong now. That is one grave consideration the aldermanic enthusiast overlooked. Another is that Toronto is growing fast enough for the comfort of its own citizens. But the most obvious is that to strike at the local interests centreing about even a village industry is to strike at Toronto as the industrial, educational and commercial capital of the province.

One word more. Does Toronto imagine that the small towns and villages and the smaller cities would lie down and take it? Toronto has been complaining for years that the smaller places have had unfair advantage in offering inducements to industries. The answer to such a campaign as is proposed would be swift and sure, and Toronto's council should remember that the city, compared to the rest of the province, cuts a small figure in moulding the acts of the Legislature.

ADVERTISING SUCCESS AND COMPETITION.

An English advertising expert tells of a prominent manufacturer whose principal output was an article which sold for a shilling, and which, being extensively advertised, was also extensively imitated.

In order to meet the competition of substitutes the manufacturer set apart a portion of his output and sold it at sixpence under another name.

The sixpenny article knocked out the competition, but though it was identical with the shilling article except in the name, it never sold as well. The shilling goods were advertised, the sixpenny goods were not.

The unadvertised product could not compete with the advertised product at half the price.

OUR QUESTION PAGE

THE GROCER will be pleased to receive enquiries on any interesting subject, for answering on this page.

Ques.—A reader of The Canadian Grocer sends in the following question: "Would you kindly inform me through your valuable paper whether you reckon the percentage of gain on cost price or selling price?"

Ans.—The question our correspondent asks is one of universal interest. We will in consequence go to some length to answer it, and in doing so will embody some very forceful illustrations given by an ex-president of the U. S. National Retail Grocers' Association, Mr. George Scherer:

The figuring of profits is a vital point to every merchant. The question of percentage is a mathematical problem which seems to be a vexing one to many. Although there are a great many valuable things connected with the every day arithmetic used by all business men, the item of profits is the paramount issue, and extreme care should be used to be sure one is right when a per cent. is added to the cost, or taken from the selling price. A few examples are here given to elucidate our points.

The young man emerging on his business career will often fall into the trap of figuring percentage on a wrong basis. Take as an example: "A" buys a stock of goods and marks them for sale. It is thought a very good profit to mark them up 25 per cent., and that is usually done on the cost of the goods. At the close of the year if he finds that his expenses will average 20 per cent. that he figures on the sales as it is usually done, thinks that he is doing very well, allowing that he has figured on the expense account, the usual expenses, his own salary, interest on capital, and a reasonable per cent. for the depreciation of goods. Say his sales amount to $30,000 per year. He would at once figure that he would clear 5 per cent., which would make him $1,500 over and above expenses. For a starter that would not be so bad, but let us analyze this proposition. We will take one item for an example. Say an article costs 80 cents, he marks it up 25 per cent. on the cost price, the selling price would be $1. Now his expense is 20 per cent. We take it for granted in the above case that this item of expense is figured on the sales which the average merchant does. Twenty per cent. of $1 is 20 cents. Take that from the selling price, and you have your original net cost of 80 cents back, and the 5 per cent. is lost in the shuffle.

Take another example, if you wish to illustrate this a little further: Mr. "A" has buggies in his wareroom which cost him $40. He concludes to clean up some of his over-stock and advertises an auction sale. He agrees with the auctioneer to pay him 33 1-3 per cent. on the sales. Now he sells a buggy at $60, and tells the auctioneer to let her go. It cost him $40, he is figuring that he is making 50 per cent. on the investment. Good enough; he is paying 33 1-3 per cent. for the sale of the article, which means $20, and you will see that his 33 1-3 per cent. on the sale of the article has cancelled his 50 per cent. on the cost.

Take another example if you like: A party buys a large stock of goods. To cover depreciation and other charges or expenses, he marks the stock up 10 per cent. on the invoices. In the course of time the party concludes to sell the stock out at an actual cost, and after taking the figures down on the marked cost price, he agrees to take off 10 per cent. Did he receive his original cost? Let us see. We will say the original invoice was $100,000. He marked the same up 10 per cent.; that would be $10,000; marked invoice would be $110,000. Take off 10 per cent. of that amount and you will have $11,000, this amount taken off the marked cost would leave $99,000. He would be short $1,000 by this process.

It is evident that in figuring percentage of profits and expenses, there must be care exercised or the merchant will get the worst of it. We believe the only safe and good business plan is to figure profits and expenses on the selling price.

The following table will show the comparative result on selling price:

Cost.	Per cent. Profit.	Selling Price.	Per cent. Expenses.	Net Amount.
$1.00	25	$1.25	20	$1.00
1.00	50	1.50	50	.90
1.00	100	2.00	80	.40

REMOVAL OF OFFICES.

The Japan Central Tea Traders' Association, Mr. Shaw T. Nishimura, representative, has removed from the offices formerly occupied on St. Alexis street to new quarters at 55 St. Francis Xavier street. The new offices are much ahead of the old ones, being better lighted, situated in a more convenient district, and containing every modern improvement for the conduct of a business of this character, where plenty of light is required.

ONTARIO'S SALT SEA FISHERIES.

A syndicate has been formed, combining both capital and engineering ability, to open up a rail and river route between Lake Superior and Hudson Bay. This much information has been vouchsafed by the Monetary Times, which has begun a campaign in favor of a Provincial Government guarantee of the railway bonds to the extent of $10,000 a mile and a land grant of twelve sections per mile. The purpose of the enterprise is to give access to the Hudson Bay fisheries.

A pamphlet signed by Mr. Edgar A. Wills has been issued, entitled "Document 'A,' Monetary Times' Hudson Bay Commercial Access Series." It is accompanied by "Circular No. 1." a reprint of an editorial in last week's Times.

Mr. Wills' pamphlet deals with the importance of Hudson Bay fisheries, at present entirely neglected because of the difficulty and uncertainty by reason of ice floes, of entrance to the bay. The new route proposed is a railway from Jackfish Bay on Lake Superior 250 miles to the Albany River, then by river steamer 200 miles to the bay. The immediate value of the fisheries he estimates at $18,000,000 a year, with illimitable possibilities. He quotes the daily press to show that the American fish trusts make the price of fish to the people of Ontario almost prohibitive.

HOW GROCERS PLAY HOCKEY.

The hockey team of T. Kinnear & Co. made a great showing in the Markham tournament which closed last Saturday evening. It certainly speaks well for the quality of hockey played in the Toronto Grocery League, for the Kinnear team reached the finals and were then beaten by only a goal by the strong Fenelon Falls team, the score at the finish being 2 goals to 1. The Falls boys won the gold medals by that narrow margin.

The final game was played before the largest and most enthusiastic crowd ever assembled in Markham rink. Not till the bell rang for full time was either team sure of a victory. Fenelon Falls sent a special train with 150 rooters, while the Kinnears had a large following on the special train from Toronto. The immense crowd looked for the Falls to win by a large score, but the magnificent game of the Kinnears was a surprise to all present.

Fred Waghorne was a capable and impartial referee, nipping in the bud any tendency to roughness. Eleven Fenelon Fells and nine Kinnears decorated the fence. The teams:

Fenelon Falls—Lane, goal; Ellis, point; Burgess, cover-point; Ouellett, centre; Deyman, rover; Beauteau, left wing; Jovce, right wing.

Kinnears—Nasmith, goal; Coryell, point; Humphrey, cover-point; Morton, centre; Hutchins, rover; Lang, left wing; Kinnear, right wing.

Referee, F. C. Waghorne, Toronto.

The standing in the Toronto Wholesale Grocery League is as follows:

	Won	Lost
T. Kinnear & Co.	5	1
Brokers	3	1
Jas. Lumbers	4	2
Canada Grocers	1	3
H. P. Eckardt & Co.	0	6

DIRECTORY OF DIRECTORS, 1906.

Edited by W. R. Houston. Houston's Standard Publications, 83 Yonge street, Toronto, Ont.

When one considers the immense number of incorporated companies in Canada, and the rapidity with which new companies are being forced and launched, a book such as this becomes a necessity. The wonder is that it was not conceived years ago. At any rate, the present volume is a welcome one and should prove of value in many quarters.

Part I. of the directory gives in alphabetical order the names and addresses of all directors and officers, with the names of the companies with which they are connected. The names are printed in a black face type, making it an easy matter to pick out any name required.

Part II. is given over to a classified list of companies, their place of business, their directors and officers. The classification covers banks and trust companies, insurance companies, land, loan and savings companies, light power and water companies, telegraph and telephone companies, transportation companies and manufacturing and miscellaneous companies.

BUSINESS CHANGES.

Minnie Mitchell (estate), grocer, Hamilton, Ont., stock sold.

H. A. Sirois & Co., flour, Montreal, Que., dissolved.

Eug. Berube, tobacconist, Fraserville, Que., assets sold.

T. R. Horn, groceries, Pembroke, Ont., assets sold.

Hector Laframboise, baker, St. Laurent, Que., has assigned.

Dubensky & Co., general merchants, Bancroft, Ont., stock seized.

Wm. J. Swain, grocer, Toronto, Ont., has sold out to Turner & Co.

Nap. Bigaouette, general merchant, Grand Pabos, Que., assets sold.

Adam Huget, grocer, Morden, Man., has assigned to C. H. Newton.

C. A. Leeder, Battleford, Sask., has sold out to McGregor & McKie.

Osborne & McFarlane, flour and feed, Louise Bridge, Man., have dissolved.

Thorburn & Sparling, general merchants, Dysart, Sask., have assigned.

Sackville Bakery, bakers and grocers, Sackville, N.B., sold to F. T. Siddal.

The Imperial Syrup Co., Montreal, Que., Fred Welker, president, registered.

A. N. Drouin, general merchant, L'Annonciation, Que., A. Lamarche, curator.

Dingman & Vipond, general merchants, Eastman, Que., have registered.

Long & Co., confectioners, Woodstock, Ont., have assigned to Henry Dickenson.

W. F. Empey, general merchant, Hammond, Ont., seeking extension of time.

John Armstrong, general merchant, Brigden and Bradshaw, Ont., sold out.

Jos. Boudreault, grocer, Les Eboulements, Que., has assigned to V. E. Paradis.

Arthur Lepage, grocer, Montreal (St. Louis) has assigned to Alex. Desmarteau.

J. H. Maunder, general merchant, Cameron, Ont., advertising business for sale.

Frank Pratt, general merchant, Crystal Spring, Sask., has sold to Lyons & Reid.

W. H. Dickson, general merchant, Quyon, Que., has succeeded Quyon Supply Co.

J. K. Blain, general merchant, Abingdon, Ont., has been succeeded by A. M. Snyder.

The Fox Bros. Co., pork packers, Toronto, Ont., have assigned to E. R. C. Clarkson.

E. A. Tremblay, general merchant, St. Irenee, Que., is offering to compromise.

H. Henderson, general merchant, Dunham, Que., has assigned to A. Lamarche.

J. W. L. Forget, general merchant, Carillon, Que., has assigned to A. Lamarche.

Wm. Baskerville, grocer, etc., Norwich, Ont., advertising bakery business for sale.

S. E. Landry, general merchant, Port Morien, N.S., has assigned for benefit of creditors.

Levesque & Fils, general merchants, Ste. Flavie Station, Que., offering to compromise.

McKenney & Co., general merchants, Battleford, Sask., have sold out to C. A. Leeder.

Irvine & Clare, general merchants, Nutana, Sask., have been succeeded by Clare & Young.

Elizabeth Montgomery, grocer and confectioner, Walkerton, Ont., has sold out to W. A. Clarke.

Ant. Garneau, general merchant, Pont Rouge, Que., assets advertised to be sold on the 2nd inst.

J. E. Paquet, groceries and liquors, Lauzon, Que., assigned, Alf. Lemieux, provisional guardian.

O. W. Martin & Co., grocers, flour and feed, Trenton, Ont., have assigned to James B. Murdoff.

Hector Matteau, general merchant, St. Elie, Que., has assigned to Lafaivre & Taschereau, provisional guardians.

Thos. Cote, general merchant, St. Hilarion, Que., has assigned to Lafaivre & Taschereau, provisional guardians.

B. Glasserman (estate of), general merchant, Regina, Sask., sheriff's sale was to have taken place on the 1st inst.

T. A. Bourque & Co., grocers, Sherbrooke, Que., have dissolved, Joseph T. Poulin and Sylvio Robitaille now registered.

Pierre Leblanc, baker, Daveluyville, Que., has assigned to Kent & Turcotte; meeting of creditors was to have been on the 26th ult.

W. J. Braidwood, grocer, Galt, Ont., has assigned to N. L. Martin, Toronto. Meeting of creditors was to have been on the 1st inst.

Dobie & Cade, general merchants, Bruce Mines, Ont., dissolved, A. R. Cade selling his interest to Mary C. Dobie, of Thessalon.

Mrs. M. J. Sprole, general merchant and agricultural implements, Harrowsmith, Ont., has assigned to Oliver Chown, Kingston, Ont. Meeting of creditors was to have been on the 28th inst.

Tew & Setterington have bought the grocery business of Geo. McIntyre, Leamington, taking possession on Tuesday the 27th ult. Mr. Tew is a native of Toronto, where he had seven years' experience in the grocery business. Mr. Setterington is a well-known Leamington man.

HINTS TO BUYERS.

The banana market was never so good as at present for this season of the year. Prices are easily 40c. bunch higher than last year. The open Winter is the reason given, which enables their being handled without danger of being chilled. White & Co., Toronto and Hamilton.

A. F. MacLaren Imperial Cheese Co., Limited, report a very satisfactory and rapidly increasing demand for Imperial Peanut Butter, one of the latest table delicacies. It is now stocked in the first-class stores. Write for prices.

S. J. Major, Limited, Ottawa, are booking orders for vinegar for delivery in May. Best values both as regards standard strength and prices guaranteed.

The lemon market is very active with stocks very light. Two cars of "Home Guard" brand Messinas arrived on the market this week and were eagerly taken by the best trade. This brand is very popular in Toronto. White & Co., Toronto and Hamilton.

Laporte, Martin & Co. are offering great reductions on considerable quantities of French and Norwegian sardines, red and rose salmon, herrings, and red trout in barrels and half barrels. They also offer at great bargain 1,000 boxes of the best imported selected Spanish raisins.

Maconochie's products, such as fish, marmalade, pickles, etc., are meeting with a large and steady demand, and the selling agents, the A. F. MacLaren Imperial Cheese Co., Limited, are now taking orders for shipment on the opening of navigation. Their condensed price list of these goods will interest you. A post card will bring it.

The present is an opportune time for buyers to write S. J. Major, Limited, Ottawa, for special values in prunes, of which they carry a full stock at interesting prices.

Do you sell matches? If you are open for a match deal, communicate with A. F. MacLaren Imperial Cheese Co., Limited. They have something to tell you worth listening to.

Grocers would do well to see the travelers of Laporte, Martin & Co. to telephone or write their office if at any time they wish to obtain barrels or half barrels of first-class Labrador red trout. Laporte, Martin & Co., Limited, have received a large consignment of these fine trout, but owing to the scarcity of cod and salmon, the quantity remaining is not very large and dealers should buy before it is too late.

A. F. MacLaren Imperial Cheese Co., Limited, advise an exceptionally heavy demand at this time for the popular first run sap Beauce maple syrup, no doubt due to the exceptional prices and terms they are quoting. Get them.

Grocers would do well to examine their stock of teas and to send to Laporte, Martin & Co. for samples of all lines which they intend to carry in stock. The stock of teas carried by Laporte, Martin & Co. is one of the most complete in the country and their prices are right. Samples will be sent for the asking, and the best quotations will be sent by return mail when asked for.

A. F. MacLaren Imperial Cheese Co., Limited, report having some fine September and October cheddars and flats, texture and flavor A1, on which they will quote closest prices.

The California orange market continues its upward rise. At going to press to-day the ruling quotation F.O.B. California for extra fancy is $2.35 per box, which means $3.50 per box cost delivered at the Toronto market. It is, therefore, likely that considerably higher prices will prevail now.

White & Co., Limited, are handling the bulk of the California celery just now. The crop in California is exhausted, but White & Co. were fortunate in securing a few cases and storing.

L. Chaput Fils & Cie have about 200 cases of Bee Brand goods which they will sell to good buyers with a liberal discount. Communicate with them at once.

Mr. R. W. Oliver, of the R. W. Oliver Milling Company, Montreal, was in Quebec during the week.

MARKETS AND MARKET NOTES

Quebec Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

MONTREAL.

Bacon—Advanced ½c.
Eggs—Heavy slump of from 6 to 8c. during the last two weeks.
Nutmegs—Advanced 5c. Gingers 3c.
Coffee—Mocha coffee advanced 1½c.
Molasses—Barbadoes dropped 3c.

GROCERIES.

,Montreal, March 1, 1906.

Business in grocery circles during the past week is reported as fairly satisfactory. Orders, while still light from country points, are somewhat better than during the past six weeks. Collections are reported satisfactory and this is most encouraging, in view of the fact that trade has been light, owing to the weather conditions and the consequent bad country roads. Teas show better business, due, without doubt, to the generally strong position abroad. Sugars are unchanged, with a weak tendency, owing to the still unsettled condition of the foreign beet market. A decline of 3c. per gallon in molasses was made by the Quebec Guild last week., Buyers are getting interested in new crop Barbadoes. Coffees are unchanged and business quiet. An advance of 5c. per lb. in nutmegs and 3c. per lb. in ginger shows a revival of activity in these lines and has caused the spice trade to look with interest to the future. The position of canned goods is unchanged, principal interest centreing in tomatoes which advanced 5c., as noted last week. Several carloads were sold this week to the jobbing trade at $1.00. Peas are getting more attention, owing to the low price at which they are offered. Evaporated apples and beans are interesting. Firmness in the former and weakness in the latter. Fish of all kinds are reported in good demand. The provision market remains firm at unchanged prices. Eggs are weak, owing to the pressure brought upon this market by the enormous quantities of eggs available in New York, where last week over 65,000 cases were received and prices dropped to 14c. The cheese market is firm and unchanged. Butter market steady and unchanged.

Canned Goods—Good inquiry for tomatoes and the usual demand for other goods for consumption, sums up the canned goods situation very well. Beyond this little can be said. There is a possibility of there being a scarcity of small fruits such as strawberries, but this may not occur if the new crop is put on the market at a reasonably early period this year.

The low price of peas has caused somewhat freer buying.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

	Group No. 1.	Group No. 2.
FRUITS		
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Currants—		
Red, heavy syrup	1 60	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
(SEMI-CLING) White, 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 53½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 81	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pineapples—		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " "		1 80
3's " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
VEGETABLES		
Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins		0 72½
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz		1 05
Gallon tins, per doz		0 92½
FISH		
Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		95
½-lb. " less than 5 cases, "		97½

Sugar—The sugar market remains unchanged, the general condition being one of weakness, due to the continued reports of weak foreign beet and raw sugar markets. Refiners report, however, a fair demand from the jobbing trade. Jobbers advise a better feeling for freer buying from country points, as the outside trade is commencing to realize that sugars have probably reached bed rock.

Granulated, bbls.	$4 00
" ½-bbls	4 15
" bags	3 95
Paris lump, barrels	4 55
" " half-barrels	4 65
" " boxes, 100 lbs	4 55
" " boxes, 50 lbs.	4 65
Extra ground, bbls.	4 40
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Phoenix	3 95
Bright coffee	3 90
" yellow	3 85
No. 3 yellow	3 80
No. 2 "	3 70
No. 1 " bbls.	3 60
No. 1 " bags	3 55

Molasses and Syrups—The molasses market has shown a tendency to decline. The local guild's prices were reduced last week to a basis of 30c. for puncheons, Barbadoes. Stocks on this market are light and business quiet. There is nothing particularly new to note. The latest cables from Barbadoes to Messrs. D. Rattray & Sons, agents for DaCosta, state that the market is active around 14c., with some odd lots offered by planters. We are advised of sales for Quebec of about 2,000 puncheons. Stocks of old crops are pretty well exhausted, with the exception of a small cargo held here since last season, for account of a Newfoundland house. The first shipment of new Barbadoes molasses is expected to reach Montreal shortly. this being a consignment from DaCosta and which has been placed to arrive.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" ½-bbls	0 02½
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Tea—Trade, while not extremely active, has shown an improvement during the week. Ceylon greens are firmer and in good demand, not many desirable teas, however, are offering. Ceylon blacks and Orange Pekoes are reported a shade higher. China blacks are quiet and little doing. There are few China greens held here, and what stock there is, is held at good prices. Ping Sueys and Gunpowders, Pinheads and Pealeaf are all higher. Japans are in somewhat better demand and a fair amount of trading is noted.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 23
" " pinhead	0 28	0 32
Congous—Moning, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 12½	0 15
Pakling,—boxes	0 15	0 20
fine	0 25	0 30

Coffee—The market shows no change. The New York reports indicate a fluctuating market, from 5 to 15 points being about the running margin. The latest report from Brazil is that the weather conditions are unfavorable. Local trade is quiet and no interesting features to note, only a fair amount of business being reported by roasters and grinders. Mocha coffees advanced 1 1-2c. Messrs. Watt, Scott & Goodacre, in their report of the 27th, compile the review of their Brazil and New York correspondents as follows:

Receipts continue very small and unless something, not in sight, transpires, the current crop will not be over 10,000,000 bags for Rio and Santos, although a 12,000,000 bag crop was predicted by the same interests that are predicting a 11,000,000 to 12,000,000 bag crop for the year 1906-07.

The valorization scheme, to be backed by the Brazilian Government to advance the price of coffee by various methods to a basis profitable for the planter, has seemingly secured new life, and while the success of this scheme is uncertain, there is no uncertainty that the world's stocks are decreasing rapidly, and that even if predictions of the bears come true, and we have a 12,000,000 bag crop, production for this year, and the coming year will be considerably below consumption.

The liquidation of March contracts is about over and the position has been strengthened by the retiring of tired longs. Europe has none and Brazil has little coffee to sell us before July 1, and while consumption is taking coffees for immediate requirements in small quantities, the aggregate results in heavy deliveries. In these deliveries there is no sign of buying for speculation whatever.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio, No. 7	0 09	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

Foreign Dried Fruits—Trade is, generally speaking, quiet, as is usual at this season of the year. The currant market in Greece is firmly maintained, the syndicate now controls all the remaining stock, with the exception of only a moderate quantity. Valencia raisins show no change. The Denia market closed. Dates, spot stocks are rapidly going into consumption at firm prices. Almonds show an advancing tendency. Walnuts are improving in demand, owing to the higher prices abroad.

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05½
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb	....	0 13½
Peaches, "	....	0 10½
Pears, "	....	0 13
Malaga Raisins—		
London layers	....	2 00
"Connoisseur Clusters"	....	2 50
" " ½-boxes	....	0 80
Royal Buckingham Clusters," ½-boxes	....	1 10
" " boxes	....	3 50
"Excelsior Window Clusters,"	....	4 50
" " ½s	....	1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" seeded, in 1-lb. packages	0 08	0 09
" " 2 crown	....	0 06
" " 3 crown	....	0 06½
" " 4 crown	0 08	

Prunes—	Per lb.
30-40s	0 08½
40-50s	0 08
50-60s	0 07
60-70s	0 06

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, March 1, 1906.

BUTTER—Improved. Colder weather firmed market. Prices steady. Fancy October creamery, 22½ to 22½c.; Winter makes, 21 to 22c.; dairies 17 to 19c.

CHEESE—Firm at unchanged prices; 13 to 13½c. for best makes.

EGGS—Easy, but tending stronger owing to colder weather. Receipts light. Fresh laid selling at 17 to 18c. in a jobbing way. Held stock ranging from 11 to 14c., according to quality.

PROVISIONS—Steady, with no new features. Live hogs arriving somewhat better. Good demand for hams and bacon.

70-80s	....	0 06
80-90s	....	0 05
90-100s	....	0 05
Oregon prunes (Italian style), 40-50s	....	0 08
" " 50-60s	....	0 07
Oregon prunes (French style), 60-70s	....	0 06
" " 90-100s	....	0 04
" " 100-120s	....	0 04
Currants—		
Filiatras, uncleaned	....	0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 05½	0 06
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	....	0 13
Four crown, fancy, 10-lb. boxes	....	0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box	....	0 11
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28
12-oz. boxes	0 06½	0 07

Spices—There has been an advance of 2 1-2c. on ginger since last week. Nutmegs have also gone up five cents. Wholesalers state that nutmegs have been sold too low lately and that the advances which have been recorded were bound to come sooner or later. The demand for spices at present is not very brisk, they, like most other grocery lines, affected by the state of the weather.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 14½	022½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

Rice and Tapioca—There is not much to be said of the rice situation as it stands now. Pretty well all imported has been cleaned up. Prices have not changed in any brand since last quotations. Tapioca is a very interesting proposition at present. The price is steadily going up. This week an increase of 1-4c. is noticeable. Wholesalers state that it is possible to buy cheaper from Liverpool than from the very ground whereon tapioca is raised, Singapore, so heavily are English firms buying. Such a state of affairs is likely to exist until the new crop next Fall, so that in all probability prices will go still higher.

B rice, in 10 bag lots	....	3 05
B rice, less than 10 bags	....	3 15
C rice, in 10 bag lots	....	3 05
C rice, in less than 10 bag lots	....	3 15
Tapioca, medium pearl	0 05½	0 05½

Honey—Quiet prevails in the realm of honey. Stocks are good and the demand is the same as usual. Buckwheat is still selling at 7c. to 7 1-4c., and other brands remain the same.

White clover, extracted tins	0 08	0 09½
" kegs	0 07½	0 08
" comb, new	0 13	0 14
Buckwheat	0 07	0 07½

Beans—The market is in a very unsettled condition at present. A recent letter published in certain trade journals has caused much excitement in bean circles. Dealers are very cautious, and do not care either to buy or to sell. A prominent western dealer in Montreal this week said that notwithstanding the above fact, large buyers in the West are quietly buying up the beans at prices which will not permit them to sell at less than $1.58 to $1.65 track Montreal.

Choice prime beans	1 65	1 70
Lower grades	1 60	1 65

Maple Product—Maple sugar is advancing. Pure Townships is selling from 8c. to 8 1-2c. now, and pure Beauce County from 8 1-2c. to 9c. The demand is about as usual.

Maple syrup, in wood, per lb	0 05½	0 06
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 08	0 08½
Pure Beauce County, per lb	0 08½	0 09

Evaporated Apples—From present indications those who want evaporated apples this season will have to pay a good stiff price for them. Jobbers still quote 11 1-2c. The demand continues good despite this price. Stocks are growing smaller constantly, and it is in the range of possibilities that prices will go higher in the near future.

Fish—Now that Lent has begun the demand for fish of all kinds has become brisk and constant. The recent mild weather stopped the sale of frozen fish to a great extent, and prices in many lines will be lower in consequence. Salt fish continue scarce and prices are firm. This applies especially to salt herring.

With cold weather the dealers expect to do a good business from now on.

Fresh haddock, per lb	0 04½	0 05
Fresh frozen fish—		
Single frozen haddock	0 03½	0 03½
" " market cod, per lb	0 03½	0 04½
" " steak cod, per lb	0 04	0 04½
B.C. salmon, per lb	0 08	0 08½
Qualla, salmon	0 07½	0 08
Halibut, per lb	0 08½	0 09
Gaspe salmon	0 12	0 13
Dore, per lb	0 06½	0 07
Large whitefish, per lb	0 08½	0 09
Small whitefish	0 05	0 05½
Round frozen grass pike	0 04½	0 05
Lake trout "	0 08	0 08½
Striped bass, per lb	....	0 15
Large herring, per 100 fish	2 10	2 30
Medium	1 30	1 50
Smelts, No. 1, per lb	....	0 08
Extra large	0 12	0 13
Mackerel	....	0 12
Tomcods	1 60	1 75
Smoked fish—		
Haddies, 15 and 30-lb. boxes, per lb	0 05½	0 06
Kippered herring, per box	0 80	0 90
St. John bloaters, 100 in box, per box	....	1 10
Yarmouth bloaters, 60 in a box	....	1 10
New smoked herring, in small boxes, per box	....	0 13
Oysters and Lobsters—		
Standards per imp. gal	....	1 40
Selects, per imp. gal	....	1 60
Oyster pails, pints, per 100	....	1 90
" " quarts, "	....	1 25
Live lobsters, per lb	0 15	0 16
New boiled lobsters, per lb	0 12	0 15
Prepared fish—		
Winterport, 1-lb. bricks, cod	....	0 09
Golden, 2 " " "	....	0 08
Boneless cod, favorite	....	0 06
" fish, 1 and 2-lb. bricks, per lb	....	0 05½
" fish, 25-lb. boxes, per lb	....	0 04½
Skinless cod, 100-lb. cases, per case	....	6 25
Salt and pickled fish—		
No. 1 Labrador herring, per bbl	....	6 00
" " " per half bbl	....	3 50
" " " per pail	....	0 80
" " salmon, tierce	....	18 00
" " " in bbls	....	13 00
" " " in ½ bbls	....	7 50
" B.C. salmon, bbls	....	12 50
" " half bbl	....	7 00
" lake trout, per keg	....	4 50
" mackerel, per pail	....	2 00
" large green cod, per lb	....	0 05
" medium, " "	....	0 04½
" small, " "	....	0 03½
Pollock, med., green, per lb	....	0 03½
Haddock, per lb	....	0 03½

Ontario Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

TORONTO.

Eggs—New laid, down to 17c.

Dressed Hogs—Street lots, 50c. lower.

Canned Beets are up to $1.

Corned Beef—Slightly lower.

Walnuts—Unshelled, down 1c.

Tapioca—Up ½c.

Sago advanced 1c.

Beans are 5 to 10c. lower.

Some fresh fish a little lower, about 1c. per lb.

Little Canadian canned asparagus at $3.

New Brunswick potatoes, 90c.

Ontario potatoes, 75 to 78c.

GROCERIES.

Toronto, March 2, 1906.

The grocery trade is holding its own against the season and the weather, and that is about all that need be said. Prices are ruling about as last week.

Canned Goods—In the subjoined quotations there are a few corrections rather than changes. One firm was found with some canned Canadian asparagus at $3, so it is in the list again. The supply is not large. Another firm's price expert said they were selling California at $3.50 to $3.75. It is a luxury anyway. Beans, 2's, refugee, are scarce. Beets, 3's, whole, can't be had under $1. Baked beans, 1's and 3's, with Chili sauce, are up 5c. There is a 10c. reduction in canned meats. Tomatoes are still firm, and there is nothing under $1.

In some houses white Niagara grapes are off the list and no more are obtainable.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	....	1 00
" preserved, 3's	....	1 25
" standard, gal	....	2 50
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25

VEGETABLES.		
Asparagus, California—		
2½'s	....	3 90
2's, Canadian	3 00	....
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	....
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 50	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	1 00	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 22½	1 20
Sweet wrinkle	0 82½	0 80
Early June	0 70	0 67½
2's, standard	0 62½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's	....	1 00
Gal	3 02½	3 00
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.		
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.		
Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 87½
1-lb. " less than 5 cases, "	....	1 70
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
Sardines, French ¼'s	....	0 14
" ½'s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.		
Beef, corned 1s, per doz	....	1 35
" 2s, "	....	2 40
" 6s, "	....	7 20
" 14s. "	....	16 80

	Aylmer	Simcoe Kent	Delhi Lalor
Chicken, 1's, boneless	3 20	3 10	
Turkey, 1's, "	3 20	3 10	
Duck, 1's, "	3 20	3 10	
Tongue, 1's, lunch	2 85	2 75	
Soup, 2's, giblet	2 05	1 95	
" 2's, tomato	1 00	....	
" 3's, "	1 45	....	
Pig's feet, 1's, boneless	....	1 65	
" 1½'s "	2 40	....	

Sugar—There is no change locally and no change in New York refined.

Beet sugars have advanced 3d. per cwt. to 8s. 2 1-4d. per cwt., f.o.b., Hamburg, February and March. This latest

advance has increased the differential between canes and beets to 34c. per 100 lbs., nominal quotation for 96 test centrefugals being still $3.36, duty paid, New York, while the New York parity of 88 per cent. beet is now $3.70.

Some attention is now being paid to prospective European sowings. But it is too early to forecast these, though there is nothing at the moment to indicate that there will be any appreciable falling off as compared with last year, and any opinions expressed are the merest conjecture.

At the moment the general tone of the market is firm, but there are no special indications of change in the near future. Local prices remain unchanged as advised below, and demand still continues on the hand to mouth basis.

Paris lumps, in 50-lb. boxes	....	4 73
" in 100-lb. "	....	4 63
St. Lawrence granulated, barrels	....	4 08
Redpath's granulated	....	4 08
Acadia granulated	....	3 98
Berlin granulated	....	3 98
Phoenix	....	4 08
Bright coffee	....	3 98
Bright yellow	....	3 93
No. 3 yellow	....	3 88
No. 2 "	....	3 78
No. 1 "	....	3 68

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—The market continues strong, but no changes in price are quoted. Advances are expected.

Syrups—		
Dark	....	....
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb	....	0 02½
" ½-bbls "	....	0 02½
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
" open kettle	....	....
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

Tea—Colombo markets are firm, and the demand at London is still for choicer grades. The quality thus far is rather disappointing. Business locally is seasonable, that is quiet, and there are no quotable changes in price.

McMeekin & Co., of London, Eng., in a review of the tea trade of 1905, says of the outlook:

"The immediate prospects have been somewhat clouded by the reception in London of considerably more tea from India and Ceylon than was anticipated, and by the scramble in January to realize stocks, irrespective of the effect upon the future of the market. It is a difficult matter to get prices up again when once they have been knocked down, and no general advance is probable until the aggregate stock bears a more reasonable ratio to the consumption. It would be a good thing if tea growers generally could be brought to realize that the regulation of output and of realization after tea has arrived could have more influence upon promoting favorable results for the tea industry than any reform of British or foreign tariffs. There are no clear indications that tea consumption has ever been seriously affected by duties imposed or remitted, and in Great Britain at least the recent repeated changes have had surprisingly little effect. In India there appears to be in the aggregate some reduction in the area planted with tea, and the additions of recent years, either there or in Ceylon, cannot be large."

Coffee—Locally the market is unchanged. In New York the week ended with a slight decline, Rio 7's the same, but Rio 4's down 1-4 to 1-8c., and Santos 4's down 1-8c.

Willett & Gray, New York, say of the situation:

"The figures, as they appear from day to day, show a remarkable condition as compared with expectations. Not only are the receipts much below anticipation, but the deliveries from the seaports since January 1st, are running much ahead of last year. The buying from the country is not spontaneous or voluntary, but it is done to cover actual necessities.

"From competent sources in Brazil it is reported that the next Santos crop can only result from the July and [or] September flowerings, as the fruit from the other blossomings had fallen and was lost. Notwithstanding this, the July and September flowerings were abundant and the trees presented a very hopeful aspect.

Foreign Dried Fruits—The market remains steady, and the week has shown no changes in quotations.

	Per lb.			Per lb.	
Prunes, Santa Clara—					
90-100s, 50-lb boxes	0 05½	0 06½	60-70s, 50-lb boxes	0 07½	0 07½
80-90s "	0 06½	0 07	50-60s "	0 08	0 08½
70-80s "	0 07	0 07½	40-50s "	0 08½	0 09
			30-40s "	0 10	0 10½
Candied and Drained Peels—					
Lemon	0 10½	0 10½	Citron	0 8	0 20
Orange	0 11½	0 12			
Figs—					
Elemes, per lb				0 10	0 14
Tapnets, "				....	0 04
Apricots—					
Californian evaporated, in 50-lb boxes				0 14	0 15
Peaches—					
Californian evaporated, " "				0 14	0 15
Pears—					
Californian evaporated, per lb				....	0 13
Currants—					
Fine Filiatras	0 05½	up	Vostizzas	0 07½	0 08½
Patras	0 06	0 06½			
Raisins—					
Sultana				0 05½	0 07
" Fancy				0 10	0 14
" Extra fancy				0 15	0 16
Valencias, selected				0 05½	0 06
Seeded, 1-lb packets				0 11	0 12½
California, loose muscatels—					
3-crown				....	0 07½
4-crown				....	0 09
Dates—					
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04	0 04½	" new choice	....	0 09½
Domestic evaporated apples				....	0 10

Foreign Nuts—There have been substantial advances in the primary market for shelled walnuts, due to the short crop last Fall now resulting in diminution of the supply. Bordeaux are quoted in France at 9 fr. per 50 kilogrammes, an advance of about 1 3-4c. Locally, Grenoble walnuts are quoted about a cent lower and Bordeaux also are a cent off.

Almonds, Tarragona, per lb	0 12½	0 13
" shelled Valencias	0 25	0 28
Walnuts, Grenoble, "	0 14½	0 15
" Bordeaux, "	0 10½	0 11
" shelled	0 20	0 25
Filberts, per lb	....	0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	....	0 08½
A 1's, banners and suns	....	0 08
Japanese Jumbo's	....	0 08½
Virginia "	....	0 10

Spices—Pepper is weaker, but no change in price is quoted.

Spices—	Per lb.	
Peppers, blk	0 18	0 19
" white	0 27	0 28
Ginger	0 18	0 20
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar	....	0 25
Allspice	....	0 15
Mace	0 80	0 90

Rice and Tapioca—Tapioca is still soaring, and there is talk of a probable price of 8c. direct shipment from Singapore. Quotations locally are 1-2c. higher this week in spots. The market is such that lack of uniformity in price is not unlikely.

Rice and sago are firmer, and sago is quoted a cent higher.

Rice and Tapioca—	Per lb.	
Rice, stand. B	0 03½	0 03½
Rangoon	0 03½	0 03½
Patna	0 05	0 05½
Japan	0 06	0 07
Java	0 06½	0 07
Sago	....	0 07
Carolina rice	0 08	0 08½
Tapioca, medium pearl	....	0 07
" double goat	....	0 07½

Honey—The demand is good and the market steady. There are no quotable changes in price for the week.

Honey, extracted clover, in 60-lb. cans, per lb	....	0 08½
" " " in 5 lb. & 10 lb. cans, lb.	....	0 08
" sections, No 1, per doz	1 90	2 00
" " No. 2, "	....	1 50
" Buckwheat, per lb	0 04½	0 05
" " sections, No. 2, per doz	1 50	1 60
" " " " 5, "	1 00	1 25

Beans—The market is slightly easier, and prices are off somewhat.

Beans, handpicked, per bush	1 75	1 80
" prime, No. 1	1 65	1 70
" Lima, per lb	0 07	0 07½

Fish—There has been a slight decline in some lines. This is due to larger stocks than anticipated, owing to a somewhat decreased consumption.

Frozen halibut, per lb	....	0 10
Fresh haddock "	....	0 05
Frozen trout "	0 08	0 09
Fresh cod steak, per lb	....	0 06½
" lobsters, boiled, per lb	....	0 25
Frozen B.C. salmon, per lb	0 09	0 10
Shrimps per gal	....	1 25
Whitefish, per lb	0 08	0 09
" winter caught, per lb	0 08	0 09½
Herring, per lb	0 03½	0 04
Pickerel "	0 07	0 07½
Oysters, standard, small pail	4 00	4 20
" selects, pail	....	4 80
Finnan haddies	0 06½	0 07
Ciscoes	....	1 25
Kippers, 80 to box	....	1 25
Bloaters, 80 to box	....	1 15
Mackerel, per lb	....	0 10
Labrador herring salt, No. 1, half bbl	....	3 25
Frozen sea herring, per 100	....	2 25
Smelts, No. 1	0 08	0 09

Dried and Cured Fish—The market is quiet without price variation.

Boneless fish, per lb	....	0 05
Cod fish, 1-lb. bricks	....	0 07½
Quail-on-toast, per lb	0 05½	0 09
Flitched cod fish, in cases of 100 lbs., per lb	....	0 07½

Hides—The market has not yet reached a stable basis. About five days ago a report was circulated in Chicago that there had been a very heavy sale of hides. One or two big dealers persisted in the statement, although nearly every other dealer denied all part in or knowledge of the deal. Later reports, however, confirmed the transaction and at slightly better prices than at first stated. This, in view of the heavy stocks on hand in Chicago, has tended to still further demoralize the market and has had little or no effect on the small holders in

the country. Among those thoroughly in touch with the situation the opinion is gaining ground hat the near future will see distinctly better prices, or at anyrate, that the bottom has been reached in the present slump.

Last year at this time prices were 2c. lower than now.

Lower prices, scaled down about 1c., went into effect locally on Wednesday.

Hides, inspected, steers, No. 1		0 10
" " " No. 2		0 09
" " cows, No. 1		0 09½
" " " No. 2		0 08½
Country hides, flat, per lb., No. 3		0 07½
Calf skins, No. 1, selected		0 13
" " No. 2		0 11½
Sheep skins	1 25	1 35
Horse hides, No. 1	3 00	3 25
Rendered tallow, per lb.	0 04½	0 04½
Pulled wools, super, per lb.	0 22	0 24
" " extra "	0 24	0 55

Fur Skins.

	No. 1, Prime	
Badger	$0 60	$ 1 00
Bear, black	7 00	15 00
" yearlings	3 00	7 00
Fisher	3 00	6 00
Fox, red	1 50	3 00
" cross	3 00	10 00
Lynx	3 00	6 00
Marten, dark	4 00	20 00
Mink, dark	2 50	5 00
" pale	1 25	3 25
Muskrat	0 13	0 18
Raccoon	0 90	1 40
Skunk	0 70	1 65
Weasel, white	0 20	0 50
Wolf, timber	1 00	2 00
" prairie	0 50	1 25
Wolverine	3 00	5 50

B. C. News.

Vancouver, Feb. 22, 1906.

Wholesale shippers here and buyers in the north are waiting expectantly for the announcement of Alaskan freight rates to prevail this season. The shipment of the year's supplies north will begin before many weeks and the Alaskan Steamship Association, comprising companies operating steamers between Puget Sound and British Columbia ports and Skagway, has not yet announced its 1906 schedule. There have been a number of meetings at which discussion of this subject was the chief item of business. It is known that there is to be an effort to increase the rates very materially.

The steamship companies are acting on the policy that the shippers cannot get any great advantage by shipping to St. Michaels and thence up the Yukon. Freight rates on the lower Yukon are very high, river navigation on that stretch of the river is precarious, and lastly the steamship companies operating to St. Michaels and Nome are pretty well combined too, as to rates. The fact that the tonnage carried last year showed a very marked decrease from previous years is affecting the situation and may affect rates on the White Pass Railway and river steamers as well. Though there were transported two large dredging outfits complete, and all the construction material for the Klondike Mines Railway, the total tonnage was less than formerly.

Effort is being made to secure privileges for the Hall Elevator Co., which has already built an elevator in Vancouver and now proposes to build a flour mill. The city council has under consideration a proposal to exempt the company from taxes for a number of years and also to give free water for the mill.

Heavy shipments of supplies for Northern British Columbia canneries have begun to go north in preparation for the coming season. Though the run of salmon on the Fraser river is not expected to amount to anything this year, in the north the run is fairly regular every year, and large preparations are made every year. This year there will be several new canneries, Messrs. J. H. Todd & Sons having the New Beaver on Rivers Inlet, Malcolm-Cannon Co. the Dominion on Skeena River, and Buttimer & Dawson on Rivers Inlet.

R.M.S. Aorangi, of the Canadian-Australian line, arrived in port nearly a week ago. She brought the first shipment of New Zealand butter, and the first of Australian onions to arrive this season. The principal items of the cargo were 250 boxes butter, 480 cases onions, 1,621 carcasses frozen mutton, 100 cases canned meats, 301 crates pineapples (from Honolulu), 910 bales hemp, 452 bales wool, etc.

Groceries.—In California dried fruits peaches are getting scarce, pears of good quality are very scarce and the apricot market is being reduced to smaller proportions. Prices run 12½c. for peaches, cots and evaporated apples (this item being Eastern Canadian product), pears 12½c. for halves and 7c. for quarters, prunes 5 to 9½c. All lines are held up somewhat stiffer than recently.

Canned goods show a little freer movement, though stocks are being held up anticipatory of the usual northern shipments. The new stock eastern goods do not get here early enough in the Fall for the whole of the northern orders to be left dependent on that. Some might go short if that course were adopted. Prices are steady, with no recent changes.

Sago and tapioca remain firm and stocks not over large. Prices at present quoted are 5¼ and 5½c. per lb. One firm reports big sales of MacIntosh's toffees and Peters' chocolate, two English lines which are strongly advertised by the owners.

Sugar is quoted down an eighth since last Saturday, the change applying to all grades.

Produce.—The first consignment of New Zealand butter captured the market at 32½c. to the trade, which is less than local fresh creamery, the latter still holding firm at 35c. The New Zealand article is strictly fresh grass butter and very choice. Some eastern creamery still remains. It sells at 27c. and 28c., the latter in 1-lb. bricks.

Case eggs are almost off the market. Local new laid are sold as cheap as 30 and 35c per dozen. The fact that California fresh eggs are being shipped in and sold at 27c. is knocking prices down rapidly.

A car of cheese is expected in from the east in a few days to fill the local market up a little, held stocks having reduced to rather small compass. Present quotations are 16½c., but the new goods will cost more by the time they are landed.

Lard is now selling at 12½c. per lb. in the small sizes.

Fruits.—Apples are high in the market and all cleaned up to a limited stock of choice fruit. Prices are now $2. A car of Coldstream packing is expected in this week and these may be a shade over $2. Some Washington stock was brought in this week, in limited way, and it sold at the highest price going locally, $2.

Prices for oranges are stiffening, a 25c. raise this week having followed the same increase at the end of last week. Growers and shippers are getting the California crop sized up now and the estimated shortage below last year's crop is now placed at 9,000 cars, while earlier in the season it was thought to be only 5,000 cars short. This and good demand east is running the price up. The lower grades are not now being brought forward to this market, it being unprofitable at present prices. Quotations are for fancy and extra fancy, covering from $3 to $3.75. Nearly all are navels as yet, though a few medium sweets are quoted.

A fine car or two of bananas from Limon arrived a few days ago, selling at 5½c. per lb., the weight price being preferred by most dealers. The Aorangi brought in a shipment of pines from Honolulu. Some were over-ripe, but on the whole the shipment was good. It sold at $3.50 per dozen.

Rhubarb, mostly from local forcing houses, is on the market in fair quantities, selling at 10c per lb.

Vegetables.—Australian onions, a liberal consignment of which arrived by SS. Aorangi, are selling at 3c. per lb. Oregon stock was bringing 2 and 2½c. Asparagus is new on the market from California this week. It sells at 25c. per lb. It is very choice. Ripe tomatoes from California are now selling at $3 per crate. Cucumbers, also from California, are offering in limited quantities at the high price of $2 per dozen.

Cauliflower and celery are getting pretty well through. These are California stock and bring yet $1.75 per dozen and 75c. per dozen respectively. Cabbage from California is selling at 3½c. per lb. A limited quantity of radishes, Brussels sprouts, green onions and parsley is in the market.

Lettuce is still scarce, the local hothouses not being able to keep up to the demand. The price is now $1.75.

N. B. Markets.

St. John, March 1, 1906.

With the beginning of the first Spring month improved business may be expected. This will be welcome, for there is no use denying the fact, that it has been a quiet Winter, particularly since the Christmas holidays. There can be little doubt Spring will open early. The Winter has been the mildest for years. The opening of navigation is the opening of Spring business. It is, however, somewhat doubtful if it is in the best interest of business that the season should open too early; in fact, it is considered a disadvantage; we get Summer late, and apart from business it means a long cold unpleasant season.

In markets nothing of particular interest. Flour is rather lower and beans easy; this, with sugar still extremely low, does not improve matters. In spices some lines are higher. Nutmegs in particular, after ruling firm, tend upward, and higher prices expected. Ginger firmly held. Tapioca high and tending upward. One feature of the market is the lower price in eggs and poultry.

Oil—Burning oil is still held at the low figure which has ruled now for some time. Season is getting late for big business. In lubricating oils, which now have much attention, the outlook for a good demand has improved. In paint

oils, linseeds, in original markets, showed lower values for a few days, but quickly recovered. Dealers took advantage of the situation to buy quite freely. Turpentine is still held at extreme high prices. In cod oil, season about over; prices continue to rule firm. The last few years has shown a very marked increase in the demand for gasoline.

Salt—There is a fair sale only for Liverpool coarse salt, but the outlook for Spring business is reported good. It was suggested that prices would rule rather lower, but this is very doubtful. In fine salt it is early for business.

Canned Goods—The situation is largely unchanged. While in the local market tomatoes are a fair stock, and still show little advance; considering the outside situation, it is felt higher prices must soon rule. Corn is firm. Peas are still extremely low. In fruits nothing of interest. Apples show rather an improved demand. Canned meats are low; it is yet too early for much business. Salmon unchanged. Oysters firm. In domestic canned fish business rather dull, except sardines, stocks are extremely light.

Dried Fruit—There is just fair business in seeded raisins; as there is some stock carried over, every effort is made to hold up prices locally. An advance on the coast is expected, and holders hope not to make the full loss of the present decline; New York seeded are not as well liked as the Californias. Valencia raisins have had quite a sale this year, not only were they lower than other grades early, but the very low prices later created a demand, and dealers found they bought rather too lightly. In muscatels, Malagas have held the market. In prunes, small sizes scarce and firmer; a fair sale. Currants are somewhat higher. The demand is for cleaned in cartons. Local cleaned command the best prices. Figs scarce. Peel high, but a very limited sale. Dates are higher. Evaporated apples firm at full figures. In onions market dull, Canadian cheap. Valencias are higher.

Sugar—There is nothing new. Dealers continue to carry light stocks. Prices are extremely low and little change expected. Little foreign sugar is being offered.

Molasses—This is, and has been, for some years, perhaps chiefly owing to local conditions, a matter of much interest here. This is a large consuming market. For a few years lately sale was chiefly for Porto Rico; there was somewhat of a change last year, Barbadoes again becoming popular, particularly a fancy grade newly imported, and this season there is a special sugar duty on this line. Prices all round are rather easier. The situation is watched with interest.

Fish—The season has been rather mild for business in fresh fish. Stock has been quite plenty. Herring are rather lower. In dry fish high prices still rule. Pickled herring a light stock and high. Smoked herring sell at full figures. Finnan haddies are rather dull.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Joint offices have been opened at 53 Scott building, Main street, Winnipeg, by Secretary Coulson, of the Western Retail Merchants' Association, and Secretary McRobie, of the Hardware Association. Western merchants are invited to visit these offices when in the city in order to keep in touch with association work.

Files of The Canadian Grocer and the other MacLean trade papers will be found on the tables, and one or other of the two secretaries will be there to give information concerning association affairs. The work has grown to such proportions that a permanent office has been needed for months back and the association executive have acted wisely in securing these offices.

Secretary Coulson has been in Winnipeg since the close of the convention superintending the opening of the new offices and attending to a great mass of detail work. He will shortly visit a number of the local sections in order to organize them properly for the handling of Spring produce.

Mr. J. Whitelaw,
President of Edmonton section of Western Retail Merchants' Association.

At the annual meeting just closed there was a strong feeling that it is poor business to compel the secretary to spend so great a proportion of the association funds in traveling expenses to collect the annual dues. It was decided to make drafts on the members for these dues at fifteen days, and to notify them in good time that these drafts would be made. The work can not be carried on without funds, and it is hoped that members will respond promptly.

Mr. A. Macdonald, office manager for Mr. John Sloan, has gone on an extended vacation to California. He expects to visit British Columbia later and to return by way of Denver.

WESTERN NOTES.

J. Frank Crosby, merchant, of Darlingford, Man., was in Winnipeg last week and called at the office of The Canadian Grocer.

A. H. Jones, superintendent of the Standard Soap Co., Calgary, is dead as the result of an apoplectic stroke. Interment took place in Buffalo.

BUSINESS PERSONALS.

Mr. J. D. Rattray, of D. Rattray & Sons, Montreal, Que., was in Quebec this week.

Mr. and Mrs. Chas. Chaput are leaving this week for New York, and Florida. They will be away for five weeks.

Mr. D. G. Bell, of Bell & McEachern, Stayner, Ont., was a caller at the Toronto office of The Canadian Grocer during the past week.

Mr. H. Gilbert Nobbs, Canadian agent for Holbrooks, Limited, Birmingham, paid a call to the Montreal offices of The Canadian Grocer.

Mr. J. B. McMahon, second vice-president of N. K. Fairbank Co., Chicago, was a visitor to the Montreal works of the company during the past week.

Mr. A. B. Hardwicke, Canadian representative of James Pyle & Sons, New York, was in Montreal last week. He reports business opening up satisfactorily this year.

Mr. Archibald, of the Canada Condensed Milk Co., Antigonish, N.S., passed through Montreal on his return from the Pacific coast. Mr. Archibald reported good business in his various brands.

Mr. L. E. Geoffrion, of L. Chaput, Fils & Cie., Montreal, accompanied by Mrs. Geoffrion, left Wednesday for a trip to the Southern States via Chicago. Mr. Geoffrion will take in the Mardi Gras festival at New Orleans next week.

Mr. A. C. W. Sopher, representing the Ogilvie Flour Mills Company, of Montreal, between Ottawa and Sault Ste. Marie, has left for England on a six weeks' holiday trip. Mr. I. S. Wotherspoon, of the office staff in Montreal, will take his place in the meantime.

Mr. J. C. Nichol, formerly with T. H. Colling, general merchant, of Langton, Ont., is on his way to the Northwest, where he intends starting in business. Mr. Nichol is a wide-awake, progressive business man and will undoubtedly make a success in the west.

Mr. James B. Campbell, of the Acme Can Works, Montreal, was in Toronto this week wearing his Atlantic City smile. He reports that the large addition to his factory is nearly completed. The roof is on and machinery is being put into positon in the lower flat. After all the improvements have been made all cans sent out by the Acme Can Works will be turned out free of all superfluous soder, new automatic wiping machinery having been put in for that purpose. Heretofore only part of their cans were put through this process.

OUR SUCCESS DUE TO MERITS

Not an Imitation

But a Revolution

To the merchant who thinks

SIR:—In conducting a grocery store your desire is first: **to please your customer** and to hold his trade—and second, to make your business **show you a profit.**

There is outside of sugar, tea and coffee no article so staple as **STARCH** and none about which the housekeeper is so particular. To make the selling of this article an easy matter we have placed on the market.

"JAPANESE STARCH"

"JAPANESE STARCH" is made upon an entirely new principle and does the very finest laundry work without injury to the fabric—it is readily prepared, tastily put up, an easy seller and a quick and good profit maker.

As regards the quality of Japanese Starch we may state that our fullest and strongest guarantee goes with it, and we will give $500.00 to any Charitable Institution if it can be proved that the Starch is not all that we claim and does not give absolute satisfaction.

A liberal supply of general advertising matter and samples will be sent upon application.

American Pure Food Company

MONTREAL.

Do You Sell Tea?

If you do you cannot afford to overlook the many merits of

Gold Standard Tea

"Guaranteed - the - Best"

Possessing a value far in excess of the price. The foundation of its popularity is built solely on its superb value.

Packed by
THE
CODVILLE-GEORGESON CO.,
LIMITED
WINNIPEG, MAN.

GOLD STANDARD
ASSAM & CEYLON TEAS
TRADE MARK

EASTERN MANUFACTURERS AND SHIPPERS

Keep in touch with the

WINNIPEG TRADE

We sell all lines handled by the

Wholesale Grocers

Write or wire us your offerings

NICHOLSON & BAIN, WINNIPEG,

Wholesale Brokers and Commission Merchants.
Established 1882
First-class storage for all kinds of goods

Salad Dressing— There is some demand still at following prices:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large, "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " quarts, "	2 10

Sauces—

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

Buckwheat — Quoted as before at $1.70 per half sack.

Oatmeal and Cornmeal—

Rolled Oats, 80-lb. sacks, per cwt	2 15
40-lb. " "	2 20
20-lb. " "	2 25
8-lb. " "	2 55
Cornmeal, in sacks	1 70

Fish and Oysters—

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 12½
Red Snapper	0 15
B C. Salmon	0 09
Halibut	0 08½
White fish, per lb	0 07
Pickerel	0 05½
Jackfish	0 03½
Finnan haddie	0 07½
"Halifax" b rand salt cod, fish cakes 24-1's	0 07½
"Acadia" " " " 2-1's	0 08
"Bluenose" " " " 20-1's	0 07
"Acadia" " 2-lb. boxes	0 10
" " 4-lb. boxes	0 10
" " shredded, 24 cartoons, per bx	1 80
" " " bulk, in 15-lb. bxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb	4 00
" " per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gal	2 25
Standards, per gallon	2 00
Ho land herrings, in kegs, per keg 0 66	0 70
Herrings, ½-barrels	4 00
Digby chicks, per box	0 17

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

WANTED—A manufacturer, in grocers' sundries preferred, to occupy space 75x60 feet in modern factory, working on percentage of profits; no capital required. Address, Box S, care CANADIAN GROCER, Montreal. (8)

ARTICLES WANTED.

SMALL quantity of Indian grass wanted. State price. Box 107, CANADIAN GROCER. [c]

SITUATIONS VACANT.

WANTED—A respectable honest, live representative, thoroughly familiar with all the Nova Scotian apple growers and shippers along the D. A. route to drum up consignments during next (1906-7) season for large European markets and British provincial towns. Reply, "Hustler," London office CANADIAN GROCER, 88 Fleet street.

AGENCIES WANTED.

VANCOUVER firm of manufacturers' agents is open for a few good lines; highest references. Box 119, Vancouver. [15]

SITUATIONS WANTED

SALESMAN, six years experience, groceries, boots, shoes and crockery, open for engagement in the West after March 15th; Regina preferred; best of references. Box 108, CANADIAN GROCER. [9]

WANTED a position of trust by a young, active business man, a university graduate and Canadian Barrister at Law. Might be willing to invest a small sum in a good sound manufacturing concern to secure junior partnership. Best of references as to character can be furnished. M., care of The MacLean Publishing Co.

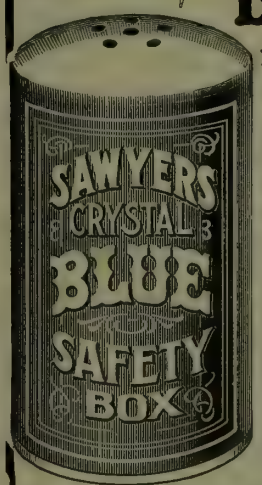
AGENTS WANTED.

SUTCLIFFE & BINGHAM, LIMITED, Manchester, England, are open to appoint a sole buying agent in St. John, N.B., and in Halifax, N.S., for "Kkovah" jellies and other "Kkovah" specialties; liberal terms to those prepared to devote energy to pushing same. Write at once Mr. Sutcliffe, care of Sutcliffe & Bingham, Limited, 17 St. John street, Montreal.

Sawyer's CRYSTAL Blue.

50 Years the People's Choice.

See that Top



For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.

M. F. EAGAR & SON, *Mitre Agents*
HALIFAX, Nova Scotia

ARE YOU
GETTING YOUR SHARE
of the
LARGE BUSINESS OFFERING in ALBERTA?

IF NOT Write us. Secure our services.

Excellent Storage Accommodation. Correspondence Solicited.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers
CALGARY, ALTA

Mild Cured Hams
Choice Breakfast Bacon
Long Clear Bacon
Pure Lard

We are offering exceptionally good value in above lines, at present time.

Canned Meats

Drop us a line for Price List.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

ROLLED BACON

New, Sugar cured, Boneless. This is one of the cheapest and at the same time one of the best lines we can offer you. Prices will be higher. Order now.

F. W. FEARMAN CO., LIMITED
HAMILTON

Brains Rule This World, Packers with Brains

— at —

Grande Pointe
Manitoba

. . . Pack . . .

CORNED and ROAST BEEF
1 and 2-lb. Tins.

BONELESS CHICKEN
BONELESS TURKEY
1-lb. Tins.

WESTERN GROCERS support WESTERN INDUSTRIES

For sale by all Western Jobbers.

— PACKED BY —

THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA

NICHOLSON & BAIN, Winnipeg, Man. — NICHOLSON & BAIN, Calgary, Alta.
Sole Western Sales Agents

The

J. A. McLEAN PRODUCE CO.

Limited

Exporters and Wholesale Dealers

Butter, Eggs and Cheese

100,000 Cubic Feet Cold Storage (Lynde British) on Our Premises

73-75-77 Colborne Street
TORONTO

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

There is a decided improvement in the cheese market. A number of deals have transpired within the last week, so that stocks for sale have been further depleted, and, as one of our large export buyers put it a few days ago, if he had an order for 5,000 boxes of cheese he feared he would not be able to fill it. At any rate, there is a great scarcity of colored cheese this year, and at present there are practically none to be had on this side of the Atlantic. If we take the total quantity of cheese at present unsold in Canada at from 15,000 to 20,000 boxes, we are making a very liberal estimate, and a very few orders would soon absorb this quantity.

The situation from every standpoint is decidedly "bullish," and last season's make will undoubtedly go out at very high prices. This is not very encouraging for the merchants, for the coming season, no doubt, the new make will start at unreasonably high prices, and, while we must expect steadily declining prices as quantities increase, there will be hardly room enough for a sufficient decline to bring prices to a safe low level to stimulate operators, and to create a general feeling of confidence in the future.

There was recently held a very interesting meeting of farmers at Waterloo, and Mr. Drummond spoke particularly as a practical farmer, stock breeder and raiser. His remarks were on the selection, breeding and feeding of dairy cattle and of the bacon hog. He dealt at great length with the importance of raising hogs that would produce the best and greatest amount of bacon. He claimed that we, as farmers, were at the turning point, that is, to produce for the English market more and better bacon, or get out of the business entirely. If the bacon trade of Canada is to continue to improve, it is quite necessary that hog raisers adhere to the class of animals most suited to the English market requirements. Let the Canadian farmer go back to the thick, fat type of hog, as many talk of doing, because they feel they have a grievance with the packer, and it will not be long before the price of Canadian bacon will have fallen to a level with the United States product, which is usually from 10 to 15 shillings per cwt. lower than the prices quoted for the Canadian Wiltshire sides. He claimed the three breeds most favored by the English markets, which has been proven by various experiments, were the Yorkshire, Tamworth and the Berkshire, which produce pork as cheaply as those of the Poland China, the Duroc Jersey breeds and the Chester White. He quoted Prof. Day, of the Ontario Agricultural College, for his authority. He spoke at some length on cattle raising, the care, the judging of cattle by points, the selection and individual records of dairy cows. These topics embraced a wide range of practical knowledge which every intelligent and up-to-date farmer should possess in his business.

A most important part in carrying cheese for any length of time is the cost of loss in weight. Cheese, containing a certain amount of moisture, loses weight in storage by the natural evaporation of moisture. A process to prevent this loss of weight was adopted first by the Dominion cool curing rooms by dipping the cheese in heated paraffine and giving them a thin air and water tight coating of wax. First experiments met with a great deal of opposition, but the Government officials continued to advocate this system against all objections, which came principally from British markets. British importers instructed their friends in Canada not to ship them any paraffined cheese. Englishmen are proverbially slow in accepting new business ideas, but in spite of this the practice continued and spread. The average loss in weight per cheese is calculated at about three pounds in say six months of storage. Recent tests of a number of lots of paraffined cheese show them to weigh out almost to the ounce after the goods had been kept in storage for three months; further, the surface was clean and free from mold, while cheese not paraffined were dirty in appearance and showed a considerable loss in weight besides during the same period. The original opposition from British importers has been weakened considerably by their holding cheese in storage here for future shipment, and now Mr. D. M. McPherson, of Lancaster, comes out with a new patent paraffining plant, which is bound to meet with the general approval of the trade. It is simplicity itself, the cost is small and we think the time is rapidly approaching when every cheese will be paraffined. We know of cases where paraffined cheese, held for two years, did not lose an ounce in weight. Mr. Publow of the Kingston dairy school states emphatically that paraffined cheese will cure better than ordinary cheese, and properly paraffined cheese will not suffer by getting wet, as no outside moisture can penetrate the skin or rhind of the cheese. No doubt the paraffining of cheese is a step in the right direction and is bound to be generally adopted in the near future.

THE PROVISION SITUATION.

The situation has shown no particular change since our last report. Arrivals of hogs are considerably on the short side, and are in indifferent condition. The larger factories are still on short time, and judging from the present rate of deliveries it will be some considerable time before anything like sufficient supplies are forthcoming. Fears are entertained that some of the older and more experienced factory hands will look round for other means of employment, rather than wait on on short time till trade improves.

The export demand continues good, and prices appear to be continuing firm, but there is no disposition to any further stiffening on the European markets; in fact, the indication is that buyers would resent any attempt to further movement.

Canadian bacon is undoubtedly advancing in favor abroad as against American bacon, and the feeling is growing on English markets that the time has arrived when a system of skin branding should be adopted. A prominent importer on the British market recently gave expression to the following remarks:

"We are more than satisfied with the Canadian bacon. It is making wonderful advances, and our customers, especially the better class, invariably prefer Canadian to American, and although we are generally able to judge from appearances as to whether the sample produced is American or Canadian, still we should like to have a skin brand on the Canadian, so that we can always be sure we get the genuine article. Whenever a certain line of bacon is in demand, inferior kinds are often foisted on the English buyer, instead of the original, but a skin brand would solve the whole difficulty."

The only safety for Canadian producers is to see that what they market is properly branded as "Canadian," and that the year of production is also stamped on the goods. Take no chances. If we have a good thing let us prevent its being injured by fabrication or misrepresentation.

OUR LONDON LETTER.

(By Our Own Correspondent.)

The general position of the produce markets here remains with very little change. A somewhat more lively demand for butter has been reported, but there is no change in the demand for cheese. Although the demand for bacon is fair, the quality of that commodity is still far from satisfactory.

Butter—Although, as was said in last week"s report, the general reports of the 10th inst. were to the effect that the demand had dwindled away, and left sellers in an unenviable position, the past few days have seen more activity than was hoped for. There were two or three importers who claimed that they could see signs of better business this week, but their opinions were scarcely noticed. But they were right, at any rate in part. The renewed activity has certainly not been on a very large scale, and is probably due to the fact that retailers have been purchasing such very small quantities that it is difficult to tell when they may require more. The small supplies of butter that have arrived during the past few weeks must also have helped mat-

ters on. Sellers are now assuming a more confident tone, and there are some who express the convicition that there will be an advance of at least 1s. per cwt. in the near future. One has to be very wary in accepting such statements as these, however. There were some who, early in the week, said that the advance would take place before to-day. As a matter of fact, quotations are practically unchnged; nor has there been any change in the Danish official quotation.

Ever since supplies of butter from Canada ceased to arrive on this market, supplies have grown more and more short. Shipments from the colonies for the past month were 36,472 cwt. less than in the corresponding month of 1905.

Cheese—No change has come over the state of this market, although sellers are more inclined to meet buyers in the matter of price. The demand for New Zealand cheese, which, as stated in our last report, was somewhat more active than other makes, has now grown very quiet. According to advices to hand, shipments of cheese from Canada have been on a very small scale of late, and equally insignificant quantities having been despatched to other markets, it is probable that stocks here will grow smaller ere long. At present, and for some while past, stocks in warehouse have remained on very much the same scale, and demand and supply have been evenly balanced. This fact, coupled with constant reports of dull business from sellers, shows that the retail trade is buying on the hand-to-mouth principle, the idea being, no doubt, to be prepared for eventualities. February is known to be the worst month of the year, both for buyers and sellers of cheese, but apparently the consumptive demand for this commodity is smaller now than usual at this time of the year. There is no explaining this state of affairs. It has been suggested that the general elections have had something to do with it, but it is a question whether they would affect the consumptive demand to any extent. The elections certainly have kept many provision men away from the markets, but with busibessiness so slow they could well afford to stay away.

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

There is nothing much to be said about provisions at present. Although hogs are more plentiful than last week, prices remain high. There has been an advance of ½c. on breakfast bacon.

Lard, pure tierces	0 10¾
" 56-lb. tubs	0 11
" 20-lb. pails, wood (10½)	0 11¼
" cases, 10-lb. tins, 60 lbs. in case	0 11½
" " 5-lb. "	0 11¾
" " 3-lb. "	0 11¾
Lard, Boar's Head brand, tierces, per lb	0 07¾
" " ½-tierces, per lb	0 08¼
" " 60-lb. fancy tubs	0 08¼
Cases, 20 3-lb. tins, per lb	0 08¼
" 12 5-lb. tins "	0 08¾
" 6 10-lb. tins "	0 08¾
20-lb. wood pails, each	1 68
20-lb. tin pails, each	1 58
Wood net, tin gross weight—	
Canadian short cut mess pork	$20 00
American short cut clear	19 00 20 00
American fat back	19 60 21 00
Breakfast bacon, per lb	0 14½
Hams	0 12½ 0 13½
Extra plate beef, per bbl	11 50 12 00

Butter.

The butter market is steady at present, but is not very strong. There is plenty offered, but dealers do not feel inclined to take hold freely. Choice creamery sells at 22c. to 22½c., good to fine from 21½c. to 22c.

Choice creamery	0 22	0 22½
Good to fine creamery	0 21½	0 22
Western dairy	0 19	0 20
Manitoba dairy	0 18	0 19
Fresh dairy tubs	0 20	0 20½
Fresh rolls	0 19	0 20½

Cheese.

Holders are asking 13c. to 13¼c. for cheese at present. The latter price is hard to obtain. The feeling among exporters is firm and some of them are now quoting 13½c., and although this price cannot be obtained yet, it may rule later on. Private advices from the other side report a probability of a strong market within a few weeks.

Eggs.

A still further decline has taken place in eggs. At 17c. guaranteed fresh laid eggs may now be obtained. Cold storage or pickled are to be bought from 11c. to 11½c. As long as the stock of held eggs lasts there is a possibility of the slaughtering prices continuing. Nobody seems to know where so many of these eggs come from. Each day seems to reveal a new stock. New laid eggs cannot be obtained in sufficient quantities to supply the demand.

Cold storage	0 11	0 12½
Pickled	0 11	0 12½
Fresh laid, guaranteed		0 17

TORONTO.

Provisions.

The provision market has maintained an even gait in regard to prices this week, with the exception of eggs and street lots of hogs. The packers' price for live hogs is unchanged, maintaining last week's advance, but the farmers have been bringing in more dressed and the price has gone off 50c. Otherwise the following quotations remain as last week. Trade is generally reported fair and the cured meat market firm.

Long clear bacon, per lb	0 11
Smoked breakfast bacon, per lb	0 14
Roll bacon, per lb	0 11 0 12
Small hams, per lb	0 13½
Medium hams, per lb	0 13
Large hams per lb	0 12½
Shoulder hams, per lb	0 10½
Backs, per lb	0 16
Heavy mess pork, per bbl	18 00
Short cut, per bbl	21 50 22 00
Shoulder mess pork, per bbl	14 50 15 00
Lard, tierces, per lb	0 10½
" tubs "	0 10¾
" pails "	0 11
" compounds, per lb	0 07½ 0 07¾
Plate beef, per 200-lb. bbl	12 00 12 50
Beef, hind quarters	7 00 8 50
" front quarters	4 50 5 50
" choice carcases	6 25 7 25
" common	4 00 5 00
Mutton	0 08 0 10
Yearling lamb	0 12 0 13
Veal	0 10
Hogs, street lots	8 75 9 25
" dressed, car lots	8 75

Butter.

The better grades of butter have firmed up somewhat and some commission men would quote slightly higher than last week, but the majority would leave prices as quoted last week. There is considerable dairy butter offering and supplies seem to be very large. The quality of that coming in is not very satisfactory. Either the storekeepers dispose of the best at home or they do not keep it carefully until they get enough to ship. Perhaps both causes contribute to the result.

	Per lb.	
Creamery prints	0 25	0 26
" solids, fresh		0 24
Dairy prints	0 18	0 19
" in tubs		0 18
" large rolls	0 17	0 18

Cheese.

The supplies of cheese are uniformly exported low, and the market firm in sympathy with the Old Country. There are, however, no changes in the following quotations :

	Per lb.
Cheese, large	0 13½
" twins	0 14

Eggs.

The egg situation was getting interesting last week, but anxiety was allayed by the public getting into the game and consuming sufficient quantities to nearly off-set the increasing industry of the hen. The public quickly realized that eggs had come within reach of the ordinary purse, with the result that prices have sagged only a cent or a little better, and the quotations this week are 17c. to 18c., and perhaps a straight 17c. would better represent the situation. Lent will be a factor in increasing the demand. It is not now expected that there will be any sudden break in the price for new laid. Naturally the price will be downward until April.

For cold storage eggs, termed "fresh," the quotation is 13c. to 15c. But naturally the stock is large owing to the new laid being several weeks ahead of scheduled time.

New laid eggs, per doz. (nominal)		0 17
Fresh " "	0 13	0 15

WINNIPEG.

Butter.

Creamery.—Supplies are more liberal and the market is weaker. Prices to the trade are nominally unchanged and we quote again as last week :

Finest fresh creamery, in 56-lb. boxes	0 24
" " in 28-lb. boxes	0 24
" " in 14-lb. boxes	0 24
" " in 1-lb. bricks	0 27

Dairy.—The dairy butter market is in very unsettled condition. Produce houses are paying from 15c. to 20c. per lb., according to quality. Supplies at country points are increasing, but the quality is poor.

Cheese.

Price is advancing.

Finest Ontario, large	0 14
" Manitoba, large	0 13½
" " twins	0 14
" " small	0 14

Lard.

Prices continue as follows :

Tierce basis, per lb	0 10½
Small packages take the following advance :	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

Cured Meats.

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 15
Backs, " " "	0 14
Picnic, " " "	0 09½

Hams, sugar cured, assorted sizes		0 13
" heavy, 20 to 30		0 12½
Picnic, " assorted sizes		0 09½
Shoulders, "		0 08½
Bacon, " breakfast bellies		0 14
" " breakfast backs		0 14
" " Wiltshire sides		0 15½
" " spiced rolls, long		0 10
Manitoba butts		0 09½
" " skinned		0 10
" " boneless and rolled		0 11
" rolls, boneless		0 11

DRY SALT MEATS.

Bacon, dry salt long clear		0 11
" " " smoked		0 12
" " " boneless backs		0 12
Shoulders " "		0 08½

BARREL PORK.

Heavy mess pork, boneless, per bbl		17 00
" " per ½ bbl		9 25
Standard mess pork, per bbl		16 50
" " " per ½ bbl		9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 04
" hocks, " " 0 04

Eggs.

Produce houses are paying 23c. per dozen for fresh eggs delivered in Winnipeg.

ST. JOHN, N.B.

Provisions.

In barrel pork the high prices still rule. There is little except American offered. Business is quiet. Beef is unchanged, sale very light. Smoked meats hold at full figures. In pure lard, prices still high and chiefly American seen. Refined lard sells freely, and while prices keep quite low, there is an upward tendency. In fresh meats, beef is very freely offered and is low. Mutton holds at quite a full price. Lamb is now scarce. Veal is more freely offered, good prices rule. Pork continues high.

Mess pork, per bbl	$19 00	$22 00
Clear pork, "	18 50	21 00
Plate beef, "	13 00	14 50
Domestic beef, per lb.	0 05	0 06½
Western beef, "	0 08½	0 09
Mutton, "	0 07	0 08
Veal, "	0 07	0 07½
Lamb, "	0 08	0 10
Pork, "	0 09	0 10
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 11½	0 12
" " pails, "	0 12	0 12½
Refined lard, tubs	0 08½	0 08½
" " pails	0 08¼	0 09½

Butter.

Stock is being more freely offered. While prices are rather lower, best quality brings quite full figures.

Creamery butter	0 23	0 28
Best dairy butter	0 20	0 22
Good dairy tubs	0 18	0 20
Fair "	0 16	0 18

Eggs.

As everywhere else, prices are down. It is very seldom prices are as low at this season. Money is being lost. Sales rather slow.

Eggs, strictly fresh	0 22	0 25
Eggs, fresh	0 18	0 20
" case stock	0 16	0 18

Cheese.

Prices are rather higher. Local stock is small. Twins have the demand, which is, however, not large.

Cheese, per lb. 0 13½ 0 14

Mr. Samuel Freeman, representing the Montreal Packing Company in the Maritime Provinces, with headquarters at Amherst, N.S., reports excellent business since opening up that branch office. Indications point to even greater success in the future.

No Argument is Necessary

with a grocer who has once bought

Clark's Pork and Beans in Chili Sauce

Experience has taught every buyer of this line that it's a good one to tie to.

Our Knowing How

to make the best mince meat accounts for Grocers having no difficulty with the sales of

Nicholson's Mince Meat

and yet there are a few grocers who continue to sell the second-rate stuff, thereby losing customers and profits. What kind do you sell?

HAVE YOU ORDERED

N. & B. JELLY POWDER N. & B. ICING POWDER
N. & B. PUDDINE N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK

9 Jarvis St., TORONTO, ONT.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

SAUSAGE

Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

Butchers, Merchants and Hide Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some on in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now, for delivery later,

it will Pay You

WALTER WOODS & CO.

Hamilton and Winnipeg.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

THE BEST INVESTMENT

ORANGE MEAT is the best cereal investment for a grocer. After analysis by experts.

Orange Meat

has been pronounced "very high" in digestibility and energy-producing power.

It is made in Canada and has been widely advertised in the newspapers.

The **JUMBO** package has 2½ times as much in it as a 15c. package of other cereals, and the price you sell it for is 25c.

The 15c. package of **ORANGE MEAT** contains the coupons.

So that you can go to the consumer offering the best breakfast food at the fairest prices — **ORANGE MEAT,** 25c. and 15c.

As both the quality and the prices are permanent, **ORANGE MEAT** business is permanent also.

This is the reason you should go after it.

HOW DOES YOUR SUPPLY STAND ?

Agents in Montreal: R. B. Hall & Sons.

Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.

Limited

KINGSTON, ONT.

FLOUR AND CEREAL FOODS

The present outlook is gloomy and uninteresting; very little interest is shown by buyers, and brokers are finding it difficult to do business on any basis. Millers at all outside points reprort deliveries as slow and small. The export grain market has been of an inquiring nature, but little real business maturing.

A decline took place in the price of wheat during the week, and the highest price at which it is reported that No. 2 white sold for export, was 79 1-2c. and No. 2 mixed at 79c. At the close, however, white was offered at 79c., but exporters were not anxious to buy, although a few cars of No. 2 mixed would still be taken at 78 1-2c. on the Canadian Pacific railway.

Some Manitoba wheat for May delivery from Fort William was sold during the week. Several lots of 10,000 bushels and 5,000 bushels are reported as having been put through. The price declined in sympathy with the drop in Winnipeg and sales were made as low as 83 1-2c. for No. 1 northern and 2c. less for No. 2 northern. Prices of wheat at elevators this side of the lakes have been very irregular.

The flour market has been exceptionally uncertain, domestic trade being particularly dull, with prices so indifferent that any reliable quotations are difficult to state.

Although very few sales of flour are reported, there appears to be a slight improvement in the demand from the Maritime Provinces, and as any change from former conditions would have to be an improvement, there is a somewhat better feeling in milling circles. While the mills do not report any sales for export, flour brokers state that the demand during the last week or ten days has been better than for a couple of months, but they have been compelled to work on very close margins, for while they were able to get 22s. 9d Glasgow freights for an occasional car, the bulk of the business has been put through at 22s. 6d. As, however, ocean freights declined about two cents per 100 pounds on flour the first of the week, 22s. 6d now is about equivalent to 22s. 9d on the higher freights.

The competition in the selling of oatmeal is reported to have been even greater than in flour and it would appear that rolled oats at $1.75 per bag delivered must be below cost.

The domestic market in breakfast cereals is in a most unsatisfactory condition; cutting in price is playing havoc with business; one well-known mill is reported to have offered to customers a cut rate 10 cents better than any other mill, consequently markets have run wild. Dealers are of opinion that some action will have to be taken to bring a rational basis to trade.

MONTREAL MARKETS.

Flour.

Business is not very brisk in flour at present. It is the old story—bad weather. The milling companies are inclined to look forward to good business in the near future, however, as there is sure to be a very strong demand for all kinds of flour as soon as the roads make it possible to carry on business in country districts. Glenora and Manitoba, which were both selling at $4.00 last week, are now quoted $4.10, otherwise there are no changes to report.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	2 00	2 10
Royal Household	....	4 50
Glenora	....	4 10
Manitoba spring wheat patents	....	4 50
" strong bakers	....	4 10
Buckwheat flour	2 60	2 10
Five Roses	....	4 50

Grain.

Prices have fallen in the grain market. Oats are very weak. For No. 2 white oats dealers ask 39 1-2c. to 40c., while No. 3 brings 38 1-2c. to 39c. No export business is being transacted in peas, which have fallen one cent.

No. 4 barley	....	0 47¾
No. 2 white oats	0 39½	0 40
No. 3 white oats	0 38½	0 39
No. 3 yellow corn	....	0 51
No. 2 peas, basis 78 per cent. points	....	0 77

Rolled Oats.

Nothing new is reported in rolled oats. The recent break up among Ontario millers has demoralized the market. Quotations are the same as last week.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 30	2 40
Granulated "	2 30	2 40
Rolled oats, 90-lb. bags	2 25	2 30
" 80-lb. bags	2 00	2 10
" bbls	....	4 70

Feed.

Bran and shorts are very scarce. The demand for both is strong. Prices remain unchanged, but it is thought that the scarcity, combined with the great demand for these feeds, will have the effect of raising them. Manitoba bran is higher, having advanced 50c. per ton owing to good demand and light supplies. Ontario bran is scarce and western mills have ready sale for their output at local points. Maritime orders are also more profitable for any surplus they may have to ship.

Ontario bran	19 50	20 00
Ontario shorts	20 00	21 00
Manitoba shorts	19 00	20 00
" bran	18 50	19 00
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

Money in It.

There is money for a grocer in handling first-class flour. The best Northwest wheat is used in

"Gold Crown" Flour

Our methods are scientific and we are not ashamed of the product.

WRITE FO PRICES.

Sutcliffe-Muir Milling Co., Limited
Moosomin, Sask.

Why not handle the **Best Goods**,
That give you the **Best Profit**,
And that are the **Best Sellers** ?

That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit

Ask your wholesale grocer for it or write us for prices

The CAPSTAN MFG. CO., Toronto, Ont., Can.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

CONFIDENCE

The foundation of all success in business is confidence in the quality of the goods sold.

The success of Reindeer brand Milk Coffee and Cocoa and their wide spread distribution is because they are good and reliable.

The public know and appreciate them.

REINDEER
Brand

Condensed Milk
Coffee
Cocoa
JERSEY Sterilized Cream

TRURO CONDENSED MILK CO., Limited, - - TRURO, N.S.

Hay.

The market is very quiet at present. Mixed clover, quoted at $6.50 last week, is now obtained for $6.00. The prices are likely to remain as they are for some time as farmers do not care to risk taking less. There is nothing doing in the export market. The demand in the U. K. is not heavy and the supply is large. Prices are the same as last week. Liverpool is importing an extra large amount of hay this week and this, it is expected, will cause a fall in prices on that market.

No. 1	8 50
" 2	7 00 7 50
Clover mixed	6 00
Clover, pure	5 50 6 00

The McLEOD MILLING CO., Limited
Stratford, - Ontario.
olicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

The GRAY, YOUNG & SPARLING CO., Limited
Salt
Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

MYERS' ROYAL SPICE
STOCK FOOD

HORSE AND CATTLE.

	per 100 lbs.
500 lb. Lots	6.15
250 "	6.15
100 "	6.15
50 "	6.15
25 "	6.15
5 lb. Sacks	7.38
2 lb. pkgs., cases 2 doz.	5.54 per case

POULTRY.

25 lb. Bags	9.23
5 lb. Sacks	9.23
2 lb. pkgs., 360 lbs. in case	7.75 per case
½ lb. pkg., " "	8.86 "
Hog Powders (5 gross)	3.08 per gross

Less 5% for cash on all lines.
H. N. BATE & SONS, Limited, OTTAWA

TORONTO MARKETS.

Flour.

Dull and uncertain is the condition of the market at the present moment. rices have made a downward movement Prices have made a downward movement, and present quotations are really only nominal. Domestic demand is practically nil; buyers appear to be well provided, and no disposition to move. A good deal of the flour offered is considered indifferent in quality and therefore offers no attraction. Export trade is also dull and uninteresting.

Manitoba patents, No. 1, per bbl. in bags	4 30
" " No. 2, " "	4 00
Strong bakers " "	3 85
Ontario patents, No. 1, " "	3 75
" " No. 2, " "	3 50
Straight roller " "	3 50

Grain.

Grain of all kinds has made a downward movement since our last report, and is still weak. Business has been of small volume and uninteresting. Export inquiries coming to hand lack animation, and very little volume of trade has resulted. Movement of grain at outside points has been unimportant, and millers reports rather point to farmers holding back supplies.

(F.o.b. elevator 3½c. more N. Bay.)

Manitoba wheat, hard, No. 1	0 87
" " Northern No. 1	0 85
" " " No. 2	0 82½
" " " No. 3	0 81½
Red, " per bushel. 78 per cent. points	0 78½
White, " " " "	0 78
Mixed, " " " "	0 77
Spring, " "	0 74
Goose, " "	0 74
Barley, No. 1, "	
" No. 2, "	0 48½
" No. 3x, " 0 46	0 46½
" No. 3, "	0 44
Oats, white, "	0 35
" mixed, "	0 34
Peas "	0 77½
Buckwheat "	0 49½
Rye, per bushel, "	0 70

Breakfast Cereals.

The state of the breakfast cereal market is most unsatisfactory. Milers are offering goods at almost any price, in fact, quotations have run wild since the abandonment of the union, and present quotations are to a large extent nominal.

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 50
Rolled wheat in boxes, 100 lbs.	2 25
" " 50 lbs.	1 20
Rolled oats, standard, carlots, per bbl., in bags	4 00
" " " " " in wood	4 25
" " " " for broken lots	4 20

ST. JOHN, N.B.

Flour, Feed and Meal.

In flour rather lower prices rule, market is considered fairly firm. Feed sells at full figures.

Oatmeal rather lower; there is limited business.

Cornmeal prices are still low.

Beans are unchanged, market somewhat unsettled. Yellow Eyes never as low as this season.

In seeds, prices are firm. Clovers are higher, particularly reds and mammoth. There is quite a range in quotations from different seed men.

CEREAL MILL FOR CALGARY.

The Brackman-Ker Milling Company, of Vancouver, B.C., is about to erect in Calgary a mill for the manufacture of rolled oats and breakfast cereals, as well as for a sorting elevator and storage. Work will be commenced on the building as soon as the season permits. The machinery will be nearly all manufactured from plans prepared by the company, and will embody all the up-to-date mechanical appliances which the large experience of the firm has perfected. The supply of grain will be drawn from Alberta. Mr. Ker, manager of the company, looks to the irrigated lands of that province to contribute largely to his firm's wheat supply, and Alberta wheat has been proved very suitable for the purposes of the firm. The oats will be taken from all portions of the province. Mr. Ker is very much pleased with Calgary's progress, which he characterizes as a steady, natural growth, without anything of the boom element.

EXTENSIVE WHEAT PROJECT.

London, Eng., February 16.—The greatest interest attaches to the report of the recent Canadian deputation of the Scottish Co-operative Wholesale Society upon buying and growing wheat. The British co-operative societies represent 1 1-2 million co-operatives and over a million dollars share of capital. The Scottish co-operators alone grind 72,000 bushels of wheat per week. The deputation strongly recommends the opening of a branch at Winnipeg for the direct purchase of 2 1-2 million bushels yearly of Canadian wheat, so as to save at least 25,000 dollars yearly to the society, also to free the society from manipulation and American wheat corners. The deputation also strongly urge the societies to secure at once 100,000 acres of land from the Saskatchewan Land Company, as the best form of investment for the society's funds if, as is probable, the recommendations be adopted. The great co-operative societies of Lancashire, Yorkshire, will likely follow suit and inaugurate an Anglo-Canadian movement of a great political and commercial importance.

Mr. C. H. Crysdale, of Crysdale & Son, Oshawa, was in Toronto on Tuesday. Mr. Crysdale reports business in Oshawa good. "In fact," said he, "Oshawa is the best town on the line.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

TRANSPORTATION AND THE MARKETS OF THE ORIENT.

By Sir Wilfrid Laurier.

A question we have been asked to deal with in the past and shall have to deal with in the future is that of transportation, the question of questions. The present administration have done a great deal for transportation ; we have done a great deal to facilitate transportation between this country and other countries, between the different provinces of our country. We have prepared and organized the construction of another transcontinental railway. But this great project did not come one hour too soon. It came at the right time, and not only did it come at the right time, but, although the railway is not yet constructed, it is easy to see that before many years a third, and perhaps a fourth, railway will be necessary through the interior of the country to the coast.

For the New Settlers.

We have been told by some friends that we are putting too much money into the construction of railways. Let me dissent altogether from that suggestion. We have not put too much money into the construction of railways. It is easy for the man who is in the neighborhood of Toronto or Hamilton or London, who has three or four railways passing by his door or within a few miles, running in all directions, it is easy for him to say, "No more railways ; no more money in aid of railways." But I want that man, whoever he may be, to think of the settler in the outlying provinces, who to-day has to cart his products to the market, as he himself had to do forty years ago. The railways have been helped in the older provinces, and so we must help the railways in new provinces and we must have great trunk lines to take our products to all parts of the world.

Markets of the Orient for Us.

Up to the present moment we have had markets chiefly in Europe, but the time has come when we must seek markets in the Orient, in Japan and China, in those countries where there is a civilization 2,000 years old, which has been unchanged and unmoved, and has crystallized during 2,000 years, but which is at last awakening to the civilization of the western land. We more than any other portion of the civilized globe are in a position to profit from this market. Here are we, occupying the apex of this continent. In the centre of our country we are developing what is perhaps the choicest part of it for the growing of wheat. It is certain that for many generations, and perhaps forever, the three provinces of Manitoba, Alberta and Saskatchewan will produce more wheat than can be consumed in Canada. We have been seeking our markets abroad, chiefly in Europe, but we would be blind to the times if we failed to realize that there is a market of four or five hundred millions in the Orient of the old world.

An Example.

If we want to know what can be done by activity and enterprise in the way of developing trade, look for a moment at the tea trade. It has become an article of primary necessity in every home. Whether it be in the mansion of the rich or the cottage of the humble, you find the cup that cheers but not inebriates. English merchants two hundred years ago discovered the valuable properties of tea, and brought it to England, till now it has become an article of primary necessity. Wherever tea is grown wheat is not grown. The article of food is rice.

Between Europe and the East.

I want Canadian merchants to bear wheat and flour into that 400,000,000 market of China and Japan. We have to get not only the wheat trade, we have also to get the passenger trade. The Orient is awakening. With these four hundred million of people in China, forty million people in Japan and three hundred million people in India, there will be moving to and fro from the Orient to Europe and from Europe to the Orient. Hitherto there has been only the Suez Canal. We have a better route over the Pacific. Mark my words, by-and-by we shall have train upon train carrying passengers from the Orient to Europe and from Europe to the Orient.

Yokohama to London.

We can only have one competitor—the United States. The Canadian Pacific Railway this year are going to open a new line. A steamer will leave Yokohama for Vancouver ; there a train will be waiting to take the passenger to Quebec, where there will be a steamer waiting to take him to Europe, and in less than 22 days he will have completed his journey. These are some of the ideals which will impress every Canadian ; but when I think of the magnitude of the task I am tempted to say, with some despair, "So much to be done ; so little done," and I rely upon the courage of the Canadian people, on the courage of the Canadian Reformers who favor those ideas. I cannot hope that I have many years to live at the present time, but I hope that I shall live long enough to see the Canadian Pacific Railway and the Grand Trunk Railway with trains full of passengers for the Orient, and trains full of wheat and flour, and bringing back tea and silks and passengers, and transmitting them to all parts of the civilized world.

Canada Newest of Nations.

We are the last of the civilized nations to come to the front. It is within our grasp to profit by the experience of the past, to improve upon their virtues, to avoid their mistakes. It is for us to employ the energy, the activity, the enterprise, the competence, the brains and the brawn, and I rely upon the Canadian people to do it. Let us rise to the height of our opportunities. Let our civilization be such a civilization as never existed before in the world, a civilization based, and exclusively based, upon peace and the arts of peace. Let us see that in this country of Canada there shall be work for all hands and the best remuneration for all work. That is the thought that I have to give you at this moment, if I may be permitted to in my capacity as leader of a political party, to give you now as the guiding star in the struggle for the advancement and prosperity of our country.

TRADE INQUIRIES.

151. A produce merchant in Sheffield wishes to get in touch with Canadian exporters of apples.

152. A large firm of produce merchants desire for the coming season to get in touch with Canadian apple men, so that they may get them direct.

153. A firm in Sheffield wishes to get in direct communication with Canadian dealers in apples.

154. A Sheffield produce firm desire to get in touch with Canadian exporters of eggs, bacon, tinned meats, fruit and tomatoes.

155. A Sheffield produce merchant wishes to get in touch with Canadian exporters of apples of all qualities.

156. A produce merchant in Sheffield desires direct communication with dealers in Canada of xxx apples.

158. A Sheffield fruit merchant desires for the coming season to get in touch with exporters of all classes of Canadian apples, well packed and graded.

159. A Sheffield produce merchant desires to get in communication with Canadian exporters of cheese, butter, "glycerined eggs," bacon, tinned meats, fruit and tomatoes.

164. A Canadian now resident in the North of England is desirous of obtaining the representation of a few preserved fruit and meat packers in Canada who are seeking an outlet in Great Britain.

171. A Lancashire firm dealing largely in meats wishes correspondence with Canadian exporters of frozen meats with a view to representing them.

172. A Manchester firm wishes to obtain prices of white and green peas dried from Canadian shippers of same.

RELATIVE VALUE OF FOODS.

The following interesting comparison of foods has been sent us by Maconochie Bros., Limited, who are packers of the "Maconochie brand" of herrings.

	Material for Muscle.	Food for Brain and Nerves.
Rice	5	1-2
Wheat	14 1-2	1 1-2
Oats	17	3
Yolk of egg		2
White of egg	13	3
Potatoes	1 1-2	1
Mutton	21	2
Beef	19	2
Milk	5	1
Chicken	21 1-2	3
Herring	18	5

From the above comparison it will be seen that herring is the champion food for brain and nerve, and right in a line with beef and mutton for muscle. It is therefore up to the grocer to supply his brain-fagged countryman with a brand of herring of the best possible grade.

McWILLIAM
Mc. AND E.
EVERIST

California Washington Navels still advancing, but we have to arrive :

1 Car Rose,
1 Car Gypsy Queen,
2 Cars Chinook and Arch Brands

from which we can fill your orders.

Have also good stock Extra Fancy and Fancy Lemons, which we know will give satisfaction.

BRANDS :

St. Nicholas, Verdi, Kickers and Eagles

Cucumbers, Celery, Onions, Lettuce, Rhuharb, Spinach, in fact every thing in our Line.

25-27 Church St., TORONTO

DRIED APPLES

We pay the highest market prices fo bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.
Packers and Expoters
57 Market St., - HAMILTON

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds ; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

The general condition of the domestic market is one of firmness at all points. The great run since our last report has undoubtedly been on oranges and in consequence quotations are firming to advance. At Montreal this has already occurred, whilst in the Maritime Provinces complaint is being made of the quality of fruit arriving. At Ontario points, however, the most recent arrivals are reported as above usual quality, and the excellent color and sweetness has been no small factor in commanding the market.

Apples are still holding a high place. Recent reports from English ports speak of high prices being paid for Canadian apples. Some western shippers are reported as receiving $4.50 net per barrel for some recent shipments.

It is estimated that not more than 25,000 barrels are held at western points and stocks of good sound fruit on the Montreal market are in very small compass, much smaller in fact than for years past at this season, and although prices are high, there is a fairly good local demand.

The situation is a specially strong one. Domestic demand is active, and export trade is in full cry, so that there is every facility for placing stock.

Reports from California speak of weather conditions being in every way favorable to the growing crops. The warm weather has not yet entirely passed away and this condition, combined with the moisture, is bringing out the grass and the blossoms with much despatch. Sugar beet planting is in progress in the various sections of the state where this industry thrives. Orchards and vineyards all show signs of good crops later. Peach and almond trees are in full bloom in San Louis Obispo county, and the latter in the San Joaquin Valley as well. Such early development presages an early crop according to some authorities, but since such conditions are only found in a few places, it does not necessarily follow that such will be the case. Last year the fruit season came upon us three weeks earlier than usual, but a repetition is improbable.

FRUIT-GROWING ON THE PACIFIC COAST.

Some idea of the growth of the fruit-growing industry in British Columbia may be gathered from the fact that in 1902 the Dominion Express Co. carried 41,205 packages, aggregating in weight 974,706 pounds, and last year it carried 96,988 packages weighing 2,351,413 pounds, an increase of 111 per cent. in three years.

That statement was made by the secretary of the British Columbia Fruit-Growers' Association at the sixteenth annual meeting held on Feb. 14 in Vancouver.

The keynote of the meeting was the protection of the British Columbia orchards from insect pests. To that end the secretary urged perseverance in spraying with the Bordeaux mixture, and Mayor Keary, of New Westminster, manager of the Dominion Exhibition, suggested that the Government be urged to take measures to enlighten all citizens upon the subject of insect and fungus pests and that the citizens be urged to use every possible precaution and remedy for the prevention or cure of any insect depredations and diseases that effect vegetation.

Vice-President T. A. Brydon declared that British Columbia had the climatic and other favorable natural conditions to become one of the leading fruit-producing sections of the continent if the insect pests were kept away.

Mr. H. Harris advocated bulb culture, and declared that in that branch of horticulture British Columbia might rival Holland.

A resolution was passed heartily approving the action of the provincial fruit inspector in placing all citrus fruits on the list of fruits to be inspected before being removed from any dock, warehouse or station in the province This action was taken because San Jose scale had been found on citrus fruit.

A pure food resolution was passed favoring the compulsory printing of the formulae on the labels of all jams and jellies.

A resolution was passed calling for the establishment by the Dominion Government of experimental orchards in the Dry Belt on Vancouver Island and in the Kootenay.

These officers were elected: President, Thomas A. Brydon, Victoria; vice-presidents, James Johnston, Nelson; H. Kipp, Chilliwack; M. Fletcher, Armstrong; secretary and treasurer, W. J. Brandrith, Victoria; executive, Messrs. Palmer, Metcalfe, H. Kipp, W. J. Brandrith.

PREMATURE BUDDING OF PEACHES.

On warm Winter days such as we have had lately, and in the early Spring, peach buds are induced to prematurely swell, only to be nipped by the frosts that follow. To prevent this, some fruitmen have found spraying the buds with whitewash to be very beneficial, as the whitened buds reflect the heat rather than absorb it and thus prevent too early maturity.

MONTREAL MARKETS.

Green Fruits.

Prices remain about the same in green fruits. Florida oranges and Tangerines are going up. There is a strong demand for navels also, and it is probable that they will be quoted at a higher price in the near future. Apples continue in

strong demand, XXX grades bring as high as $5.50 and $6.

Messina blood oranges, half box	2 50	2 75
Oranges, Florida, case	5 00	5 50
Tangerines	3 25	3 75
Navels	3 25	3 50
Dates, per lb	....	0 04½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples	....	5 50
Jamaica grape fruit, per box	....	5 00
Apples	2 50	5 50
Lemons, per box	....	2 50
Jamaica oranges, per bbl	....	5 25
Grapes, Almeria, extra fancy Longkeepers	6 00	7 00
" Fancy	....	6 50
" Choice	....	6 00
Cranberries, N. S., nominal	....	20 00
" Cape Cod, "	....	30 00
Spanish onions, cases	....	2 75
Grape fruit, Florida	....	6 50

Vegetables.

Few changes are noticeable in vegetables. The present state of weather is causing a loss to many dealers. Having stocked up with different vegetables in the Fall, the dealer finds that he cannot easily sell them, as grocers are able to obtain most lines from the farmers direct, who are able to bring their vegetables to town without their being injured by frost. Parsley has come down twenty-five cents since last week. Boston lettuce, celery and spinach have all gone up. celery especially, which is now selling from $6 to $6.50.

Potatoes, per bag	0 65	0 85
Parsley, per doz. bunches	0 40	1 00
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	1 00
Home-grown cabbage, per bbl	0 75	1 25
Tomatoes, Florida	....	6 50
Egg plant, per doz	....	2 75
Red onions, brl	....	3 00
Turnips, bag	....	0 60
Water cress, per doz	....	0 75
Grand Rapids lettuce, per box	2 00	2 25
" " per doz	....	0 50
Boston lettuce, per doz	0 80	1 50
Sweet potatoes, per basket	....	2 25
" per bbl	....	5 00
Celery, per crate	6 00	6 50
Spinach, per bbl	3 25	3 50
Cucumbers, per doz	....	3 00
New potatoes, per bbl	....	7 50
Mushrooms, per lb	....	0 60
Brussels sprouts, per quart	....	0 13
Carrots, per bag	....	0 50
Horse radish, per lb	....	0 15
California cauliflowers	3 75	4 00

ONTARIO MARKETS.

Green Fruits.

The fruit trade continues brisk. The open Winter with little interruption of building operations has kept money in circulation and the result has been distinctly apparent in the betterment of the fruit trade. Prices remain practically unchanged. Oranges are high and firm, but the price is justified by the improved quality, sweetness and flavor of the golden fruit.

Apples are getting into the class of luxuries. "I don't know that you could find 3,000 barrels in the city," said a leading dealer yesterday. "There is a very large American demand notwithstanding the duty."

The total export from Canada and the States to February 21 was 2,092,020 barrels, and last year 2,032,906, while to the same date, 1904, the number was 3,090,338. In the season of 1904-05 apples were bought on the trees as low as 50 cents a barrel. In the season of 1905-06 they ran from $1 to $1.50.

Oranges, California, 96's, per box	....	3 75
" " 126's to 176's, per box	....	3 50
" " 200's to 216's, per box	....	3 25
" " 250's to 288's, per box	....	3 00
" Mexican, 96's to 250's, per box	....	2 50
" Valencia, 420's, to 714's, per case	4 50	5 75
" Marmalade, 160's to 240's, per box	....	2 50
Lemons, Messina, 300's 360's, per box	2 75	3 00
Grapes, Almeria, per barrel	5 50	6 50
Cranberries, fancy Jersey's, per barrel, nominal	....	13 00
" " " per case, "	....	4 50
Apples, fancy spies, per box	....	1 50
" " greenings, per box	....	1 40
" Winter varieties, per barrel	....	3 75
" cooking, per barrel	....	2 75
Bananas, per bunch, firsts	1 75	2 00
" " Jumbos	2 00	2 50
Pineapples, per case	4 75	5 00
Grape fruit, Florida, 46's, 96's, per box	....	4 75

WHY IS IT

That you can always get what you want from US.

Our stocks are always large, well assorted, and quickly turned over.

Therefore

It is to your advantage to give us your business.

For Monday we have arriving :

1 Car Bananas.
1 Car Mexican Oranges.
1 Car Bronco Navels.
1 Car Sunshine Navels.
2 Cars Lemons.
1 Car Cal. Celery.

PHONE OR WRITE YOUR WANTS

WHITE & CO., LIMITED
TORONTO and HAMILTON

W. B. STRINGER **"But"** ***J. J. McCABE***

SOME grammarians say the conjunction "But" is a disjunctive conjunction—***What a contradiction of Terms.***

SOME Fruitman say "ST. NICHOLAS" is no better than some other Extra Fancy Lemons—***What a contradiction of Facts.***

W. B. STRINGER & CO., Sole Agents, - Toronto and Montreal.

The Old Reliable Wholesale Fish House

We have 47 varieties of all lines; are the best that money can buy; you want the best. Write, Mail or Phone your Orders, and we will do the rest.

THE F. T. JAMES COMPANY, Limited
FISH, FRUIT and OYSTERS
33 Church St. **TORONTO** ***76 Colborne St.***

California Beauty Brand Navel Oranges

3 Carloads due this week. Close prices.

Consignments of POULTRY, APPLES, BUTTER and EGGS solicited.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

SPANISH ONIONS—Large case, $3.00.
" " Small " 1.15.
EX. FANCY NAVEL ORANGES—At $3.50 box.
FANCY ALMERIA GRAPES—At $5.50. Only a few left.

LOOK FOR THAT LABEL

When the label on your **Jams, Jellies,** and **Sealed Fruits in Glass** bears the name "E. D. Smith," it is a sign that the fruit is **pure—pronounced so** by the **Government Analyst,** and **guaranteed to be so** by **E. D. SMITH.**

There are tons of adulterated jam, etc., on the market, not labelled compound. If you sell this stuff you are liable to be arrested.

Doesn't common sense tell you to take no other but the **E. D. S. BRAND ?**

The Eby, Blain Co., Limited, are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

FRESH ARRIVALS

JUST TO HAND ANOTHER CAR of the ***CELEBRATED EXTRA FANCY "GOLDEN ORANGE" BRAND NAVELS,*** and very desirable sizes. ***CAR FANCY SWEET SONORA ORANGES,*** bought on most favorable terms, which enables us to give our customers exceptional value. Also car ***FANCY BANANAS.*** Send us your orders which shall have our very best attention.

HUGH WALKER & SON, WHOLESALE FRUIT **Guelph, Ont.**

TRADE MARK

This design a guarantee of quality.

Heavy Red-Brown Wrapping

FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them

Rossport Ont. **FOR SALE** Rossport, Ont.

Two Hundred Kegs SALTED TROUT

f.o.b. Montreal. $3.65 each.

Wire or write,

J. BOWMAN & CO.

ROSSPORT. ONT.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

THREE NEW CANNERIES.

There will be ten canneries on Rivers Inlet when the salmon season opens this year. The three new ones are to be erected by the Kildala Canning Co., Messrs. Todd & Sons, and Messrs. G. I. Wilson, N.H. Bain and associates.

Vegetables.

Prices, with a few corrections, range as they did last week, with the exception of California celery, and as suggested last week, that has advanced, the crop being about all in. Potatoes are slightly lower and there is a feeling that they may go lower still within a month.

Owing to the American market being off, Ontario is getting a larger share of the New Brunswick Green Mountains and Delawares. The New Brunswick farmer has learned better methods in the culture and handling of potatoes than the Ontario agriculturist. They are more careful about the seed and the injured and small potatoes are not marketed.

A leading commission merchant said yesterday that for his own eating he would rather have at this season of the year Ontario celery that had been properly kept than the more expensive California variety. There appears to be a good business awaiting Ontario growers who will look after their product properly.

Potatoes, kiln dried sweet, bushel hamper		2 00
" New Brunswick, per bag		0 90
" Ontario, per bag	0 75	0 78
Onions, per bag	1 25	1 40
Onions, Spanish, per small crate		1 00
" large cases		3 00
Onions green, per doz. bunches	0 10	0 15
Cabbage, per bbl	1 75	2 00
Cauliflowers, California, per crate	3 25	3 75
Beets, per bushel		0 50
Carrots, per bag		0 60
Lettuce, per doz. bunches	0 30	0 35
" imported, per doz.	0 35	0 40
Radish, per doz.	0 50	0 60
Cucumbers, hothouse, per doz.		2 40
Mushrooms, 1 lb. boxes, per lb.		0 80
Celery, Californian, per case		6 00
" " pony case		3 25
Beans, white, prime, bush		1 75
" " hand-picked, bush		1 90
" Lima, per lb.		0 07
Tomatoes Floridas, 6 basket crates		5 00
" extra choice, 6 basket crates		4 25
Rhubarb, 1 doz. bndls.		1 00
Broccoli sprout, pck		0 40
Spinach, bush		1 00
Leaks, per doz		0 15
Artichokes, per peck		0 25
Parsnips, per bag		0 75
Watercress, per doz. bunches		0 30

MANITOBA MARKETS.

Green Fruits.

The California orange market is stiffening and local advances may be expected.

ORANGES AND LEMONS.

Fancy California navels, 126's, per case	$3 50
" " " 150's to 250's, per case	3 75 4 00
California lemons, 300's and 360's, per case	4 50

ONTARIO WINTER APPLES.

Northern spies, XX, per bbl	$5 00
" " XXX "	6 50
Russets, per bbl	4 50
Almeria grapes, per keg	6 50
Winter pears, (B.C.), per case	3 50
Cranberries, (Jersery), per bbl	12 00

Vegetables.

Valencia onions, (large cases)	$4 50
Spanish onions, per case	1 25
Native onions, per lb.	0 03

ST. JOHN, N.B.

Green Fruits.

There is a fair business.

Valencia oranges rather firmer, some of the receipts this last week were in very bad condition.

California oranges have just a fair demand. Full prices asked and quality but fairly satisfactory.

Jamaica oranges light supply.

Florida oranges are little seen. It has been a poor season.

For best apples there is a good demand and prices are high.

Lemons are good and price is low.

RETURNED

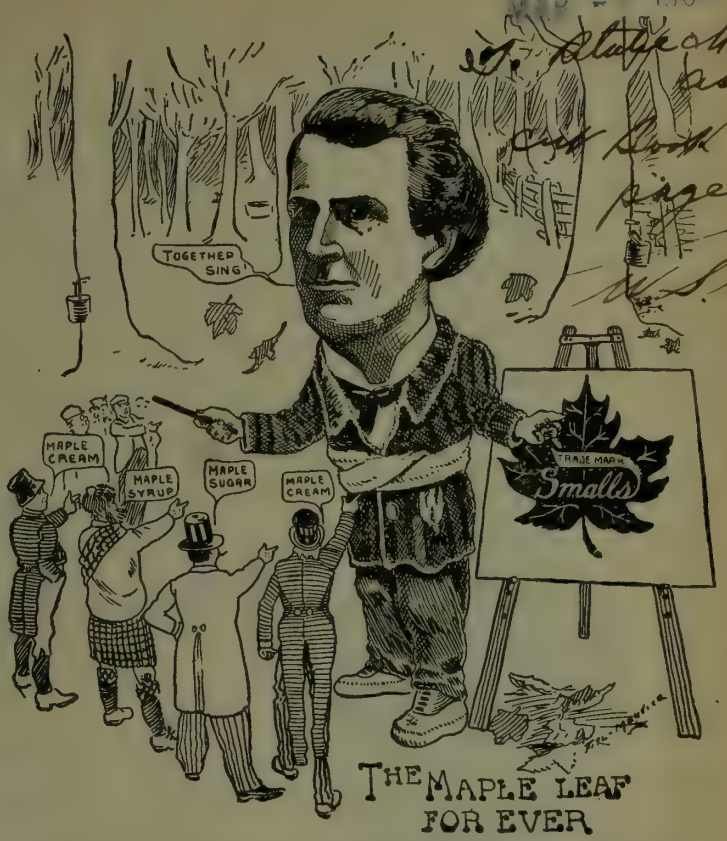
—THE—
PINNACLE OF PERFECTION

King Oscar Sardines

The most delicate sardines packed and in the purest olive oil. Keep them to the front They pay you.

JOHN W. BICKLE & GREENING, Hamilton, Ont.

CANADIAN AGENTS



Through press and samples Mr. Small is teaching all classes to cry for **Maple Syrup** —not maple flavor or compound syrup. Small's Maple Leaf Brand is maple only, registered 1881—has more awards than all others combined. Property of **CANADA MAPLE EXCHANGE, Montreal,** largest contractors for Syrup and the only concern exclusively devoted to maple products. **All Jobbers.** Government inspector is no terror to merchant who handles Small's.

To Wholesale Grocers of Canada

GET BUSY

is our Motto for 1906 and we want your orders for Canned Sea Foods:

¼ Oil Sardines	(Sanitary can)	100 tins	to case
¼ Oil Sardines	(Hand made)	100 "	"
¼ Mustard "	"	100 "	"
¼ Tomato "	"	100 "	"
¾ Mustard "	"	50 "	"

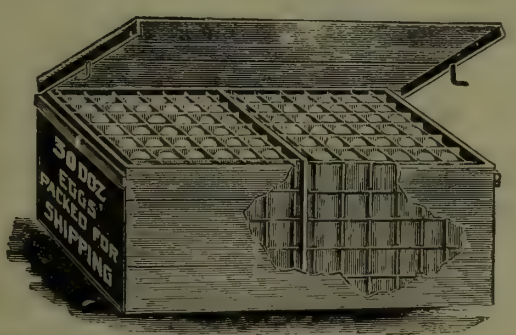
Also Herring in Tomato Sauce, Kippered Herring, Kipperines in Cartons and Tins, Clams, etc. Every tin guaranteed. Price lists and information furnished promptly on request. Write or wire your order to

CONNORS BROS., Limited
BLACK'S HARBOR, N.B.

EGG CASE FILLERS

Wood, Pulp and Strawboard

30 doz. Fillers
49 " "



MANUFACTURED BY

The Miller Bros. Co., L't'd
30-38 DOWD STREET
MONTREAL

Board Mills and Filler Factory at GLEN MILLER, ONT.

WE BOLDLY CHALLENGE

COMPARISON

NOT WORDS NOR PUFFED PRICES, BUT COMPARISON ALONE WILL CONVINCE YOU THAT

HOLBROOK'S

GENUINE WORCESTERSHIRE

SAUCE

IS THE BEST VALUE ON THE MARKET. THAT IS WHY IT HAS THE

LARGEST SALE IN THE WORLD

Rep ½ pts. (25c. bottle) $2.15 dozen in case lots (6 dozen). Mail your order to-day to

HOLBROOK'S LIMITED PACIFIC BUILDINGS, COR. FRONT & SCOTT STS. **TORONTO**

LOBSTERS

We are now booking future orders for the well known

ICE CASTLE and BEAVER BRANDS

Every can guaranteed. Place your order before we are oversold.

J. W. WINDSOR, - MONTREAL

Canadian Agents: Hamilton & Toronto, A. E. Richards & Co. Kingston, James Craig. Ottawa, James N. McIntosh. Winnipeg, Nicholson & Bain. Calgary, Nicholson, Bain & Johnson. Vancouver, C. E. Jarvis & Co.

POPULARIZING YOUR STORE.

How Are You Doing It?

What are you doing to make your store more popular in your locality? Nothing, you reply, and do not propose to. Then you are making a blunder. One store is all the time striving to please and be the popular store in its community. Another is doing not a thing and considers it amateurish and even foolish to entertain the suggestion on this subject.

Again we ask, what are you doing to popularize your store? For it is an important subject. It makes business, this effort to be popular. Popularity is an asset to any person, and it is also an asset to any store.

Do the customers in your town and vicinity come into your store as if they were stockholders? Do they shove the door of your store open and walk up the aisles with entire composure? Do they address your clerks and yourself in a friendly and free manner?

Is your store spoken of at entertainments and social gatherings in a complimentary way? And do you know positively that it is?

Ask the Clerks.

It would be interesting and supply valuable information perhaps to many merchants to put that question to some of their clerks. Find out what the public is saying about your store. Are you in favor with the people? Popularizing a store is not the easiest thing in the world for some merchants. They themselves are "grouchy" and wear an expression which attendants at funerals are supposed to wear.

Entirely apart from being cheerful and popular because it is the easiest way to go through the world, the quality is also a valuable acquisition to the business. The idea prevails in some offices and stores that the highest type of a man is the cold, cross individual.

The sooner that idea is replaced by good horse sense the better it will be for the merchant, his store, his family and his acquaintances. Of all the crazy ideas of the twentieth century that of the business world attitude to help in the above particular is the limit.

Scaring help to secure better service and greater honesty—how absurd. Such treatment of help is not even selfish, but it is diabolical.

Considerate Treatment Fundamental.

There are signs that these methods will shortly disappear. Managers of help are more considerate of them because it pays to be so. This is one reason, and at present the principal one, for the establishment of rest and reading rooms for help and many other facilities for the comfort of employes.

The public does not enjoy hearing an employe scolded and criticized. We are a nervous people. Under the strain of the pace which we are going the incident of angry words between manager and help jars one's nerves and is likely to upset for the remainder of the day.

To make your store more popular with the public, therefore, it is fundamental that your help be treated as men and women. Most people are democratic. They do not desire to do their shopping with a lot of slaves.

When you treat your help as such you accordingly create in the minds of your customers that you are a slave driver; and the service of slaves and weaklings is not agreeable to the average buyer. Indeed, the department store practice of hiring cheap help at starvation wages is gradually destroying much of the pleasant experience formerly a part of shopping.

The old time habit of customers chatting with the clerks and asking their opinions on style, color and quality is disappearing. Does the average patron of stores really at heart enjoy that sort of thing? It is extremely doubtful if they do. After a while we will get out of breath from our fearful pace and when we sit down from exhaustion and seriously consider several things and the subject of shopping it is more than likely that the heartless, needless, wasteful habits which we have drifted into will be revised and the saner policy of the past be revived.

The merchant who expects his store to be popular in the largest degree will extend always a gentlemanly bearing and address to them. The public will respond to such treatment and be more generous in their patronage to the store doing this.

Another Reason for This.

While upon this subject of courtesy on the part of a merchant to his help an important subject is brought to mind. Many merchants have repeated the story that their help is becoming a greater problem all the time. This scarcity of help is not confined to any one line of work, but is appearing in a number.

Farmers are complaining because they cannot get the help necessary to do their work. This is an absolute fact and is not the experience of any single locality, but is reported from a number of directions.

The clerk problem is also one that has steadily been growing more important. Good clerks are scarce. Bad clerks are wasteful and accordingly costly. For these reasons it behooves merchants to exercise tact and courtesy in their treatment of help. It is easier to lose a good clerk than to hire a new one.

Keep your clerks as continuously as you can. Treat them right. Be liberal in salary and surprise them frequently with an outing or banquet.

Do Favors for Your Trade.

The store which is seeking to be popular will express a desire to do favors for the patrons who leave their money with it. One merchant in a southwestern state has brought his store to a surprising position in popularity by making a special effort to do favors.

Customers are told that special merchandise will be ordered for them without any profit to the store. Windmills, milk separators, plumbing goods, etc., and a variety of goods of which the number is almost legion are ordered gladly by this store and not one cent charged by them. Does any merchant fail to see that such a practice will come pretty nearly making a store doing this exceedingly popular? Of course it will do this. It cannot fail to do so.

The trouble with too many merchants is that they are a little too mercenary in this matter. They want too much profit or profit on too many goods.

Take the trade into your confidence once in a while on some such deal as this and without profit. Show them the invoice and let them know you are sincere. It is first-class [illegible] for any store. It is merchandising that brings good return[illegible] about it.

Then the investment is [illegible] cash is received when the [illegible] Then, also, it does not affect the regular line. The relation of such work, however, upon other lines in town is a subject requiring thought, and only the strong merchant will tackle these suggestions.

But the merchant who is doing this is a hustler. He has been doing things for the last ten years. His sales last year were pretty close to $190,000. The profits for the ten years have been $115,000. So he is entitled to express his views.

Specific Illustration.

Not long ago a new firm came into this merchant's town. The newcomer is an oily fellow who is out after business.

One day a farmer went into this new merchant's store and the visit afforded an opportunity to do some personal campaigning for his trade. He asked him if he could not have a share of his patronage. The reply was that he is trading in the store which is described above. "But I will do just as well," replied the merchant.

The farmer contended that he doubted it and said the other store was popular and willing to do favors such as ordering goods. To this the new merchant said that he would do the same and only charge 5 to 10 per cent., whereupon the farmer informed the newcomer that his store ordered many things without any charge. The idea was ridiculed by the merchant, but the farmer maintained that he was right and that he had seen the invoices himself.

That's becoming popular with good effect. How do you line up? Will your customers plug for you as that farmer did for his store.

If your customers will not and do not get in good licks for you such as this it is time to try ways and means of accomplishing the desirable end. Popularizing your store means easier business and better profits. Are you the popular store in your town and locality? If not, why not?

NEW COMPANIES INCORPORATED

Provincial charter has been granted to the Aylmer Cigar Co., Limited, to manufacture, sell and deal in tobacco, cigars, and for that purpose to purchase and take over the plant and material of the Aylmer Cigar Company, of the town of Aylmer. The share capital of the company to be ten thousand dollars divided into one hundred shares of one hundred dollars each, the head office of the company to be at the said town of Aylmer, and the provisional directors of the company to be William Warnock, William Sylvester Carson, William James Glen, Henry Bartholomew Pollock and Lorne Lounsbury Miller.

The American Chicle Company have been authorized to increase their capital from the sum of seventy-five thousand dollars to the sum of one hundred and twenty-five thousand dollars.

JACOBS' BISCUITS

Don't forget the name, nor overlook this line of imported biscuits. Made in Dublin, and packed specially for export trade. No finer line of fancy biscuits in the world. Remember the name "JACOB."

Manufactured by

W. & R. JACOB & CO., Limited

DUBLIN, IRELAND

Canadian Agents:
Kenneth H Munro,
324 Coristine Bld. Montreal
C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

BUILD UP
AN HONEST BUSINESS

Sell only HONEST GOODS

THE CONFECTION
OF PERFECTION

STEWART'S
Chocolates and Bon Bons

PUREST——BEST

"CLINCH"
BUSINESS FOR YOU

WRITE FOR PRICES DO IT NOW

THE
STEWART COMPANY LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

There is no complaint

from your customer when you sell

MOTT'S
CHOCOLATES

The two lines are

"Diamond" and "Elite"

They are unequalled in purity—

Every Jobber Sells Them.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, Montreal
R. S. McINDOE, Toronto
JOS. E. HUXLEY, Winnipeg

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

CONFECTIONERY CHAT.

It is well known that the success of the department store is to a large extent attributed to the method by which each department is made self contained ; attention is concentrated on each section as though there were no others.

The grocer might take a profitable lesson from this, and apply, in principle, this rule to the separate lines in his store. If he were to treat his confectionery department in this way he would soon have a department equal to any section of his store. The general public are getting more and more to look upon the grocer as their great source of supply.

There is no doubt grocers have to a large extent neglected the confectionery opportunity. They have been content to let it run itself, and confined their attention to a few low-priced, badly displayed lines. The order of things is fast changing, however, and the modern, up-to-date grocer is providing every convenient device to encourage confectionery sales.

It is time for each storekeeper to pull himself up and ask the question, "What am I doing ?" The day of the sleepy, crawl-along grocer is past. There is nothing left but to "fall in line or clear out." The progressive fellow will get the trade, and he is keen enough to know there is no better way to get at the coming trade than to keep hold of the young folk by his confectionery line. See to it that you buy good goods, sell them reasonable and keep them fresh.

TICKET YOUR CONFECTIONS.

Have a price card upon your bonbons. It should not be too large, but the lettering on it should be distinct and clear. It facilitates business, saves time, and lets the purchaser know at the outset just what he can get for the amount he wishes to expend. It is a good idea to quote prices for half or quarter pounds, rather than for whole pounds. If a particular line sells for thirty or forty cents per pound, it is better to ticket them at fifteen or twenty cents the half pound. There is an attraction in anything offered for a small amount of money. The price creates the first impression usually ; then to see what can be got for that amount is the next consideration. The name by which the confection is known should also be put on the card. A customer is helped in making his purchase if he is able to call by name the article he wants. Names of confections are constantly changing, new names are given new creations, and it is well that the buying public are familiarized with these names. It helps to keep up the interest.

$200.000 FOR A BISCUIT FACTORY.

The Canadian Pacific Railway Company has almost completed negotiations for the purchase of the factory site of Viau Freres, biscuit manufacturers, Notra Dame street, Montreal. The price agreed upon is in the neighborhood of $200,000.

The company purchases the site for the purpose of extending its freight yards at Place Viger station, an undertaking which has already involved the closing of several streets in the east end of that city. This scheme is actually being opposed by the Montreal Brewing Company, which claims that its property has been hemmed in as a result of the improvement of the freight yards.

With the purchase of the Viau factory the Canadian Pacific Company will have acquired the whole of the property which it has been seeking to acquire in that neighborhood.

Viau Freres will not vacate their premises before a year from next May.

COCOA DEMONSTRATIONS.

Suchard's cocoas and chocolates, for which Frank L. Benedict & Co., Montreal, are Canadian agents, are being demonstrated in the leading Montreal grocery stores. This week Z. A. Lambert, corner Bleury and Sherbrooke streets, is having a most satisfactory demonstration of these goods.

BOY BUNCOED GROCERS.

For some time Salem grocers have been bothered by a boy who has been giving bogus c.o.d. orders for groceries This week a boy was rounded up in one of the stores, and turned over to the police. The boy's father was notified, settled the case and probably nothing more will be done about it. The boy would go into a store and give an order for a lot of different groceries, such as a pound of coffee, ten pounds of sugar, some flour, tea and perhaps half a dozen oranges. The stuff he ordered sent c.o.d. to some fictitious address.

Then he would say that as his folks were in a hurry for the oranges, or some such stuff which would be appreciated by a hungry boy, he would take that particular package along with him, and they could send the other stuff along with a c.o.d. slip for the whole.

When the grocer or marketman would send the stuff to the given address, he would find no such person living there, and also that no order had been authorized. He would then awake to the fact that he had been buncoed out of a dozen of oranges, or some apples, or figs or something of that sort, which the boy had lugged home with him.

An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

It is necessary to go below the surface for the true value of things. Some biscuits look nice in the tins. They are eye-winners. But the trouble is that the eye is not the final judge. The tongue is what has to be pleased. So the real test is not in the "seeing" quality but in the "eating" quality.

are put up with an eye to satisfaction all round—both "seeing" quality and "eating" quality.

The packers in our factory are just as careful and as skillful as the bakers, the bakers as the mixers.

So **PERFECTION CREAM SODAS** are "complete" biscuits. They assume no virtues. They have them all.

Would you like to sell the "look nice," "solid quality," "always best" biscuits, the "three-in-one"—**PERFECTION CREAM SODAS?**

How Many Cards for You ?

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

DIAMOND
Brand

MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

Every grocer has a call for **Maple Syrup** and **Maple Sugar.**

When you get a demand from your customers see that you have the **genuine, absolutely pure** and unblended

Grimm Pure Maple Syrup

Buy this Brand. Write Us for Particulars.

THE GRIMM MFG. CO., *Manufacturers of Champion Maple Sugar Evaporator and Maple Sugar Makers' Supplies* **Montreal**

Fortify yourself against inclement season.

VAN HOUTEN'S COCOA

Best and Goes Farthest

The Ideal Winter Beverage

Grocers make friends by recommending it.

There is money and satisfaction in handling Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

Some Grocers Are Profiting. Are You?

Money Made

Custom Held

The secret of being successful grocers is often found in successful goods. When the name SOUTHWELL is mentioned you naturally think of all that is pure, inviting and delicious in Jams and Marmalade.

SOUTHWELL'S JAMS and MARMALADES

are successful, and successful grocers sell them. There may be others as good, but they are mighty hard to find.

SELL SOUTHWELL'S GOODS

FRANK MAGOR & CO.
Canadian Agents
MONTREAL

Shirriff's Flavoring Essences

are absolutely pure and harmless.
Being of highest strength
give best results.

IMPERIAL EXTRACT CO., - Toronto

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO ONT.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture. Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 st. Peter St., Montreal, Can.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

1845-1905

COX'S INSTANT POWDERED GELATINE

An old friend in a new guise.
Saves time and trouble Recipes in every package

Canadian Agents:
O. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

Do It. Do It.

You need to have a nice stock of

Maple Syrup
Maple Sugar

in your store Ask your dealer for our goods. We make

Stoney Creek Maple Syrup
Royal Maple Syrup
Maple Sugar

We have had years of experience as maple product manufacturers. Our goods are for sale by

Imperial Fruit and Produce Co.
Winnipeg, Man.

Provost & Allard, Ottawa, Ont
Forbes Bros., Montreal, Que.

T. KENNEY & SON
Hallerton, Que. Manufacturers

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

IRRESISTIBLY DELICIOUS

A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS:—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. I. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

6 1-gal. tins to case, wine measure,	$4.50 per case		24 pints to case, wine measure,	$2.50 per case	
12 ½-gal. " " "	4.80	"	12 qrt. bottles,	2.40	"
24 ¼-gal. " " "	4.80	"	5-gal. tin, Imperial measure, 1 to case,	3.90	"

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

THE MONTREAL MAPLE CO.

88 GREY NUN ST., MONTREAL, QUE.

"Time Writes No Impress on 'Honest' Cigars."—*J. Bruce Payne.*

Here I am down in Granby making honest cigars and I was doing the same years ago. The same names are still on repeat orders and there is the same call for 1,000 of the

Pebble and Pharaoh

"Always good, always will be good," should be stamped on every box of these leaders.
I have often told you just how the **Pebble** and **Pharaoh** cigars are made—what from, who by—and when I speak of my methods I am confident that if at any time I had "wavered," my cigars would have quickly become back numbers. You have seen this very fate befall "others" but you have never seen it befall any from the Payne factory.

And to be candid with you, isn't this just the reason you entrust your cigar business to me? You know that you cannot afford to experiment; and you know just what I will do and just what I will not do.

If any grocer, not included on the list of those who know Bruce Payne and his methods, should read these statements let that grocer consider well what my record is, what the **Pebble** and **Pharaoh** cigars represent in "smoking" value and "selling" value, and what the conditions of his own business demand.

If he will do this I will have no doubt as to the outcome.

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

"One Truth is Clear"

that ***T. & B.*** is superior to any other tobacco that any other maker can march out.

"How do we account for it?" Just in this way:

T. & B.

was one of the pioneer tobaccos. We saw the need for it. We made it because of and in accord with that need.

The majority of smokers are ***T. & B.*** men, the majority of tobacco orders are for ***T. & B.*** and, naturally, the majority of grocers sell ***T. & B.***

If you are not with the majority, ask yourself this question: "**Am I on the right track?**"

The Geo. E. Tuckett & Son Co., Limited
Hamilton, Ontario

TOBACCOS, CIGARS AND ACCESSORIES

MAKING THE MOST OF OPPORTUNITY.

The quickness with which one man will make use of an opportunity whilst another will let it slip, is most noticeable in the manner various grocers handle their tobacco department. Just a little more attention to the stock already carried, and what is now a side line could easily be made one of the important features of the store.

Entering a small but well appointed store recently, a neat and nicely arranged show case was one of the first things which caught the eye; in this case was to be seen a well assorted stock of cigars, pipes, tobacco, etc., well laid out on glass shelves, in a most suggestive manner. The stock was not large, was not expensive, neither was it elaborate, but the storekeeper was more than satisfied with the profit he made.

Another store close by was the contrast to this one, and carried no special show case or anything else for its tobacco department. Upon being asked for a cigar, the clerk in charge dived down to some hidden boxes and fished out one containing a number of cigars in various states of preservation, broken wrappers, dried up, and altogether uninviting. Is there any wonder that the latter store condemned its tobacco trade? Better wipe tobacco out altogether than play at keeping it.

Nothing will pay better, properly handled, than tobacco and its accessories. The price of a simple show case in which to display the lines carried is infinitesimal compared to the result reaped. Many a friend is often at a loss to know what to buy for a present; a show case nicely set out comes like an inspiration at such times, and the grocer reaps the result of his enterprise.

THE POPULARITY OF TOBACCO.

Tobacco has had a very chequered history as far as its introduction into Europe is concerned. In America its use is lost in antiquity, although smoking dried tobacco leaves is spoken of as being in practice among the Indians of Hispaniola as early as 1526. It found its way into Europe in the year 1559; was introduced into England in the year 1565 by Sir J. Hawkins, and in 1573 it seems to have been pretty generally known there. During the year 1586 it was made famous by Sir Walter Raleigh and Sir James Drake. About this time its use was made the butt of the popular wits. The clergy strenuously denounced its popularity, and King James I. issued a pamphlet against its use.

Kings, popes and sultans are all found arraved against it, and smokers of the soothing weed were condemned to cruel punishments. In the canton of Berne the prohibition of the use of tobacco was put among the ten commandments. In Turkey smoking was made a capital offence. In spite of this category of denunciation and prohibition tobacco smoking has become the most extensively used luxury in the world, from peasant to king.

TOBACCO YIELDS $166 AN ACRE.

The tobacco crop of Lancaster county, Virginia, of which 70 per cent. has been delivered to the buyers' warehouses, amounts to 22,500,000 pounds. It was grown on 15,000 acres, the average yield being 1,500 pounds. At a fair estimate the crop will return to the growers $2,500,000.

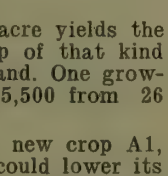
That means that each acre yields the grower $166.66. One crop of that kind more than pays for the land. One grower is reported who got $5,500 from 26 acres, $211.50 an acre.

The growers report the new crop A1, free of every defect that could lower its value, and it is "sweating" satisfactorily. Some of the "bulk sweated" tobacco will be on the market by March 1.

A SMART IDEA.

An unique competition instituted by one firm invited answers to the query, "What proportion of men are clean shaven?" Five substantial prizes, two in cash and three in cigars, were offered to the persons sending in the nearest estimates to the number of clean shaven men in 10,000. The solution was arrived at in the following manner: All the figures given by all the competitors were added together and divided by the total number of competitors. When the average had thus been ascertained, the prizes were awarded to the contestants whose estimates came nearest to the average. The only condition attached to the competition was that estimates must be made on cards furnished by the firm, and that those wishing to enter the contest must call at the store in person for the cards.

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

The best in the world are made by—

McDOUGALL

Insist upon this make.

D. McDOUGALL & CO., Glasgow, Scotland

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

RETURNED
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ent Books
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IN EVERY CORNER

ON EVERY SHELF AND COUNTER,

SHOULD BE DISPLAYED THESE GOODS, WHICH DO SO MUCH TOWARD DRAWING NEW CUSTOMERS, AND RETAINING OLD ONES. ALL READY SELLERS. ALL SHOW AN EXCEPTIONALLY GOOD MARGIN TO THE GROCER.

WE SHALL GLADLY FURNISH PRICES AND SAMPLES ON APPLICATION.
IT'S NO TROUBLE.

A. F. MacLaren Imperial Cheese Co., Limited
Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

March 2, 1906.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy

Baking Powder.

Ammonia Powder—

Bee" brand, 48 5c. pkgs., per case	$1 75
" " 27 10c. pkgs, "	2 00
" " 10 25c. pkgs, "	1 75

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	$0 40
" 4 " "	0 75
" 3 " "	1 25
" 2 " "	2 25

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 45
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

"VIENNA" BAKING POWDER. Per doz.

1-lb. tins, 4 doz. in box	$2 25
½-lb. tins, 4 doz. in box	1 25
¼-lb. tins, 4 doz. in box	0 75

"KING" BAKING POWDER. Dozen

16-oz. cases, 2 doz.	$2 40
8-oz. " 4 "	1 50
4-oz. " 4 "	0 90

Lot 5 cases, freight paid.

EAGLE BAKING POWDER.

Per doz.	
Cases of 48-5c. tins	$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

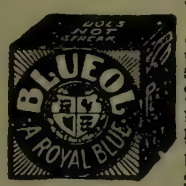
T. KINNEAR & CO.

Crown Brand—

1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 to 0 10



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each.....per lb. 16½c

"Sapphire" 14-lb. boxes, ¼ lb. pkgs. per lb.....12½c

"Union"—14-lb. boxes, assorted 1 & ½-lb. pkgs., per lb.....10c

Black Lead.

Reckitt's, per box..... $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

Reckitt's Zebr paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOM BLACK LEAD.

	Per gros
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

B Pax "Queen."

0-oz. case, 4 doz	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.

Conditions—2 per cent 10 days; net 30 days,

Cereals.

Wheat 08, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins ..... per doz.	$6 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	3 55

Chocolate—

Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—

Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections— Per doz.

Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate— per lb.

Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa— Per doz.

Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case.....per doz.,	$ .90
1 " " ½ " " ..... "	2.40
½ " " 2 " " ..... "	4.75
1 " " 1 " " ..... "	9.00

SUCHARD'S CHOCOLATE AND COCOA.

	Per box
Milka, 36's (36 tablets in a box)	$2 25
" 24's (24 tablets in a box)	3 00
Velma, 24's (24 tablets in a box)	3 00

	Per doz.
Milka Croquettes	$2 25

	Per lb.
Economique, in ¼ and ½-lb. cakes	$0 32
Premium, unsweetened	0 35

SUCHARD'S SOLUBLE COCOA.

	Per doz.
¼ lb. tins (4 doz. in a box)	$2 25
½ lb. tins (2 doz. in a box)	4 20
1 lb. tins (1 doz. in a box)	7 80

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 2lc. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoas—	Per lb.
12-lb. boxes, 6 boxes in case, 1-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins	32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	34c.

Premium chocolate—

6-lb bxs., 12 bxs. in case, ½-lb. pkgs.	33c
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs.	35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs	35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, ½-lb pkgs.	30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs	23c

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, op. 4d. "	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO. Per

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb

[illegible]	$0 25
" Mocha	0 25
"Condor" Java	0 30
" " Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars.....per doz.	$8 25
Medium size jars "	4 50
Small size jars "	2 40
Individual size jars "	1 00
Imperial holder—Large size "	18 00
Medium size "	10 00
Small size "	12 00
Roquefort—Large size "	1 40
Small size "	2 40

"Batger's" Strawberry Jam

If you carry this line of jam on your shelves it sells itself. The appearance of the new style glass jar is good and the **Whole Fruit** inside invites tasting.

It is made from the finest English garden strawberries and granulated sugar, by a firm that has been in the business for **over 150 years.**

Once tasted, Batger's Strawberry Jam will be ordered again. If you are not already selling Batger's, why not order a trial case of 4 doz. and see for yourself?

Rose & Laflamme

Montreal and Toronto

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling

ROSE & LAFLAMME, Agents, - Montreal

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

CUP QUALITY vs. STYLE

CUP QUALITY WINS OUT EVERY TIME.

We critically test all Teas in the cup before purchasing; therefore flat, insipid and "Bodiless" teas are never sold our customers.

On the above grounds, we respectfully solicit your business.

A postal will bring samples and quotations.

WM. BRAID & CO., - Vancouver, B.C.

BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.

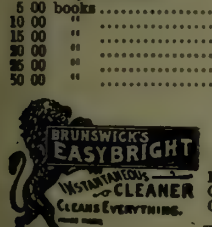
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6 "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of fifty 10-cent packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz. $1 45	1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 4C
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40
(Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10
(Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	$1 45

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

'Bee" brand, 8oz., cases, 120 pkgs.	$30 case
" 10 oz., cases, 96 pkgs.	
" 16 oz cases, 60 pkgs.	

BORDEN'S BRANDS

"Eagle" Brand
Condensed Milk

This brand has no equal and as a seller will hold your trade.
When buying Condensed Milk think only of one brand "Eagle."

"Peerless" Brand
Evaporated Cream

Acknowledged by judges at all the World's Fairs and Pure Food Shows the most perfect Cream—Sure, Safe Seller.

—FOR SALE BY ALL JOBBERS—

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Soap and Washing Powders

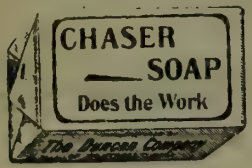
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

BABBITT'S.

Babbitt's "1776" 6-oz. pkgs. $3.50 per box. 5 boxes as freight paid and half box free.
Babbitt's "Best soap, 100 bars $4 10 per box.
Potash or Lye, bxs each 2 doz., $2 per box.

WM. H. DUNN AGENT.



CHASER SOAP.

case $2 40
Special quotations for quantities.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
5 1-c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 3-lb. "	0 06¼
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No 1 white, bbls and kegs	0 05
Canada White Gloss, 1-lb. pkgs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.
Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case 4 doz 0 50
Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb	0 05½
Barrels, 200 lb	0 05
Kegs, 100 lb	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 3 in case	0 07½
Kegs, ex. crystals, 100 lb	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb	0 07

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb	0 05½
" 3-lb. cartons, 36 lb	0 05½
" 200-lb. bbl	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

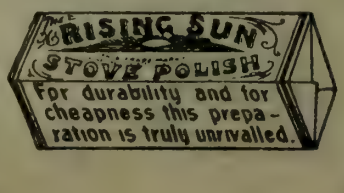
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs net weight	8½c.
1 lb. gross weight	8½c.
½ lb gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

W. H. DUNN, AGENT.

Enameline No. 4, bxs., ea. 3 dz.	0 38
Enameline No. 6, bxs., ea. 3 dz.	0 65
Enameline liquid, bxs, ea. 3 doz.	0 80
Blackene, 5-lb. cans, per lb.	0 10
Enameline stove dressing, per doz.	0 70

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10
(10 and 20 lb. tins have wire handles.)	

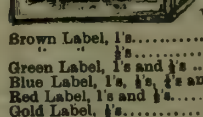
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA
put up in 3, 60 and 100 lb. boxes.

	Wholesale	Retail
Black, green, mixed, 1 lb	0 18	0 25
½ lbs	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs. & ½s. & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

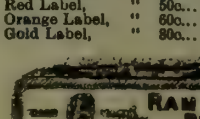
3 p.c off 30 days or 3 months.



Teas.

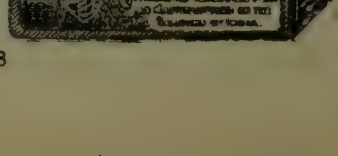
SALADA CEYLON.

	Wholesale	Retail
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½s, ¼s and ⅛'s	0 30	0 40
Red Label, 1's and ½s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
½-lb., "	0 20
Blue Label, retail at 30c	0 22
Green Label, " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$0 42½
" II 40-lb. boxes	0 37½
" III 80-lb. boxes	0 32½
EMD AAA Japan, 40 lb "at	0 30
" AA " 40 "	0 27½
Blue Jay, basket fired Japan, 70 lbs.,	0 25
"Condor" IV 80-lb. "	0 27½
" V 80-lb. "	0 25
" XXXX 80-lb. boxes	0 21½
" XXXX 30-lb. "	0 22½
" XXX 80-lb. "	0 19
" XXX 30-lb. "	0 20
" XX 80-lb. "	0 18
" XX 30-lb. "	0 18½
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25
"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases retail	at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast

Royal yeast, 3 doz. 5c. pkgs. in case		$1 05
Gillett's cream yeast, 3 doz		1 05
Jersey cream yeast cake, 3 doz. 5c		1 00
Victoria "	3 doz. 5c	1 00
" "	3 doz. 10c	1 80

To sell an article of merit is to every progressive Grocer a true pleasure.

That is why grocers who have pinned their faith to

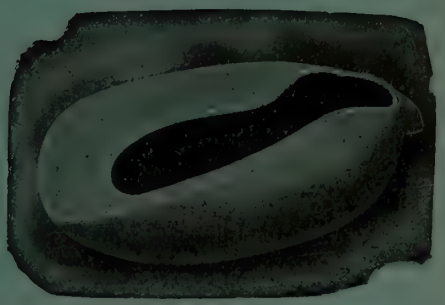
"Cow Brand"
Baking Soda

will sell and push no other brand.

"Cow Brand" Soda has no equal for PURITY and STRENGTH.

CHURCH & DWIGHT, Limited
Manufacturers
MONTREAL

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

TEA HINTS
FOR RETAILERS
By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.
Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON
"GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

Do you want a

Nice Brass Sign

for your door front

Free?

WRITE AND ASK US FOR PARTICULARS AND HOW TO GET ONE.

GOWANS, KENT & CO.
LIMITED
TORONTO

We would like to ask
You, Our Grocery Friend,
a question.

Apples are gone for this season so far as the ordinary consumer is concerned, the price being prohibitive as a filler for the workingman's pie.

What Are You Selling Instead?

Perhaps you are not giving it a thought and **without suggestion or protest on your part**, you are allowing the economical housewife to prepare, as a dessert, puddings, etc., from which you derive no benefit.

Allow us to suggest

WETHEY'S MINCE MEAT

Push the line. *It will pay you.*

It has no equal as a trade-winner.

3 Dozen in a Case. *Sold by All Jobbers.*

Write us.

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

CROSSE & BLACKWELL'S

Spanish Olives

Imperial ½ pint and Imperial pint Bottles.

A new and attractive package

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

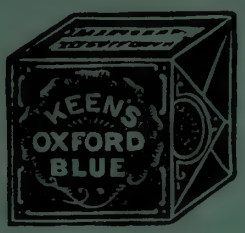
Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, MARCH 9, 1906. NO. 10.

Keen's Oxford Blue



Should SELL Everywhere in Canada

Are you selling

The Best Laundry Blue?

KEEN'S OXFORD BLUE!!

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

The season for SYRUP is in full swing

Everybody uses more during LENT than at any other time of the year—

Have you bought a Syrup that will satisfy your customers?

For an absolutely perfect Syrup there is no equal to

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

"Crown" Brand Table Syrup

Made from the finest selected corn, it is healthful, nourishing and ABSOLUTELY PURE.

Every Jobber sell it.

EDWARDSBURG STARCH CO., Limited

53 Front St. East, TORONTO, Ont.

ESTABLISHED 1858
Works, CARDINAL, Ont.

184 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 31

PARTICULAR PEOPLE PREFER to wash many articles at home. They are particular enough to use

"QUEEN'S LAUNDRY BAR"

the good honest soap which 4 generations of Canadians have used. They know of its purity and usefulness. It is one of the excellent soaps manufactured by

THE ALBERT SOAPS LIMITED,
MONTREAL

Be A Winner!

Be a leader in your line. Leave your competitors behind. Tact—Courtesy—up-to-date business methods and always sell the best goods, will help you to be a winner in the business game.

Mathieu's Syrup
of Tar and Cod Liver Oil

is a favorite family remedy—the best for all affections of the throat and chest. A good seller and a good profit maker.

Mathieu's Nervine Powders sell every day of the year and bring you profit every day of the year. Do you sell them?

The J. L. Mathieu Co., Props., Sherbrooke, P.Q.

Y. & S.
SCUDDER
M. & R.
} STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.
Brooklyn, N.Y.

R. S. McIndoe
Selling Agent, 120 Church St., Toronto

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

When in Doubt

as to what will please your customers, then order

"CODOU'S"

Maccaroni, Vermicelli, Spaghetti and Fancy Pastry, such as Letters, Figures, Animals, Stars, etc.

Buy Codou's

COX'S GELATINE

the old reliable, for making the purest table jellies.

Buy Cox's

"THISTLE" BRAND

Canned Haddies, Kippered Herring, Herring and Tomato, the reliable standards of highest quality.

Buy "Thistle" Brand Fish

Arthur P. Tippet & Co.

8 Place Royale, Montreal
20½ Front St. E., Toronto

Manufacturers' Agents and Brokers' Directory

BARBADOES, W I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins', Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON, ONT.

Long Distance Phones
OFFICE 715 HOUSE No. 1556
Norman D. McPhie
Broker and Commission Merchant
OFFICE, 58 KING ST. E.
HAMILTON, - ONT.

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
Montreal.
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

FELLOWES & FELLOWES
MANUFACTURERS' AGENTS
6 St. Sacrament St. - - Montreal.
We are open to introduce a few new lines of high-class grocers' specialties. Could handle a line of Canned Goods and Sauces.

OWEN SOUND.

J. K. McLAUCHLAN
Commission Merchant.
Warehouseman, Shipper and Steamship Agent.
Owen Sound, - Canada

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. E., TORONTO
Calling on best Grocers and Mfg. Confectioners.
Could handle another first-class specialty for Manufacturers.

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

LEONARD BROS.
COD FISH
on spot. Phone, write, or wire us your order.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

A. F. MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask.
Office, 8 Main Street.

WINNIPEG.

CALGARY STORAGE
In a new brick block centrally located
Dingle & Stewart
Winnipeg, Man. - Calgary, Alta.
COMMISSION BROKERS.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Uinon Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited.

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertis ng department.

ESTABLISHED 1840

The Result of Sixty-five Years' Experience

A PERFECT CARPET BROOM

Our "Rose" Broom, made of finest quality Kansas "Dwarf Brush" (the kind with the full soft tips), selected white maple handles nicely decorated. Only the best of material and workmanship throughout.

Price, $3.45 per Dozen.

Freight paid on six-dozen lots to any point on the railway in Ontario and Quebec.

H. W. NELSON & CO., LIMITED

Successors to The H A. Nelson & Sons, Co., Limited

Office and Warehouse:
42 Scott Street

TORONTO

Factory:
King Street West

Arguments in favor of the use of

JAPAN TEA

are numerous and forceful—

The most convincing one is that where your customers have once used it, and enjoyed the thorough fragrance and deliciousness of this tea NO ARGUMENTS however plausibly put, will get them to use any other—

JAPAN TEAS

are your most satisfactory and profitable Teas to handle.

Hamilton, Feb. 26th, 1906.

Dear Sir,—

Last week we suggested that you call your customers' attention to Extra Fine Sifted Peas (Petit Pois), and no doubt you found yourself well repaid for your trouble.

We have another grade of Peas, Extra Sifted, labelled "Sweet Wrinkle", considered by some the choicest Pea Packed, and as the difference in price between our Sweet Wrinkle and the ordinary Standard Peas is slight, by taking a little trouble to explain the extra fine quality of these Sweet Wrinkle Peas you will be able to sell larger quantities, at the same time reaping a larger percentage of profit for yourself.

Our Sweet Wrinkle Peas should not be confused with those of other packers, as some of them label their ordinary Standard Peas as Sweet Wrinkle, whereas our Sweet Wrinkle Pea stands next in quality to the Petit Pois.

Our aim in packing Peas is to produce an article which when opened will present a bright, clean liquor, Peas evenly graded, uniform in color, tender sweet and attractive in appearance. Our Sweet Wrinkle Peas will be found up to this high standard of quality. Our Canned Peas are even more desireable than fresh Peas for the reason that they are thoroughly sterlized, and are packed within a few hours after picking, thus possessing a tenderness and sweetness that is usually lacking in Green Peas purchased on the market.

Don't forget our brands, viz.: "Aylmer", "Log Cabin", "Horseshoe", "Auto", "Little Chief", "Lynnvalley", "Maple Leaf", "Kent Lion", "Thistle", "Grand River" and "White Rose".

Yours respectfully,

CANADIAN CANNERS, LIMITED

DIRECTIONS FOR PEAS—Open the can, empty contents into a colander and thoroughly rinse with hot water, then turn into a saucepan ; add butter about the size of a walnut, or if preferred half a cup of sweet cream, and heat thoroughly. Season to taste.

CEYLON TEA (green and black) preserves in perfect proportion the necessary quantity of "essential oil" for refreshment and exhilaration.

CEYLON TEA (natural green) contains full measure of that important alkaloid "theine." An agreeable stimulant and envigorator.

CEYLON TEA is proved by analysis to contain sufficient — and only sufficient — "tannin" to give necessary vim to the other component parts.

CEYLON TEA is absolutely "pure" and free from extraneous coloring matter, such as is often used in other teas.

CEYLON TEA, in its manufacture, combines all the most sanitary, up-to-date, and scientific methods known to the world.

MORAL—Inasmuch as the great aim of business is to give pleasure to the buyer whilst securing profit to the seller, the merchant grocer must buy only the most excellent goods, which in Tea means "buy only Ceylon Tea" for both pleasure and profit.

You can drink it yourself

Probably the worst thing a grocer ever did, was to push a cheap low grade tea.

One dose of it is usually enough. Wouldn't it be if you had to drink it.

Does the man or woman who drinks it, have a a pleasant recollection of the visit to your store ?

Don't do it. It you push tea, push one you know is good.

The percentage of profit may be smaller, but the gross profits in a year will be more, and you will be **building up** your business, **not driving it away.**

Push Red Rose Tea and the results may surprise you—

It is good tea—a tea you would **like to drink yourself.**

T. H. ESTABROOKS

ST. JOHN, N.B.

Branches : TORONTO, WINNIPEG.

A Great Tea Bargain

449 H-c **over 36,000 lbs.** nice sun dried and fancy leaf, choice liquoring **Japan** Teas at - - - **15c.**

Consigned from Japan at a much higher price. Shippers to clean out the lot, **for cash,** sold at a sacrifice, and I was the lucky buyer. **My offer at above price 15c., is for a quick turnover, and no such bargain has been seen this year.**

Ask for samples and you will buy.

E. D. MARCEAU,

Wholesale Teas, Coffees, Spices and Vinegars, 281-285 St. Paul St., Montreal

The Modern, Up-to-date 20th Century Grocery Store Has

everything arranged to save time in handling, weighing, measuring. Everything put up in package form, everything clean, bright and temptingly put up.

Why not handle **GILLETT'S** **Pure Cream Tartar**

put up in handsome

½ lb. and 1 lb. **Screw-Top Cans——also** ¼ lb. and ½ lb. **Paper Packages—the** handsomest packages, and the purest and most reliable goods on the market.

They show you a splendid profit. Ask your Jobber for them.

E. W. GILLETT COMPANY LIMITED

London, Eng. **Toronto, Ont.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

They please the most fastidious customers.

STERLING BRAND PICKLES

They tickle the taste of all sorts and conditions of people.

Sold by your Jobber

The T. A. LYTLE CO., Limited

TORONTO, Can.

CANADA'S GREATEST PICKLE FACTORY

Your Bank Account

The class of trade you win with "Standard Goods" is made up largely of folks who pay their bills and pay them promptly too. "Standard Goods" are just about the same thing as having money in the Bank. You can always sell "Standard Goods" for their full face value—one hundred cents on the dollar.

Windsor Table Salt

is as standard as sugar, potatoes, or flour. It is the salt of quality, through and through. It attracts and holds the best class of trade in all Canada to the retail grocer's store. Think of your bank account—increase it by selling Standard Goods that are wanted and bought by ***the class of trade that always pays its bills.***

Windsor Salt is always all salt.

THE CANADIAN SALT CO, Limited,
Windsor, Ont.

When You Want the BEST PURE OLIVE OIL

Ask and Get "RAYON D'OR"

GROWN, MANUFACTURED, PACKED BY

MENGERT, GAGNOLI & CIE, BARRI, LUCCA, NICE.

Formerly SUAUT & CIE.

Write for prices and samples to **J. RUSSELL-MURRAY, 6 St. Sacrament St., Montreal, Sole Canadian Agent**

A Thousand Minds

seem at first glance to be a good many for a single Grocer to control.

Yet there are thousands of towns, in every one of which there is that number to be powerfully influenced.

The system for concentrating the thousand minds on

WOOD'S COFFEES

is already prepared for you, and the concentration will hold.

CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., - - MONTREAL.

MAPLE SUGAR

Largest Exporters of

PURE BEAUCE COUNTY SUGAR

D. RATTRAY & SONS

QUEBEC **Montreal** **OTTAWA**

A Fair Proposition

We want to sell you some

PATERSON'S WORCESTER SAUCE

It sells well and gives good profit.

Can we?

ROSE & LAFLAMME,
Agents, Montreal.

THEY

Sell Well

Show a Nice Profit.

Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

YOU CAN IMPROVE YOUR COFFEE TRADE

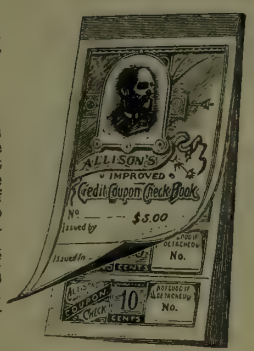
There is absolutely no question about it—Possibly you are satisfied to go along in the same old RUT—"no complaints" and "so forth"—but the vital fact remains, that the wide awake merchant can stimulate and infuse new life into his Coffee Trade, by the use of

DIAMOND E. BLEND

The finest full-flavored, heavy-bodied Coffee we have placed on the market—Test this statement—We will ship you a tin on a 30 day trial basis, to be returned at our expense, "If THE TRIAL DOES NOT PROVE A CONVINCING ARGUMENT"—We are just in receipt of a repeat order from a customer (for 2x50-lb. tins,) who took a tin on a trial basis less than one month ago—WHY? It's a case of Genuine Merit, guaranteed by a reputation of over half a century. Write to-day.

S. H. & A. S. EWING, - MONTREAL

A Two Cent Mistake



Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

IF A MAN WANTS CREDIT

or $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.
King's Cross
LONDON, ENGLAND

A Delicious Cup of Coffee

Our 1-lb. tin "CLUB" brand COFFEE at 33 cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—"CLUB" BRAND. Try us,—that is all we ask to convince you of the superior value of "CLUB" COFFEE.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 523.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

THE BEST YET

STEPHEN'S PICKLES

Good vinegar, fine stock. We carry a full range. See our travellers for special prices for spring delivery.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

CHASE & SANBORN'S High-Grade Coffees are made from the choicest growths—nothing else—They cost a little more to produce than ordinary Coffee—but are worth twice as much to both grocer and consumer.

Chase & Sanborn

The Importers, - MONTREAL

SALMON

We have good value in a Pink Cohoe Salmon, 1-lb. tall tins, to retail 2 for 25c.

Thomas Kinnear & Co.

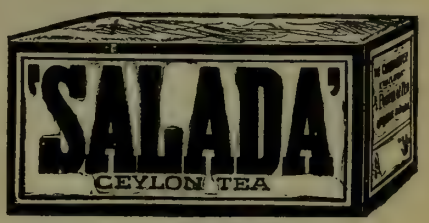
WHOLESALE GROCERS

TORONTO AND PETERBORO

"THE DIFFERENCE"

Between this and other brands so readily manifests itself on a "sales test" as to convince the most sceptical of its superiority as a leader in the tea department of any man's business.

BLACK



MIXED

GREEN

14,000,000 PACKETS ANNUAL SALE

WRITE FOR WHOLESALE TERMS AND SAMPLES

"SALADA," Toronto, Montreal

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL, Aberdeen, Scotland, is always ready to handle consignments of Canadian produce. Aberdeen is a developing market. Won't you at least give it a trial? Others did so, were satisfied, and continue shipping. Personal attention. Prompt returns.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

ar

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs.
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

This space $30 per year.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

This space $15 per year

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

This space $30 per year.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices prompt returns. Write us. Established 1883.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

THE OLD RELIABLE

Pratt's Poultry Food

Pratt's Food for Horses & Cattle

are money-makers for thousands of merchants.
This is the season of the year for quick sales.
Our special advertising offer is very attractive.

THE ROBERT GREIG CO., LIMITED
TORONTO

IF

you are asked to recommend a good jelly, recommend the best.

Recommend one that will please your customers and keep their patronage.

In other words, recommend

above all—"KKOVAH"

***SUTCLIFFE & BINGHAM,* Limited**
17 St. John Street,
MONTREAL.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.
LIMITED

Montreal

Purnell's Sauce

England's Most Popular Worcestershire

Samples and Prices from our Agents:

Strang & Co., Fort Street, Winnipeg.

A. J. Hughes, Notre Dame Street, Montreal.

C. E. Jarvis & Co., Vancouver, B.C.

J. Westren, 630 Ontario Street, Toronto.

R. Jardine, St. John, N.B.

H. Haszard, Charlottetown, P.E.I.

Bickle & Greening, Hamilton.

ESTABLISHED 1750

Order a trial case of

Mother's Favorite

"MELAGAMA" Ceylon Tea

There is none better for Quality and Profit. Put up in 30, 60, and 100 lb, boxes.

We offer a few specials this week in Bulk Teas:

93 Half Chests Japans, 80 lbs. each, 16c.
40 " " Uncolored Ceylons, 50 lbs. each, 15c.
53 " " Young Hysons, 75 lbs. each, 13c.
50 Chests B. Ceylon, P.S., 90 lbs. each, 12½c.
47 " G. " " about 100 lbs. each, 15c.
54 " Indian, P.S., 103 lbs. each, 12½c.
40 Caddies Gunpowder, 38 lbs. each, 13c.

3 per cent. discount 30 days, or 3 months, F.O.B., Toronto.

P.S.—See our free prize of $18.00 on the word ("Melagama") fully announced in the Star Tuesday, February 20th, and in the morning Mail and Empire Wednesday, February 21st.

MINTO BROS., - - TORONTO

Just a Splendid Line to Stock This Year

"MOKARA" is a home drink for everybody. It is the best and cheapest substitute for **Tea** or **Coffee** on the market.

If you want a rapid seller and profit maker, write for sample and particulars of Mokara.

Retails at 10c. pkge.

Mokara Mills

21, 23, 25 Gosford Street, - - MONTREAL

CONFIDENCE

The foundation of all success in business is confidence in the quality of the goods sold.

The success of Reindeer brand Milk Coffee and Cocoa and their wide spread distribution is because they are good and reliable.

The public know and appreciate them.

REINDEER
Brand

Condensed Milk
Coffee
Cocoa

JERSEY Sterilized Cream

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

Confidence is the Basis of Good Trade

Are you sure your customers will buy the same tea to-morrow that they bought to-day?
If you haven't your customers' confidence you cannot be sure on this point.
Sell

Blue Ribbon *Ceylon* Tea

and you will win your customer,s confidence. "Blue Ribbon" is the people's tea. It's record of sales is a splendid one.
Blue Ribbon Ceylon Tea is always good tea. And "Red Label" is the best 40c. worth obtainable.
DON'T ALLOW YOUR STOCK TO GET DOWN LOW.

THE WELL KNOWN AND RELIABLE CAKE.

RISING SUN Stove Polish

&

SUN PASTE Stove Polish

TINS GUARANTEED TO THE TRADE

OUR TRADE MARK

has been so well advertised and has been known to housekeepers for so many years as the brand of highest quality in Stove Polish that you find the **RISING SUN Stove Polish**, in cakes, and the **SUN PASTE Stove Polish**, in tins, are like old friends to your customers as you pass the packages over the counter. These goods pay the retail dealer a good margin of profit, and you please a customer every time you sell a package of either. It pays you to push them both.

MORSE BROS., Props., - - Canton, Mass., U.S.A.

DINNERWARE

Every Crockery Dealers knows the importance of this line, and it pays to give it special attention. Our lines are new and attractive and we offer the largest variety in Canada for your selection. We have cheap sets and good sets to meet any requirements.

Our Stock Patterns in this line are good sellers and are always complete, enabling you to match up at any time.

Reserve your next order for us.

THE JOHN L. CASSIDY CO., LIMITED, MONTREAL

THE ELGIN NATIONAL

is the **BEST COFFEE MILL** on the market

Has all the good points of all other mills—with some exclusive features of its own.

For prices, terms and full particulars, write

THE EBY, BLAIN CO., LIMITED

Sole Agents for Canada, TORONTO

The Opening Gun

in

Our Spring Special Campaign

will shortly be fired

In laying out your advertising appropriation don't forget to make provision for a page in this the finest edition of any trade newspaper published in Canada.

Reserve your space early.

The Canadian Grocer

Montreal . . Toronto . . . Winnipeg

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

This space $30.00 per year.

This space $15.00 per year.

JENKINS & HARDY.
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
52 Canada Life Building, Montreal.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

This space $15.00 per year

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, K. C. Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

This space $30.00 per year.

This space $15.00 per year.

W. G. WILSON
Barrister, Solicitor, Notary, Conveyancer, etc.
Napanee, Ont.

This space $15 00 per year.

WM. A McLEAN
Barrister, Solicitor, Etc.
Head Office, Guelph, McLean's Block.
Branch Office, Acton, Town Hall.
Corporation Solicitor, Etc

ROBINSON & GREEN
Barristers, Solicitors, Etc.
JOHN A. ROBINSON. JOHN R. GREEN.
Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.

LOUGHEED & BENNETT,
Barristers, Solicitors, Advocates, etc.
Calgary, Can. Cables: Lougheed, Calgary
Solicitors for: Bank of Montreal. Canadian Bank of Commerce, Bank of Nova Scotia. Merchants' Bank of Canada.

This space $30 per year.

ALCOHOLISM

The best treatment for all persons afflicted with the disease of drunkenness is known only to Dr. MacKay. Address: City Hall, Montreal, Que. Absolutely private treatment.

The Belleville Business College, Limited

Business firms get the best results by applying to us 10 days before vacancies occur in their employ.

See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw, Secretary. } BELLEVILLE, ONTARIO { J. Frith Jeffers, M.A., President.

Gentlemen:-
We are in receipt of your favor of the 2nd instant
and beg to assure you that the matter referred to will be treated
as strictly confidential.
The several other matters treated in your communication will
receive our careful attention.
Very truly yours,
UNDERWOOD
No 5

THE UNDERWOOD

The Writing-in-Sight Typewriter

Will do your work 25% to 50% faster than any other writing machine. Highest award "Grand Prize," St. Louis Exposition, 1904.

UNITED TYPEWRITER CO., LIMITED

7 ADELAIDE STREET EAST, TORONTO

and at

99 ST. FRANCIS XAVIER STREET, MONTREAL

HAMILTON LONDON OTTAWA QUEBEC ST. JOHN, N.B.

Don't Starve Your Business

The best business needs the nourishment supplied by a good advertisement.

THE CANADIAN GROCER is just the tonic your "system" requires.

A space this size in THE CANADIAN GROCER every issue (52 times) for a year, will cost you only $6.73 per week.

Its results will appear in the larger totals in your travelers' order books.

The Canadian Grocer, Montreal - Toronto - Winnipeg

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman, Eckert & Co., London, Ont.

The MONARCH TYPEWRITER COMPANY, Limited
TORONTO, ONT.

Gentlemen:—In enclosing you our order for another of your MONARCH VISIBLE Typewriters, we wish to state that the one we secured from you about a year ago has given us splendid satisfaction.

Yours very truly,
THE ONTARIO LUMBER COMPANY, Limited
(Sgd.) A. E. Cates, Secretary.

THE PERFORMANCE OF THE MONARCH VISIBLE WILL PLEASE YOU

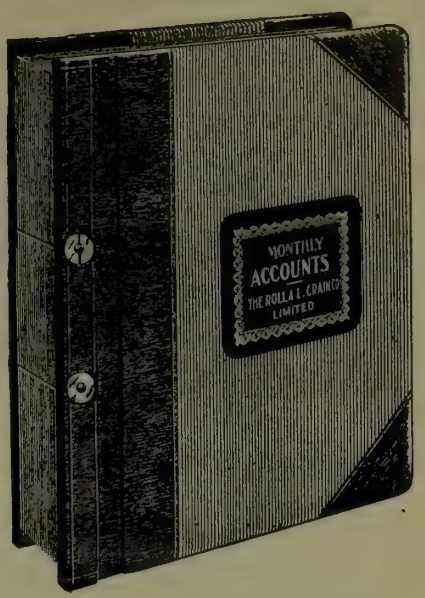
The Monarch Typewriter Company, Limited
3 Toronto Street, Toronto, Canada
BRANCH OFFICES:
Montreal, P.Q., 23 St. John Street. Hamilton Ont., 14 Main St. East.
London, Ont., 110 Masonic Temple.

CRAIN

Monthly Account System

Would you like to have your accounts always ready to render, Mr. Retail Man? If so, this is the system you are looking for. We cannot here explain its many points. If you are interested, write us for further information.

Read what L. A. Bayley, general merchant, Sherbrooke, Que., says about it: "I have used The Rolla L. Crain Co. Monthly Account System for about a year and find it a very easy and convenient way of handling accounts. The fact of having your accounts always made out and ready is recommendation enough for business men, as it is a time saving system,"



LOOSE-LEAF SYSTEMS CRAIN OTTAWA, ONT.

THE

ROLLA L. CRAIN CO., LIMITED, OTTAWA, CANADA

BRANCHES and AGENCIES:

Toronto Office—18 Toronto St.
Montreal Office—74 Alliance Bldg., 107 St. James St.
Winnipeg Office—Sylvester-Willson Bldg.
St. John, N.B.—Schofield Bros.
Vancouver, B. C.—White & Bindon.

cured and ... mile walk to Broadway.

A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggesion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE LODGES

$2000 Lost

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R. methods.

Tear off here and mail to us today

N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

Walker Bin Interior.

CONSIDER THE LOSS

that results each year from an untidy, unattractive and inconvenient store—

Loss from shrinkage
Loss from dirt
Loss on shelf-worn stock
Loss of time and labor
Loss of customers
Loss of PRESTIGE

Th Cost of Installing Walker Bin Fixtures

providing attractiveness, cleanliness and convenience **IS SMALL IN COMPARISON.**

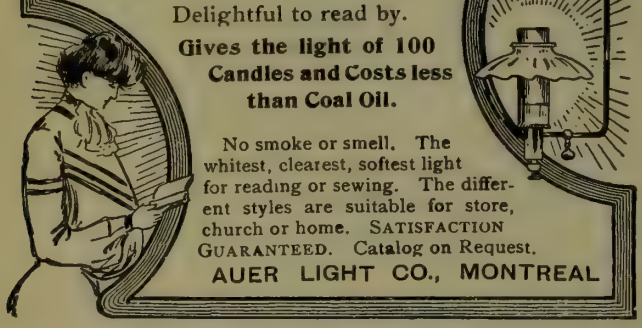
They not only increase business, but give CHARACTER to it.

Write for Illustrated Catalogue. ***Spring is the best time***

THE WALKER BIN AND STORE FIXTURE CO., LIMITED

BERLIN, - ONTARIO.

THE AUER GAS LAMP



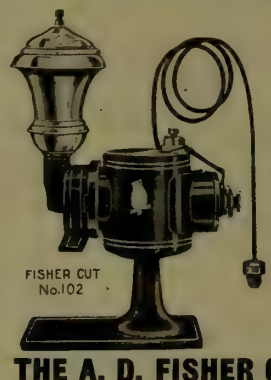
Delightful to read by.

Gives the light of 100 Candles and Costs less than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL

ELECTRIC POWER COFFEE MILLS



This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

Messrs. Fruit and Vegetable Packers:

Prepare for the coming season by ordering your cans. You will make no mistake in placing your order with

The Acme Can Works

We have had your interest in view and have spared no expense in equipping our factory with the latest and best machinery for making packers' cans. With our new building, which is now almost complete, we will be able to double our capacity of former years and will supply ***cleanest*** and ***best*** cans offered to the packer —cans made from British tin plate of the best quality and best workmanship — ***Prices Right, Liberal Treatment, Prompt Shipments.***

Acme Can Works, - Montreal

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest.—***We have it.***

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart.
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

GET THE HABIT

of dropping us a card a few days before you start for Montreal or Toronto on a business trip telling us where you are going to stay. We want to print it in our Personal column.

Good Printing Cheap

THE KIND THAT BRINGS RESULTS

Just for instance: 1,000 statements, $1.50; 1,000 billheads, $1.50; 1,000 letterheads, $2.50; 1,000 envelopes, $1.25; the lot for $6.00.

G. A. WEESE & SON, Toronto, Ont.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

People

are in your store more than in yonder druggist's store.

If they can get a cough cure like **SYRUP OF MALT**, and a tonic like **EXTRACT OF MALT** from you they will not make a special trip to the druggist's.

SYRUP OF MALT and **EXTRACT OF MALT** are put up for the grocery trade.

GEO. SLEEMAN, Guelph, Ont.

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO. TORONTO, CAN.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer n plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

OFFICES IN CANADA

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS C IRVING, Gen. Man. Western Canada, Toronto.

FOR OVER 70 YEARS

the choice of all refined palates!

Compare this Fac-simile of the Original and Genuine Worcestershire Sauce with the imitations and you will see that every bottle of the Genuine Worcestershire bears the name

"LEA & PERRINS"

All others are imitations and inferior in quality

It is no idle boast to say that *Lea & Perrins* is the Best Sauce in the world. Use and sell it!

J. M. Douglas & Co.

Montreal ***Canadian Agents***

Syrup sells fast these days

It will go faster and show a handsome profit if you offer your customers

Aurora Brand Corn Syrup

in Tins of 2-lb., 5-lb., 10-lb., 20-lb.—Kegs, ½-Brls. and Brls.

Also

Aurora Maple Syrup

with the true smack of the sugar bush about it.

In Tins containing pint, quart, half-gallon and gallon.

See our travellers—write us.

W. H. GILLARD & CO.

WHOLESALE GROCERS

HAMILTON

Seasonables for Lent

Empire Cod Strips, Tinned Mackerel,
Halifax and Acadia Cod, " Clams,
Halifax Shredded Cod, " Crabs,
Bluenose Cod, " Fishballs,
Behring Sea Whole Cod.

Potter & Wrightington's canned Mackerel sauced also in Tomato.

LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON, - ONT.

Phone us at our expense.

BEWARE OF IMITATIONS

TWO BIG SELLERS

Maple Cream Hearts
Twin Block Pure Maple Sugar

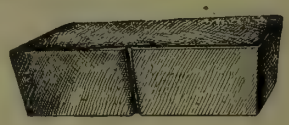
Maple Cream Hearts are put up in Pails of 18 lbs. each, and sell for 20 cts. per lb.

Price Per Pail - ***$2.16***

(No charge for Pails)

Profit to Retailers on one Pail - ***$1.50***

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 ¾-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c sale; in handling this Sugar there is no weighing or waste

Price per Case - ***$3.00***

Profit to Retailer in one Case - ***$1.00***

We are the originators and sole patentees of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify ***Twin Block Maple Sugar*** and ***Maple Cream Hearts*** and you will get the genuine.

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.

SPRING

Are you getting ready for the Spring enquiry for

BROOMS?

We have the best on the market, all weights and varieties.

OUR TRAVELLERS HAVE SAMPLES AND PRICES

JAMES TURNER & CO.,

Broom Manufacturers, - HAMILTON, ONT.

UPTON'S

Home-Made Jams

are delicious, and are guaranteed absolutely pure and of the finest quality. Season 1906 Orange Marmalade is particularly fine, and all orders are being filled with new goods.

***Tartan* BRAND**

Our stock of **Sea Trout** almost gone. A few kegs left, **$5.50.**

A few cases **Behring Sea Whole Cod,** 50-lb. boxes.

Pure Cod Strips, 40-lb. boxes,

AND FULL LINE OF OTHER FISH.

We are still selling **Wagstaffe's Mince-meat** and **Marmalade,** in bulk and packages—guaranteed to keep in any climate. A big seller.

A new consignment of **bright amber Pure Sugar Syrup,** in half-barrels, to retail **50 cts.** per gallon.

Phone 596, our expense, for further particulars.

BALFOUR & CO.

Wholesale Grocers

HAMILTON, ONT.

TECHNICAL EDUCATION FOR THE GROCER

There will be established in the Technical High School, Toronto, at the opening of the next Fall term in October a course for the technical education of grocers and grocers' clerks. This important announcement is made by Dr. Packenham, principal of the school, and the undertaking is contingent only upon the grocery trade manifesting sufficient interest to make it worth while.

Technical education for grocers and grocers' clerks was suggested by The Canadian Grocer of two weeks ago. Dr. Packenham, as the highest authority in Ontario, probably in the Dominion, was asked by a representative of The Canadian Grocer for his views on the proposal. He took a day or two to consider it and has forwarded the following interesting article :

Trade Conditions.

More is required of the grocer's clerk to-day than was required fifty years ago. He must know more. Increase in wealth and comfort has involved an increase in the demands of the buying public and in the variety of the objects that go to satisfy those demands. Splendid improvements in transportation have made all corners of the earth tributary to the grocer's shelves. Discoveries in physics and chemistry have added to the number of food materials and created new ways of preparing and preserving these materials. Sharp competition has come upon the scene with good and evil in its train. On the one hand it has developed a host of questionable methods in the exhibition of food materials and a greater host of spurious or adulterated operations in the preparation and preservation of such materials. On the other hand it has developed a distinct type of business man in the grocer. He must be honest, alert, resourceful, and intelligent. He must understand the economics of his business, must buy wisely, exhibit well, and sell profitably. He must appreciate the modern demands of hygiene and sanitation in the administration of his business, and he cannot neglect, in the daily ordering of his shop, the growth of a new sense in the people—the artistic sense.

The Clerk's Position.

Working amid these conditions the grocer's clerk must know more, and yet his environment teaches him less. He is badly paid. Excessive competition may account for much of this. The unhappy tradition that any kind of youth may act the part of a grocer's clerk accounts for more of it. The pay is low, the work exacting, and the prospects, to a youth without capital, very uninviting. As a result the grocer's clerk is a bird-of-passage. He enters the grocery an immature youth and before he learns the rudiments of his business he passes out into another sphere of activity. Even if he remains in the grocery for years his opportunities for learning are few. His exacting duties leave no room for thought or study. His employer is too busy to instruct, and frequently, far too frequently, is incompetent to instruct.

Duty of Technical School.

If the shop fails to teach him all he should know the grocer's clerk must fall back upon the schools. The schools should do something for him. The Technical School in particular should do much for him.

It has tried to do something. It has provided classes in arithmetic which train in accuracy and rapidity of calculation. It has offered instruction in the dietetic values of different food materials, their preparation and preservation, in the commoner adulterations and their effects on the human organism, and in the simpler principles of marketing.

But on the whole these classes have not appealed to the grocer's clerk. They have not referred specifically to the clerk's daily work, and they have not received the endorsation of the grocer himself.

What is Proposed.

The Technical School now proposes to venture further afield, provided that it has the sympathy and support of the employing grocers. It proposes to organize for the session beginning in October next a series of lectures or classes for grocers' clerks to be conducted in the main by experts in the various branches of the city's grocery trade. These classes will be held in the evenings at the Technical School, will be practical so far as possible, and will be open to grocers and their clerks. Some of the subjects treated in these classes will be the following : Teas, coffees, chocolates, etc., their sources of supply, preparation, adulteration, etc. ; meats, curing, preservation, sale, etc. ; canned goods, kinds, preparation, adulteration, etc. ; sugars ; vegetables ; economics of shop ; exhibition of goods, etc., etc.

BUSINESS PERSONALS.

J. Dickie, Pickering, was in Toronto Friday.

W. Ellison, Penville, was in Toronto this week.

A. U. R. Atkinson, Caledonia, was in Toronto this week.

A. D. Carley, King, made a trip to Toronto within the week.

F. W. Hicks, Pine Grove, spent a day in Toronto within the week.

Mr. Scott, of R. Scott & Co., Mount Forest, paid Toronto a visit last week.

R. W. Oliver, of the R. W. Oliver Milling Company, Limited, is at present in Winnipeg.

S. Torrens, Oshawa, is giving up his grocery department and intends devoting his attention wholly to dry goods.

George Goff, for long a resident of Niagara-on-the-Lake, and in the grocery business there about a year, died last week.

H. R. Barnard, Canadian representative of Hunt & Co., Yokohama, is on a business trip to Toronto, Hamilton and before returning will visit the Chicago branch.

Lieut.-Col. Hughes, of Newtonville, general merchant, was in Toronto last Friday attending the annual banquet and reunion of the Durham Old Boys' Association.

C. W. Gregory, lately with Snowdon, Forbes & Co., Montreal, has joined the traveling staff of the Blue Ribbon Tea Co., Toronto. Mr. Gregory's territory will be the Maritime Provinces.

Alex. Anderson, selling agent for Mr. Shaw T. Nishimura, of the Japan Central Tea Traders' Association, was on a business trip to Cleveland and other cities in Ohio during the past week.

Allison Trites, of St. John, N.B., has come west to become a member of T. H. Estabrooks' traveling staff in Ontario. His territory will be west of Toronto to Waterloo and north in the peninsula.

W. T. Chapman has joined the selling staff of T. H. Estabrooks and will represent Red Rose tea west of Hamilton. That district was formerly governed by the New Ontario manager, Geo. H. Campbell.

J. Drummond, representing Carter, Moey & Co., Yokohama and New York, was a caller upon the tea trade of Montreal during the past week. Mr. Hutchens, who is agent for Carter, Moey & Co., introduced Mr. Drummond to the trade.

T. Z. Webster, merchant, of Lakefield, met with a very painful accident a couple of weeks ago and is still confined to his room. He was making some alterations in his store and fell, striking his knee-cap. The leg has been in pretty bad condition since.

Mark Baggallay, representing Jardine, Matheson & Co., Yokohama, was a caller upon the Canadian trade during the past two weeks. Mr. Baggallay during his stay in Montreal made his headquarters with S. H. Ewing & Sons, Canadian agents, and called upon the trade in company with Mr. W. H. Halford. Both gentlemen visited Quebec, Ottawa, Toronto and other western centres.

Geo. Clavet, mayor of Port Arthur, of the firm of Marks, Clavet & Dobie, whose name is known as one of the largest and most progressive firms in Northern Ontario, visited Montreal during the past week. The Canadian Grocer met Mr. Clavet at the Windsor and found him one of the most optimistic merchants of that very progressive town and district. There is no place like Port Arthur, to Mr. Clavet's way of thinking, and he looks forward to the development of that lake port with pride. Himself a pioneer, he has seen it rise from struggling Thunder Bay, and now that a great future is assured for the port he is naturally more than proud. It does one good to talk to so sanguine a man as Mr. Clavet, and it is small wonder that with such men dealing with the destinies of a town that progress is sure.

The Triumph of Pure Food in U. S. Senate

Full Text of the Law to Come in Force July, 1906.

The serious attention which the subject of "pure" food supplies is receiving in almost every part of the world is bound sooner or later to take definite form.

It takes a good deal of agitation to bring about stringent legislation, and many a movement dies off in the process.

The subject of pure food, however, is one of such vital importance, and the evil results of adulteration so very manifest, that protective measures are as sure as daylight follows night.

It has taken upwards of fifteen years of persistent agitation to bring forth the necessary measure of protection in the United States, but at last the Senate and House of Representatives have brought into being an enactment which is of a most solid and sweeping nature. The measure contains so much which will appeal to the grocery interests that we give the text in full for the consideration of those of our readers who have been devoting attention to this subject :

Full Text of the U.S. Bill.

An Act for preventing the manufacture, sale, or transportation of adulterated or misbranded or poisonous or deleterious foods, drugs, medicines, and liquors, and for regulating traffic therein, and for other purposes.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, that it shall be unlawful for any person, association of persons or corporation within any territory, district, or insular possession of the United States, to manufacture, sell, offer for sale, or deliver for shipment, or to cause to be delivered, shipped or transported from within any state, territory, district, or insular possession of any state, territory, district, insular possession, or foreign country any article of food, drugs, medicines, or liquors which is adulterated or misbranded, or which contains any poisonous or deleterious substance within the meaning of this Act ; and any person, association of persons, or corporations who shall violate any of the provisions of this section shall be guilty of a misdemeanor, and for each offence shall, upon conviction thereof, be fined not to exceed five hundred dollars, or shall be sentenced to one year's imprisonment, or both such fine and imprisonment in the discretion of the court, and for each subsequent offence and conviction thereof shall be fined not less than one thousand dollars, or sentenced to one year's imprisonment, or both such fine and imprisonment, in the discretion of the court.

Sec. 2. That the introduction into any state, territory, district, or insular possession, from any other state, territory, district, or insular possession, or from any foreign country, or the shipment to any foreign country of any article of food, drugs, or liquors which is adulterated or misbranded, deleterious or poisonous, within the meaning of this Act, is hereby prohibited ; and any person, association of persons, or corporation who shall ship or deliver for shipment from any state, territory, district, or insular possession to any other state, territory, district, or insular possession, or shall export or offer to export the same to a foreign country, or who shall knowingly receive in any state, territory, district, or insular possession of the United States from any other state, territory, district, or insular possession of the United States, or from any foreign country, or who, having knowingly received, shall deliver in original unbroken packages, or shall offer to deliver to any other person, persons, or corporation any such article, shall be guilty of a misdemeanor and upon conviction for such offence shall be fined not exceeding five hundred dollars for the first offence, and upon conviction of each subsequent offence shall be fined not exceeding five hundred dollars or be imprisoned not exceeding one year, or both, in the discretion of the court.

That in the case of any violation of the provisions of the foregoing two sections by any corporation, the fines and penalties imposed therefor may be enforced against the officers of such corporation personally responsible for such violation, and any violation of any of the provisions of this Act by any corporation shall be deemed to be the act of the officer of such corporation directly responsible therefor, and such officer may be punished for such violation as though such violation was the personal act of such officer.

Regulations for Collection and Examination.

Sec. 3. That the Secretary of the Treasury, the Secretary of Agriculture, and the Secretary of Commerce and Labor shall make uniform rules and regulations for the collection and examination of specimens of foods, drugs, medicines and liquors manufactured or offered for sale in the District of Columbia, or in any other district, territory, or insular possession of the United States, or which shall be offered for sale in unbroken packages in any state other than that in which they shall have been respectively manufactured or produced, or which shall be received from any foreign country, or intended for shipment to any foreign country, or which may be submitted for examination by the chief health officer of any state, territory, district, or insular possession, or at any domestic or foreign port through which such product is offered for interstate commerce, or for export or import between the United States and any foreign port or country.

Sec. 4. That the examinations of specimens of foods, drugs, medicines and liquors shall be made in the Bureau of Chemistry of the Department of Agriculture, or under the direction and supervision of such bureau, for the purpose of determining from such examinations whether such article is adulterated or misbranded, or contains any poisonous or other substance deleterious to the health of human beings or domestic animals ; and if it shall appear from any such examination that such specimens are adulterated or misbranded or contain any added poisonous or deleterious substance or ingredient injurious to human health when used in the prescribed or usual manner of use of such article, the Secretary of Agriculture shall cause notice thereof to be given to the parties from whom such samples were obtained, and after final judgment of the court public notice of facts shall be given by publication in such manner as may be prescribed by the rules and regulations of the Department of Agriculture. Any party who may be charged with violation of this Act shall be given an opportunity to be heard, under such rules and regulations as may be prescribed as aforesaid, and if after such hearing it is found that any of the provisions of this Act have been violated by such parties, then the Secretary of Agriculture shall at once certify the facts to the proper United States district attorney, with a copy of the results of the analysis or the examination of such article, duly authenticated by the analyst or officer making such examination, under the oath of such officer.

Sec. 5. That it shall be the duty of each district attorney to whom the Secretary of Agriculture shall report any violation of this Act, or to whom any health officer or agent of any state, territory, district, or insular possession shall present satisfactory evidence of any such violation, to cause appropriate proceedings to be commenced and prosecuted in the proper courts of the United States, without delay, for the recovery of the fines and the enforcement of the penalties as in such case herein provided.

Definitions.

Sec. 6. That the term "drug" as used in this Act shall include all medicines and preparations recognized in the United States Pharmacopoeia or National Formulary for internal and external use; also any substance intended to be used for the cure, mitigation, or prevention of disease.

Sec. 7. That the term "food" as used herein shall include all articles used for food, drink (other than malt, spirituous, or vinous liquors), confectionery, or condiment by man or domestic animals, whether simple, mixed, or compound.

Sec. 8. That the term "liquor" as used herein shall include all malt, vinous, alcoholic, and spirituous liquors and combinations of them used or intended to be used as beverages.

Adulterations and Misbranding.

Sec. 9. That for the purpose of this Act any article shall be deemed to be adulterated :

In case of drugs :

First. If, when a drug is sold under or by a name recognized in the United States Pharmacopoeia or National Formulary, it differs from the standard of strength, quality, or purity, as determined by the test laid down in the United States Pharmacopoeia or National

Formulary official at the time of investigation ; provided, that no drug defined in the United States Pharmacopoeia or National Formulary shall be deemed to be adulterated under this provision if the standard of strength, quality, or purity be plainly stated upon the bottle, box, or other container thereof although the standard may differ from that determined by the test laid down in the United States Pharmacopoeia or National Formulary.

Second. If its strength or purity fall below the professed standard or quality under which it is sold.

That such drug shall be deemed to be misbranded :

First. If it be an imitation of or offered for sale under the name of another article.

Second. If the package containing it, or its label, shall bear any statement as to its constituent ingredients or the substances contained therein, which statement shall be false or misleading in any particular, or if the same is falsely branded as to the country, state, or territory, or place therein, in which it is manufactured or produced, or if the contents of the original package shall have been removed, in whole or in part, and other contents shall have been placed in such package.

In the case of confectionery an article shall be deemed to be adulterated :

If it contain terra alba, barytes, talc, chrome yellow, or other mineral substances or poisonous colors or flavors, or other ingredients deleterious or detrimental to health.

In the case of food an article shall be deemed to be adulterated :

First. If any substance or substances has or have been mixed and packed with it so as to reduce or lower or injuriously affect its quality or strength.

Second. If any substance or substances has or have been substituted wholly or in part for the article.

Third. If any valuable constituent of the article has been wholly or in part abstracted.

Fourth. If it contain any added poisonous or other ingredient which may render such article injurious to human health ; provided, that goods intended for export shall not be deemed misbranded or adulterated when prepared and packed in accordance with specifications of the foreign purchaser, provided that no substance is used that is in conflict with the laws of the country to which the goods are to be shipped, when such country having laws upon the subject does not prohibit such process of preparation. Provided further, that when in the preparation of food products for shipment they are preserved by an external application applied in such manner that the preservative is necessarily removed mechanically or by maceration in water or otherwise, and directions for the removal of said preservative shall be printed on the covering of the package, the provisions of this Act shall be construed as applying only when said products are ready for consumption.

Fifth. If it consists in whole or in part of a filthy, decomposed, or putrid animal or vegetable substance, or any portion of an animal unfit for food, whether manufactured or not, or if it is the product of a diseased animal or one that has died otherwise than by slaughter.

An article of food shall be deemed to be misbranded :

First. If it is to be offered for sale under the name of another article : provided, that the term "distinctive name" shall not be construed as applying to any article sold or offered for sale under a name that has come into general use to indicate the class or kind of the article if the name be accompanied on the same label or brand with a statement of the place where said article has been manufactured or produced.

Second. If it be mixed, powdered, colored or stained in a manner whereby damage or inferiority is concealed, so that such product when sold or offered for sale shall deceive or tend to deceive the purchaser or user thereof.

Third. If it be labeled or branded so as to deceive or mislead the purchaser or user, or purport to be a foreign product when not so, or is an imitation, either in package or label, of another substance of a previously established name, or which has been trademarked or patented.

Fourth. If the package containing it or its label shall bear any statement, design, or device regarding the ingredients or the substances contained therein, which statement, design, or device shall be false or misleading in any particular, or if the same is falsely branded as to the country, state, territory, or place therein in which it is manufactured or produced.

Fifth. An article of food which does not contain any added poisonous or deleterious ingredients shall not be deemed to be adulterated or misbranded. In the case of mixtures or compounds which may be now, or from time to time hereafter, known as articles of food sold under their own distinctive names, and not included in definition first of misbranded articles of food in this section. Or in the case of articles labeled, branded, or tagged so as to plainly indicate that they are mixtures, compounds, combinations, imitations or blends ; provided, that the same shall be labeled, branded, or tagged so as to show that they are of such character, and the amount of alcohol or of opium in any form, if any, contained in them ; and provided further, that nothing in this Act shall be construed as requiring or compelling proprietors or manufacturers of proprietary foods, drugs, or liquors which contain no unwholesome added ingredients to disclose their formulas of production, except in so far as the provisions of this Act may require to secure freedom from adulteration or imitation and to show the amount, if any, of alcohol or of opium in any form contained in them.

In the case of liquors, an article shall be deemed adulterated if it contain any added ingredient of a poisonous or deleterious character.

Such liquors shall be deemed misbranded :

First. If it is blended or rectified, or consists of an admixture of different grades of the same liquor, or contains, or is mixed with, other substances, and the word "blended," "rectified," or "mixed," as the case may be, is not plainly stated on the package in which such liquor is offered for sale, or if the label or any written or printed statement accompanying the package in which such liquor is kept or sold contains any false statement as to the character of the contents of such package, or represents such liquor to be the product of any other country than that in which it was actually produced.

Sec. 10. That no dealer shall be prosecuted under the provisions of this Act when he can establish a guaranty signed by the wholesaler, jobber, manufacturer, or other party residing in the United States, from whom he purchases such articles, to the effect that the same is not adulterated or misbranded within the meaning of this Act, designating it such article. Said guaranty, to afford protection, shall contain the name and address of the party or parties making the sale of such articles to such dealer, and in such case said party or parties shall be amenable to the prosecutions, fines, and other penalties which would attach, in due course, to the dealer under the provisions of this Act.

Sec. 11. That every person, association of persons, or corporation who manufactures or produces and delivers for interstate or foreign shipment or transportation, or who receives from any state, territory, district, or insular possession or foreign country other than the state, territory, district, or insular possession in which it is produced, and any person, association of persons, or corporation who sells or exposes for sale in any territory, district, or insular possession any article of food drug, or liquor, shall furnish within business hours and upon tender and full payment of the selling price, a sample of such drug, article of food, or liquor to any person duly authorized by the Secretary of Agriculture or the Secretary of Commerce and Labor to receive the same, and in any territory, district, or insular possession, to any officer or agent of such territory, district, or insular possession, respectively, charged with the inspection of food or drugs in such jurisdiction who shall apply to such manufacturer, producer, or person or association of persons, or corporation selling or exposing for sale as aforesaid such drug, article of food or liquor for such sample in sufficient quantity for an analysis of any such article or articles in his, or their, or its possession.

Sec. 12. That any manufacturer, producer, or dealer, who refuses to comply upon demand with the requirements of section eleven of this Act shall be guilty of a misdemeanor, and upon conviction shall be fined not exceeding one hundred dollars or imprisonment not exceeding one hundred days, or both. And any person, association of persons, or corporation, found guilty of manufacturing or offering for sale, or selling, any adulterated, impure, or misbranded article of food, drug, or liquor in violation of the provisions of this Act shall be adjudged to pay, in addition to the penalties hereinbefore provided for, all the necessary costs and expenses incurred in inspecting and analyzing such adulterated articles which said person may have been found guilty of manufacturing, selling, or offering for sale.

Sec. 13. That any article of food, drug, or liquor that is adulterated or misbranded within the meaning of this Act, and is being transported from one state, territory, district, or insular possession, to another for sale, or, having been transported, remains unloaded, unsold, or in original unbroken packages, or if it be sold or offered for sale in the District of Columbia or the territories,

(Concluded on page 30.)

A SHORT RESUME ON PROGRESS.

Among the business enterprises growing up with the little village of Huntingdon, near Montreal, Que., there is one whose growth has been, to say the least, surprisingly rapid. This refers to the firm of John Hunter & Sons. It has such a standing, and is so long established, that a little sketch of its progress, and of the man whose energy up-built it, may prove interesting.

John Hunter began business on his own account in Huntingdon 46 years ago, in the Fall of 1860, opening a general store. His push and business integrity soon found recognition among his fellow citizens, and his business prospered until he found it necessary, in 1901, to build a new store much larger and more modern than the old building

Mr Hunter also purchased a flour and grist mill and has built up an active trade in this line. The flour mill turns out three different brands of flour, which are known not only in the village, but in many outside localities as well. These brands, Gold Standard, Clover Leaf and Royal Oak, are all manufactured from Manitoba wheat. The mills also turn out large quantities of rolled oats, buckwheat flour, oat and corn meals and other products of like nature.

Besides the flour and grist mills, Mr. Hunter owns a sash and door factory and saw mill, which is doing a large business, and is rapidly expanding. The village and many private residences are lighted by electricity supplied by the electric plant which Mr. Hunter acquired from the Henderson estate.

With all these business interests Mr. Hunter found it necessary to have some help to ensure proper management, and in 1903, took into partnership his three sons, George T., Arthur E., and Frank H., and since that time business has been carried on under the firm name of J. Hunter & Sons.

Mr. Hunter has a long and untarnished municipal record, having been a member of the council for fifteen years, during which time he has done much to help along the commercial and other interests of Huntingdon. In educational circles too, his hand has been felt, as, in the capacity of chairman of the Huntingdon board of school commissioners, he has proved himself a man quite worthy and capable of filling that responsible office

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John Hunter & Sons' General Store, Huntingdon, Quebec.

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Huntingdon Mills, Quebec—John Hunter & Sons, Proprietors.

Few men can point to such a long and honorable business record, which shows such perseverance and push in the many constantly growing commercial interests, and the municipality in which resides such a man, and in which are situated these varied industries, has indeed good reason to be proud of itself.

NEW WAREHOUSE IN PETERBORO

T. Kinnear & Co., wholesale grocers, Toronto, are so well satisfied with the outlook for their branch business at Peterboro that they have purchased a large lot on George street, in the business section, and will proceed with the erection of a fine new warehouse shortly. The lot has a frontage of 117 feet on George street and runs back 116 feet to the C.P.R. Plans and specifications for the new warehouse are now being gotten out. It is to be 30 feet by 75, three storeys with a basement and will be of solid brick construction. Chas. Rishoe is the firm's Peterboro manager. The new warehouse will be an attractive addition to the business section of the city.

WINDOW AND INTERIOR DISPLAYS

WINDOW DRESSING ADVICE.

Window dressing is undoubtedly attracting more attention from retailers of all varieties of goods than ever before, but even though that be true, it is quite as true that not enough retailers are practicing it, at least in the right way. After all that has been said upon the subject, after trade papers have for years been teaching the art and urging their readers to take it up with the purpose of making it of some importance, it is true that very many, probably a majority, still neglect it and their windows repel instead of attract. There is no excuse for this condition of affairs, excepting laziness or failure to comprehend the value of such work. Neither is it possible to understand why retailers and others should fail to appreciate the advantages which accrue to all who dress their windows properly.

Cleanliness a Necessity.

First of all the windows must be clean. Dead flies and spiders and bits of paper and string and such clutter must be forever banished. Perhaps each one of you will shake your heads wisely and declare that that doesn't apply to you. But maybe if you examine your windows you will discover something that will interest you. After one becomes familiar with a condition one overlooks some of the most repulsive features and it is to be feared that many dealers are in that position. They have seen their windows until they have become accustomed to them as they are now, and they do not realize just how badly they look to others. Therefore, it is repeated, clean your windows thoroughly. That is the first essential in attractive window dressing.

Paint Attractively.

Next, if the paint is scratched or broken, give it a good coat. It doesn't matter so much what color, though a neutral tint is better since it doesn't emphasize contrasts so strongly and serves as a satisfactory background for almost any sort of trimming one may care to put in. Sometimes the floor of a window is painted white, partly because it helps the light and partly because it assists in showing the goods to advantage. But there is another reason which should have weight. It is easier to see the dirt that accumulates on a white floor and it is much more likely to be kept clean. If the back of the window is solid paint it some neutral tint. If it is solid up only part way, it will stand a shade or two stronger tinting than it will under other conditions, but it isn't wise to make it white all the way up. It becomes too staring if that is done.

Shelving a Good Idea.

For most varieties of goods excepting dry goods, a set of shelves is essential in some trims, at least, and a sort of movable shelving is most desirable. They can be taken out and the window left without anything, if desired. It is better to make them of fresh boards, but if it is a question of expense, as it is in some instances, shelves made of old packing cases serve the purpose quite as well and cost nothing excepting the expense of putting them together, which would be extremely light. They can be made like steps without backs, and if the window is wide, in two parts. This will enable one to handle them easily, and sometimes it is desirable to have a trim with only a part of the window shelved. It isn't easy to say what one should do with such matters without understanding each specific case. Only suggestions are given here which can be modified and worked out to suit individual cases. One who is attempting to establish a scheme of decoration will find it comparatively easy to adapt these suggestions to his own particular requirements.

Look After the Floor.

After the window is ready the back and floor, if so desired, can be covered with crepe paper, which is inexpensive and very rich looking. Lacking that, plain white or tinted paper will answer but scarcely anyone but can afford crepe paper. It is cheap, durable and can frequently be used a number of times. It doesn't pay to attempt to make up decorations too cheap. They often fail of their principal purpose under such circumstances.

Makea Centre Attraction.

Sometimes a portrait of some national character will add to the finish. Let it stand on an easel in the middle of the window, facing slightly sidewise so as to get rid of the staring, set effect, and over and around it drape the national colors. The effect is pleasing, and at the same time is not such as will arouse anything but the noblest thoughts and feelings.

Show Seasonable Goods.

Having completed this arrangement, next put in such goods as you want to advertise. Sometimes it will be one thing, sometimes another, but the main thing to be remembered is that it should be seasonable goods which you offer. Make them applicable to the time and the season, otherwise your window and your decoration will appear incongruous. Seasonable goods, with neat price tickets attached will not fail to attract buyers.

Not Difficult at all.

Like almost all other things, window dressing is not as difficult as it looks. Frequently one takes it up for some special day like this and continues it because of the excellent results it brings. Trade is fickle to a certain extent, and all sorts of plans must be devised to secure the attention of buyers, but an enterprising dealer will bring buyers in plenty by adopting devices like this which will appeal to purchasers everywhere the same.

Use Opportunities.

Perhaps there is going to be some special celebration in your town this Summer, or in your vicinity. If there is, never fail to make use of such an opportunity. It will add to your prestige and will assist materially in advertising your business. Make your window decorations suitable for these special occasions and you will establish a reputation for enterprise which cannot be beaten.

Get busy and there will be many things which will be used with a good deal of profit by every dealer who begins the work in earnest. It is not so difficult as it looks, and the dealer who undertakes to do as well as he can, will end with doing much better than he expected and his business will improve accordingly.

WASHINGTON CLUB'S COMBINE.

Spokane, Wash., Feb. 28.—A federation of all the commercial clubs in the Spokane country has been perfected at a meeting largely attended by delegates from commercial corporations, boards of trade, and similar bodies from various small towns and cities.

It is believed this organization will be far-reaching in the work of developing the Pacific Northwest. An executive committee was chosen consisting of six members from as many different clubs. They will prepare constitution and by-laws; Spokane will be the headquarters of the association of Inland Empire Commercial Clubs, and a meeting will be held in Spokane each year on the first Tuesday of February, and also the last of September or first of October. It was provided that each commercial club or county shall provide for an exhibit of the resources of its district, which shall be kept in Spokane in connection with the Spokane Chamber of Commerce.

Nothing that worries you individually can be of equal importance to any one else.

BUSINESS AND ASSOCIATION MEETINGS

The Editor will be glad to receive reports and notices of any business meetings of interest to the readers of THE GROCER—short, gossipy and instructive.

MONTREAL RETAIL GROCERS' ASSOCIATION.

The regular monthly meeting of the Montreal Retail Grocers' Association was held in their club rooms at 88 St. Denis street on Thursday, March 1. A goodly number of members were present. The chair was occupied by the president, Mr. P. Daoust.

The secretary, Mr. Beaudry, read the minutes of the last meeting, after which an animated discussion was held as to the payment of the expenses of the delegation that recently visited Quebec to interview the Government re the proposed changes in the license law.

The Contract Plan of Buying.

The secretary brought up the question of the retail grocers of the city approaching the manufacturers of grocers' specialties and certain well known and advertised staple lines, to place their goods in the hands of the trade on the contract plan; by this means cutting of prices would be done away with, and business more satisfactory all round. A number of the leading manufacturers had expressed their willingness to conform to the proposed plan providing the retail trade would see that the arrangement was adhered to. Among the firms to be approached are the following: Lever Bros., Limited, St. Croix Soap Co., John Taylor & Co., Edwardsburg Starch Co., Christie, Brown & Co., Limited, Model Baking Co., International Food Co., Pure Gold Manufacturing Co., E. W. Gillett Co..

The letter to the manufacturers is as follows:

"We, the undersigned retail grocers of the city of Montreal, believe that the one price system is the fair and proper system to do business upon, both for ourselves and for our customers, and that price-cutting is injurious to sound business principles.

"We therefore strongly urge upon you to place your goods on the contract plan so that our customers will not accuse us with overcharging them when they purchase your goods from a bargain counter.

"Trusting that you will grant us our request as early as possible, we remain,

"Yours truly,

"————— "

The contract plan proposed to be adopted is virtually the same as that of the Canadian Wholesale Druggist Association and the drug section of the Retail Merchants' Association of Canada, and reads as follows:

"In consideration of the agreement on part of the —— Company, under which we become entitled to purchase the preparations of the —— Company that are now manufactured, or that may hereafter be manufactured by the —— Company at the prices set out and provided in Schedule 'B,' we agree with the —— Company not to sell directly or indirectly, by agents or otherwise, the preparations of the said —— Company, whether now in stock and owned by us, or to be acquired after the date hereof, wheresoever or howsoever obtained, to any person or persons, corporation or corporations, at less than the prices set out and provided in Schedule 'E.'

"And for the consideration aforesaid, we further agree not to sell said preparations at any price, to any dealer or merchant who has not signed and conformed to the agreement with the said —— Company to the same effect as this agreement.

"Provided that any of the said preparations of the —— Company, supplied by way of bonus or at special prices or discounts, shall be otherwise subject to the terms of this agreement as if supplied at the prices hereinafter specifically stipulated or provided.

"And in consideration of the agreement above set out, the said —— Company agree with the other party hereto, that the said party may purchase the preparations of the said —— Company at the prices set out in Schedule 'D.'

"It is understood that this agreement shall remain in full force and effect until either party to it shall have terminated it."

Every member present (about thirty) was prepared to sign this petition.

It is readily conceived from reading the petition to manufacturers that the object is to prevent the sale of these special articles to the department stores and the cutting practiced by these institutions, a consummation devoutly to be wished.

The Pure Food Fair.

Mr. Beaudry drew the attention of the members to the proposed pure food fair to be held at Victoria Rink, Montreal, from May 14 to 29, inclusive. This fair is under the Montreal retail grocers' section of the Retail Merchants' Association of Canada. About 130 booths have been arranged for, and quite a number of the most prominent manufacturers have already taken space. It is expected that every booth will be taken up. Victoria Rink is well adapted for the holding of a fair of such pretensions; it is large, and conveniently located in the centre of the city, being immediately in the rear of the Windsor Hotel. Special excursion rates will be arranged for, to permit the country merchants and public to take advantage of the fair.

As this will be the first pure food show of any magnitude (outside of one departmental fair) the public will look forward with interest to the novelty. A vast amount of hard work is in store for the executive, but no effort will be spared to inspire confidence for another fair next season.

SACKVILLE, N.B.

The annual meeting of the Sackville Board of Trade was held recently.

Mr. Stewart, the secretary, read the report of the council, in which it was stated that the following matters had been dealt with satisfactorily, viz.:

(a) Urging the railway and shipping committee to take strong action on behalf of the board with reference to improved accommodation at the Intercolonial Railway station for both passengers and freight.

(b) Action had been taken with reference to the matter of wharf improvements.

(c) To appoint a member on the committee to secure a train on the N.B. and P.E.I. Railway to arrive each Monday morning. This committee reported through the chairman, Geo. E. Ford, that he had interviewed the president of the road, who was considering the matter. Since then the steamer "Stanley" had been placed on the Capes route. As a result the train arrives each day about noon.

Among the recommendations passed for consideration by the board were the following:—

(a) That the board take up the matter of freight rates on the I.C.R.

(b) To appoint a member of this board to the council of the Maritime Board of Trade.

(c) To appoint a member on the committee of the Maritime Board of Trade associated with the preserving of historical places in the Maritime Provinces.

The following officers were elected:—President, B. C. Rayworth; vice-pres., W. W. Fawcett, Jr.; treasurer, Thos. Murray; secretary, Chas. D. Stewart; members of council, Dr. Andrews, F. B Black, C. W. Cahill, A. B. Copp, Geo. E. Ford, Thos. Murray, F. T. Tingley, A. E. Wry; representative on council of Maritime Board of Trade, C. C. Campbell.

The meeting decided to send a delegation to Ottawa for the purpose of pressing Sackville's claims for an appropriation to repair the wharves. Messrs. A. B. Copp and B. C. Rayworth were appointed.

KENTVILLE, N. S.

The 13th annual meeting of the Kentville Board of Trade was held in the court house, President W. E. Porter in the chair. F. C. Rand, secretary, presented his report. This showed the finances of the board to be in good condition, corresponding well with the reports of the four years which Mr. Rand has held his position.

President Porter then read a most comprehensive and encouraging report of the work of the board, and enumerated several matters which, in his opinion, the board should discuss. Thirteen meetings of the board have been held during the year and thirty-five new names have been added to the membership. Mr. Porter then spoke of the many natural advantages of Kentville for the location of manufactories, calling attention to the head waters of the Gaspereaux, which are within six miles of the town and will, when developed, give an unlimited amount of power for all purposes at the least expense, and so, with its easy transportation, central location, good social and moral conditions, Kentville should in the future be one of the most desirable places in the province for capitalists, and with its beautiful surroundings, as a residential centre it could not be surpassed.

The following officers were elected: President, G. E. Calkin; vice-president, D. J. Murphy; secretary-treasurer, F. C. Rand; auditors, B. Roscoe, S. L. Cross; council, W. P. Shaffner, H. D. Burns, W. E. Porter, C. O. Allen, R. C. Dickie, H. M. Bain, A. E. Calkin, J. W. Ryan, Jr.

THE TRIUMPH OF PURE FOOD IN U. S. SENATE.

(Continued from page 26.)

or insular possessions of the United States, or if it be imported from a foreign country for sale, or if it is intended for export to a foreign country, shall be liable to be proceeded against in any district court of the United States, within the district where the same is found, and seized for confiscation by a process of libel for condemnation. And if such article is condemned as being adulterated or misbranded, or of a poisonous or deleterious character, within the meaning of this Act, the same shall be disposed of by destruction or sale, as the said court may direct, and the proceeds thereof, if sold, less the legal costs and charges, shall be paid into the Treasury of the United States, but such goods shall not be sold in any jurisdiction contrary to the provisions of this Act or the laws of that jurisdiction; provided, however, that upon the payment of the costs of such libel proceedings and the execution and delivery of a good and sufficient bond to the effect that such articles shall not be sold or otherwise disposed of contrary to the provisions of this Act, or the laws of any state, territory, district, or insular possession, the court may by order direct that such articles be delivered to the owner thereof. The proceedings of such libel cases shall conform, as near as may be, to the proceedings in admiralty, except that either party may demand trial by jury of any issue of fact joined in any such case, and all such proceedings shall be at the suit of and in the name of the United States.

Sec. 14. That this Act shall not be construed to interfere with commerce wholly internal in any state nor with the exercise of their police powers by the several states.

Sec. 15. That the provisions of this Act shall not apply to common carriers as such, or to their servants, agents, or employes, acting for said common carriers.

Sec. 16. That this Act shall take effect and be in force from and after the first day of July, nineteen hundred and six.

BUSINESS CHANGES.

P. Leblanc, baker, Daveluyville, Que., offering compromise.

Fraser & Co., bankers, Pilot Mound, Man., has sold out.

J. Wilfrid Cadiux, grocer, Montreal, Que., assets to be sold.

J. K. Cane, grocer, Caughnawaga, Que., offering compromise.

Hudon, Hebert & Co., Montreal, Que., have dissolved partnership.

Western Meat & Supply Co., Winnipeg, Man., have dissolved.

C. B. Julius, general merchant, Gimli, Man., asking an extension.

Ludger Marcoux, grocer, Weedon Station, Que., offering compromise.

Antoine Garneau, general merchant, Pont Rouge, Que., assets sold.

A. Meloche, general merchant, St. Genevieve, Que., assets to be sold.

Wm. Galbraith & Son, wholesale grocers, Montreal, Que., have registered.

Orchard & Co., confectioners, Petrolia, Ont., business being closed out.

A. Marcelin, general merchant, Marcelin, Sask., has sold to J. R. Bell.

S. A. Raymond, general merchant, Snake Island, Man., has sold out.

Cheyne Bros., grocers, Windsor, Ont., dissolved, J. O. Cheyne continues.

Robertson & Black, bakers, Cobalt, Ont., business advertised for sale.

A. Lindsay, general merchant, Renfrew, Ont., disposed of business.

J. A. A. Raizenne, general merchant, St. Eugene, Ont., offering compromise.

George Searls, grocer, St. Thomas, Ont., has sold out to George R. Rinn.

N. G. Pratt, grocer, Malakoff, Ont., has been succeeded by H. H. McCartney.

Chas. Benjamin, tobacconist, Wetaskiwin, Alta., has sold out to J. S. Herity.

Nanton Supply Co., Nanton, Alta., have assigned to John L. Fawcett, MacLeod.

L. J. Green & Son, grocers, Winnipeg, Man., has sold out to John Coltart.

Martel & Martel, crockery, Quebec, Que., assets were to have been sold on the 8th inst.

Joseph Naiman, general merchant, Chortitz, Man., has assigned to Henry Detchon.

P. D. Hives & Co., general merchants, Halbrite, Sask., has sold out to A. M. McKay.

Angus McLean, general merchant, Ballycroy, Ont., has assigned to M. G. Malcolm.

H. D. Tackaberry, grocer, Kemptville, Ont., assignment transferred to Wilbert L. Phelps.

E. W. McLaren, general merchant, Kenton, Man., has assigned to S. P. Wilson.

Clouthier & Crochetiere, grocers, Sherbrooke, Que., have dissolved partnership.

A Serkau, general merchant, Niverville, Man., has been succeeded by W. Brunstone.

Gleason & Chesterfield, general merchants, Sweetsburg, Que., have dissolved partnership.

Phillip Wright, baker and confectioner, Winnipeg, has been succeeded by Brown Bros.

Thos. Coutler, grocer, Iroquois, Ont., meeting of creditors is to take place on the 10th inst.

Wm. H. Ruttle, baker and confectioner, Tupperville, Ont., has sold out to N. B. Lindsay.

J. E. Desmarais & Co., general merchants, Richmond, Que., Josephine Janelle registered.

Bilodeau & Cie, general merchants, Baillargeon, Que., Alf. Lemieux appointed curator.

J. W. Briggs, grocer and implement dealer, Carstairs, Alta., is giving up grocery business.

Long & Co., confectioners, Woodstock, Ont., meeting of creditors to take place on the 12th inst.

Preston & Reid, grocers, etc., Midland, Ont., meeting of creditors to take place on the 12th inst.

Wallace McKenzie, general merchant, Larose Station, Que., has assigned to John McD. Hains.

S. Larochelle, general merchant, St. Marguerite, Que., assets were to have been sold on the 9th inst.

J. W. L. Forget, general merchant, Carillion, Que., assets were to have been sold on the 7th inst.

Simpson Bros., general merchants, Fordyce, Ont., meeting of creditors was to have been on the 8th inst.

Joseph Morand, grocer, Valleyfield, Que., meeting of creditors was to have taken place on the 1st inst.

Chas. Choquette, general merchant, Village Richelieu, Que., assets were to have been sold on the 6th inst.

The Dow Cereal Milling Co., Pilot Mound, Man., have sold lumber business to the Prairie Lumber Co., Limited.

Wm. H. Martin and Ralph W Martin have registered under the style of Wm. H. Martin & Co., produce, Shefford, Que.

Nicholson, Bain & Johnston, wholesale commission merchants, Calgary, Alta., have been succeeded by Nicholson & Bain.

John Hickman has sold his grocery at 296 College street, Toronto, to J. E. Johnston, who formerly was located on Lippincott street.

Alex. Draper has sold his fine grocery at Huxley street and Dunn avenue, Toronto, to G. McKee. Mr. Draper will locate elsewhere in the city.

PURE FOOD FAIR FOR MONTREAL

The Montreal Retail Grocers' Association has decided that Montreal shall at last have a real food fair on a large scale. This was decided at a meeting of the association, and the dates for the fair will be from Monday, May 14, to Thursday, May 24, both days inclusive. Victoria Rink has been secured for the exhibition. The rink will be properly decorated for the occasion, and something like one hundred booths will be erected. These stands will be occupied by as many exhibitors. The display of foods, flours, cocoa, coffee, syrups, and numerous other sundries to be found in the grocery shop, will indeed be awe inspiring to the average man-on-the-street who is unaware of the extent of Canada's products in this line.

As is done at smaller food fairs, the various exhibits will be demonstrated so that visitors to the fair may satisfy themselves as to the merits of the different goods sampled. The fair will be under the auspices of the Retail Grocers' Association, which will do all in its power to make the first large food fair of this kind a tremendous success.

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Bode's Gum Co., Montreal.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Nelson, H. W. & Co , Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk and Canning Co Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Bowman, John, & Son, Rossport, Ont.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, & Co., Hamilton, London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Millman W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
American Pure Food Co., Montreal.
Egg-O-See, Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co. Goderich.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Sutcliffe-Muir Milling Co., Moosomin.

Grocers—Wholesale.
Balfour & Co., Hamilton.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Major, S. J., Ottawa.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Grocers Engineering Co., London, Eng.
MaxAmsMachinery Co., Mt. Vernon, N.Y.

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fittings.
Fletcher Mfg. Co , Toronto.
Walker Pivoted Bin & Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Crain, Rolla L. Co., Ottawa.

Malt Extract.
Sleeman, Geo., Guelph, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Fellowes & Fellowes, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McLauchlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.

Mince Meat.
Capstan Mfg. Co , Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co , Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Ozo Mfg. Co., Montreal.
Paterson's— Rose & Laflamme, Montreal
Purnell, Webb & Co , Bristol, Eng.
Suaut Co.
Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
Oakey, John, & Sons, London, Eng

Polishes—Stove.
James' Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Potatoes.
Hannah, R. W., Toronto.

Poultry and Cattle Food
Bate, H. N., & Sons, Ottawa,
Myers' Royal Spice Co., NiagaraFal s, Ont

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Dominion Salt Agency, London, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
Duncan Co., Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence StarchCo., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
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Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co , Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville & Co., Winnipeg and Brandon
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
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Minto Bros., Toronto.
Mokara Mills, Montreal.
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Truro Condensed Milk Co., Truro, N.S.
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Warren Bros., Toronto.
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Washing Compound.
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Woods, Walter, & Co., Hamilton.

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NEW ADVERTISEMENTS.

H. W. Nelson & Co., Limited, Toronto, Ont.
Leon Languay, Montreal, Que.

WHAT IT WOULD MEAN.

If the promoters of the Canada Tin Plate & Sheet Steel Co. are successful in their endeavor to impose a duty of 33 1-3 per cent. on all importations of goods which they intend to manufacture, it will mean a great revolution in the trade conditions of this country. So many branches of business would be affected by any change in the tariff relating to these sheet metals, that this duty would make a tremendous difference to consumer, retailer and manufacturer.

The consumer would be the chief sufferer. He would pay an advance of from 25 to 33 1-3 per cent. on present prices of all goods whose raw material is tin or terne plates, black sheets, Canada plates, or sheet steel. Every kitchen utensil, every milk can and other dairy necessities would be made more expensive, and this would be more than a hardship. Every article of food which is done up in Canada, from salmon to peas, corn, tomatoes, would cost more—in some cases fully a third more—for it is a well known fact that in many varieties of canned goods the cans themselves furnish the chief item in the cost of production. How will the housekeeper view the prospect of paying out more of her not too large allowance, for the food she buys?

There is another respect in which this duty would affect the consumer, especially in the far west, where lumber is so scarce—in that section of the country the number of metal roofs is increasing rapidly. Farmers are building barns of great capacity, and find it much more satisfactory to use metal roofs than those of wood. Metal laths, ceilings, etc., are also making good headway. What will the dwellers in the Northwest think of the proposal to raise the price of these goods by upwards of 33 1-3 per cent.

The retail hardwareman will, of course, be seriously affected. When an extra third is added to the price of tinware, he will find that customers will curtail their needs in that line. His paints, oils, varnishes and everything else that is handled in tins will be higher in price. The tinsmith will find it very difficult, if not impossible, to persuade his customer that a metal roof is better than one of wood, when the price is so much in advance of the present quotations. And the grocer will find his sales of canned goods persistently falling off, when he tacks on a few extra cents enabling him to make a profit on the advanced price he himself will be forced to pay.

As for the manufacturer, he will be hard hit, and, in some cases, put out of business. The manufacturer of tinware will undoubtedly be compelled to pay 33 1-3 per cent. more for his raw material than he is at present, as it is ridiculous to suppose that the Morrisburg concern will be able to produce tin plates at any lower price than that figure. Even if a corresponding duty be imposed on finished tinware, it would not relieve the manufacturer, so far as a curtailment of consumption is concerned. An increased price would undoubtedly decrease the demand.

The manufacturer of cans will be similarly placed, with the added difficulty that he will probably not be able to get the quality of tin plate he requires, from the Canadian mill. Especially in the matter of cans for lobsters, which contain a high percentage of ammonia, the very best tin plate is required and the Welsh mills are the only ones which have produced a satisfactory quality.

But, perhaps the manufacturer of metal roofing, ceilings, sidings, lath, etc., will feel the effects of the proposed legislation most keenly of all. This business has grown to splendid proportions, owing to the fact that the metal which is generally much more ornate than wood, besides being fireproof, is also almost as cheap. There are now several large factories in this country producing nothing but fireproof building material. Where will they find themselves if they have to add a third to the cost of manufacturing their goods? Even if the Canada Tin Plate & Sheet Steel Co. were able to produce their black sheets as cheaply as the Welsh mills (which is an absurd proposition) these manufacturers would still be compelled to buy most of their gauges and sizes in foreign markets. The Morrisburg mill will certainly not be equipped with a sufficient variety of rolls to meet all the requirements of such manufacturers.

Briefly, the only people who can possibly be expected to benefit by this tin plate concern, are the small group of promoters. The request for an imposition of a duty on the goods named, should be opposed by all classes, in all parts of the country.

ORGANIZATION THE CURE.

Representatives of a hundred and thirty leading wholesale grocery firms in Delaware, New Jersey and Pennsylvania met in Philadelphia on March 1 and organized the Wholesale Grocers' Association of the states named, and 80 per cent. of the firms represented joined. Robert Burst, of Philadelphia, was elected president.

The principle discussion in the convention was on the relative positions of the manufacturers, jobbers and retailers, the same vexed question that has agitated the trade in Canada and which the Wholesale Grocers' Guild was organized to solve. There were quite a few representatives of the manufacturers at the meeting and they expressed themselves in favor of confining their sales to the wholesalers.

Most of the delegates were in favor of becoming identified with the national association to be formed in Buffalo next June.

THE SUGAR TARIFF CONTROVERSY.

The correspondence which has been going on on the above subject is no doubt of great interest at the present moment, and one which requires a good deal of thought and study before a final judgment could be reached. The Canadian Grocer has sought to give full opportunity to ventilate the subject at various times.

Mr. Robert Anderson's letter as a reply to Mr. Hugh Blain would have been read with equal interest to our previous publications on the subject. The Canadian Grocer had an opportunity to obtain from Mr. Hugh Blain his opinion of Mr. R. Anderson's letter, and he expressed himself as follows:

"As you are aware my interview was given for the previous week's issue of the "Grocer," and as Mr. Anderson says, only dealt with one section of his paper, which you had kindly shown me before I received a copy from him direct.

"I was altogether too busy to criticize it at all, and what I dealt with was the practical aspect of the case. Mr. Anderson does not dispute my figures, nor the accuracy of my argument, except as to the item of 107 lbs. of raw sugar being required to make 100 lbs. of granulated. His explanation appears to me as begging the question, because when you take the loss of two per cent, which he admits, and the quantity of granulated sugar, and the quantity of soft sugar made from 100 lbs., the result is practically the same in dollars and cents.

"I am not interested in the United States tariff, or the relative protection which the refineries of the two countries receive.

"The Canadian refineries, as far as I can make out, is governed entirely by the conditions as to the per cent. of his protection he takes."

* * *

Another prominent man in the beet sugar industry also gave the Canadian Grocer his views on the subject, which were as follows:

"Regarding your query as to the evidence given by Mr. Anderson, I can only say that there is too much truth in his contention, although he is an importer and has colored his material to suit his purpose considerably. The fact remains, however, that did the Government desire to give the Montreal refiners a bonus they could not have manipulated matters to better advantage than through the agency of the preferential tariff, for as they control all the channels of import and distribution nearly the entire preference has found its way into the pockets of the refiners and at a future date can be used as a club to hammer out of existence the beet sugar industries which are now in operation in Canada.

"The suggestion to raise the duty on raw sugar would add to the revenue and also be a protection to the beet sugar industry, consequently I could not view with disfavor such a move. This in turn would leave a narrower margin for the refiner to work on, and consequently a better opportunity would be given Anderson to import refined sugars, the object he has in view.

"I would prefer to see the duties equal on both raw beet sugars and raw cane sugars. This would give a larger market to draw from, and if the beet refiners find they are unable to pay the present price for beets, could import raw sugar and refine, the same as the Montreal concerns, and in this way keep moving. The extraordinary high price of sugar last year has caused an enormous over-production, and the result is that we are now going through a period of depression, which is more severe than at any time in the past, with possibly one exception.

"Assisting the production of beet sugar at home either by means of bounty or tariff, will insure a supply of sugar on the average at more reasonable prices, I believe. This can be more easily understood when we recall the fact that the great raise in prices the past year was caused by a shortage in the beet crop in Germany, so that it is advisable for us to not be entirely dependent upon foreigners for our requirements of sugar."

* * *

Mr. Anderson in his letter makes serious complaints against the Halifax correspondent of The Canadian Grocer, apparently forgetting that our reporter's duty is merely to report the situation as he finds it with the general impressions of the conditions prevailing. He is not an expert at the many industries he has to review, neither could he be expected to be. We are pleased, however, to publish Mr. Anderson's remarks, whether they be regarding ourselves or others.

FOODSTUFFS AND EDUCATION.

Technical education has been a marked feature of industrial development in Europe during the past decade or two. Agricultural development in some of the northern countries of Europe, particularly Denmark, that has far surpassed anything known in Great Britain or America, may be said to have been based upon an educational propaganda. Agricultural education is firmly established in Canada, and has achieved very considerable results, especially in Ontario. Technical education for the industrial classes has begun in Canada, but it is still feeling its way and is in a very formative state.

It has been considered right and expedient to include in the technical school curricula a course in commerce with special subjects to fit students to undertake office work. A very prominent feature of technical school work has been a course in domestic science, the main object of which has been to teach how better to select, care for and prepare foodstuffs.

The grocer handles practically the entire food supply of the country. Why should not technical education be provided for him? Sanitation, hygiene and diatetics are subjects of every domestic science course. If grocers, and especially grocers' clerks, could be thoroughly instructed in these subjects, a transformation of the average grocery would result. Then why should not grocers know something about the goods they handle, where they come from, how they are grown or manufactured, the conditions that affect the market? It would make every grocer a better salesman and a better buyer. The grocer would not benefit any more than would the public by cleaner and more intelligent service and more sanitary conditions for the storage of foodstuffs.

NO "CORNERS" IN FRANCE.

In France manipulation of prices for speculation in the necessities of life is a criminal offence. It has been so, says U. S. Consul Miller, at Rheims, in Daily Consular and Trade Reports, since 1793. So hard is the prohibition that it is an offence to allow merchandise of prime necessity to perish, including grain and its products, bread, meat, wine, vegetables, fruit, butter, vinegar, coal, wool and silk.

The penalties are fine and imprisonment, and the cost of police supervision of the offender's business for from two to five years. For a second offence the penalty is said to be so severe that almost any firm would seccumb to it.

The French, as a consequence, have no "corners" in food stuffs.

FORCING TOO MANY GOODS.

A prominent reader of The Canadian Grocer wrote concerning the article in last week's number regarding the unnecessary assignment of W. J. McKissock, of Strathavon:

"I am very much pleased with the article on page 30 of this week's issue of The Canadian Grocer, and I think Colonel MacLean is doing good not only to the retailer but to the wholesaler. There is just such a thing as selling to a country storekeeper or forcing onto a country storekeeper too many goods, and in the next place there is such a thing as forcing a man into insolvency when he would not have failed but for that."

NO DUTY ON TIN PLATE

Is the Unanimous Demand of the Foodstuffs Trades of Canada.

The Canadian Grocer has so far as possible obtained the views of users of tin plate among the grocery, provision and canned goods trades throughout Canada in reference to the movement directed towards securing a duty of 33 1-3 per cent. on tin plate to encourage a factory being promoted at Morrisburg. If the Government in the face of such universal opposition as is everywhere manifested grants the protection asked it will assuredly be ill serving the great foodstuffs industries of this country.

The object of a protective tariff is to bar foreign competition and enable the producer to charge the consumer more. But that is not all; the consumer, who is the merchant, the artisan and the agriculturist, is supposed to receive some compensating advantage in increased trade, more work and enlarged markets.

Toronto Solid Against.

The objection to the proposed duty on tin plate is that it would increase the cost of many food staples to the consumer without any compensating advantage. That is the consensus of opinion held by representative manufacturers of Toronto who put up their products in tin cans. These men are protectionists, their undertakings are begotten of the tariff, but in this proposition they see only serious disturbance of business conditions affecting, in the aggregate, very large investments, an added burden for the consumer and in return a very remote possibility of any substantial advantage to the country. Practically all the tin cans used in Canada are made here. The industry is protected.

Let in American Goods.

"The proposed duty," said Warren W. Shoemaker, manager of Armour's, "would bring the Canadian manufacturer's cost up to the American's with duty paid."

The inference was that the Canadian tin can manufacturer's business would be gone unless additional protection were granted him. But that was not all. It was repeatedly pointed out that it would be impossible for any one mill or set of mills to supply anything like the variety of sizes of plate required for the tin can trade. If the tin can industries survived, the importations would have to go on, the result being the embarassment of an established industry and nothing to show for it.

Help the Old Country.

A member of one of the large packing firms said:

"The consumer would pay. It would destroy the protection we now have. You take imports of tinned goods from Great Britain which get the preferential: it would place us at a disadvantage with British imports. While we are strongly in favor of protecting Canadian industries, we are strongly of the opinion that there is no prospect of Canada at the present time manufacturing tin plates. The arguments in favor of the proposed duty are therefore merely theoretical."

Why Not a Bounty.

This gentleman made the suggestion that if the Government desires to encourage the establishment of a tin plate industry in Canada it should be done by bounty or rebate. That would furnish assistance on the basis of actual performance and would not disturb established business conditions.

Pretty Serious Matter.

Geo. H. Macfarlane, assistant general manager of the E. W. Gillett Co., said: "This is a pretty serious proposition. Anyone can see it is going to be very serious not only to users of tin plate but to householders throughout the Dominion. The way we look at it is this: Some concern proposes to start business in Morrisburg and they have applied to the Government to remove tin plate from the free list. Suppose they get going, they cannot supply the trade here, nor one-tenth of it. Tin plate will still have to be imported, and why should every householder in Canada pay a tax simply for the purpose of allowing this company to start business? This tax would increase the cost of our packages 25 per cent."

Mr. Macfarlane represented his company in Western Canada a number of years and he is at home on the trade conditions of the prairies and the coast. "This duty would hit the Northwest hardest," he said. "Were you ever in a grocery store in the west? About four-fifths of their stock is in tins."

Mr. Macfarlane stated that arrangements had been made for a deputation of interested manufacturers to wait upon the Government in regard to the matter.

Mr. Mitchell, of Todhunter & Mitchell, spice manufacturers, viewed the matter in practically the same light. He foresaw a serious disturbance of existing trade conditions and a considerable additional burden for the consumer without any likelihood of compensating advantage.

Hamilton Protests.

Probably no firm in Canada in the foodstuffs trade at least would be more affected by the proposed duty than the Canadian Canners, Limited, with their 35 or 40 canning factories scattered all over the Province of Ontario and their consumption of tin cans that must run into something like 20,000,000 a year.

A representative of The Grocer called at the head office of the firm in Hamilton and interviewed the executive officers. He found them very strongly opposed to the proposition.

In the first place it was contended that the factory at Morrisburg would not be able to produce more than one-tenth of the volume or variety of plate required by the Canadian trade.

The result of the duty would be to raise the cost of 2-pound cans $2.80 per thousand, of 3-pound cans $3.75 per thousand and of gallon cans $7.00 per thousand. On an average year's pack this would mean an increase in the cost of their tins to the Canadian canners of about $107,000.

This increase must necessarily be added to the cost, the selling price and eventually be paid by the consumer in the way of higher prices for their corn and tomatoes. Higher prices would mean decreased consumption, and the loss reflected to a degree on the producer and all concerned.

Moreover, this company have at no small expense, opened offices at London, Glasgow, and Liverpool, and have worked up a large export trade in competition with the United States, France, Italy and other foreign countries. This trade is done on a narrow margin and any increase in the cost of their raw materials would injuriously affect this growing trade.

The importance of using the best grades of tin possible is fully recognized in the canned goods trade. Now the canners have the British and U. S. markets to choose from. Restricted competition might result in deterioration in the quality of plate that could be secured.

These conditions apply as well to the other canning companies in Ontario not included in the Canadian Canners, Limited.

Our $3,500,000 is invested in Ontario in the canning industry with an annual turnover of $5,000,000. Over 6,000 farmers are engaged in growing fruits and vegetables for the factories, and 21,000 acres under cultivation.

It is a serious matter to disturb an industry of this importance for the problematical advantages of a tin plate mill.

The United States, with a consuming population of 80,000,000, had to impose a duty of 80 per cent. to establish the tin plate industry in that country, and they are still importing a number of lines on which the home mills can not compete.

Fowlers Canadian Co.

Mr. Walker, of Fowlers Canadian Co., Hamilton, was opposed to the duty. "It will increase the cost of our lard pails," he said, "and will consequently increase the cost to the consumer."

Tuckett Tobacco Co.

Mr. Lemereaux, of Tuckett's Tobacco Co., was not as deeply interested as the canners, but as the tariff would mean a considerable additional expense to them, he was opposed to it.

Mr. W. C. Breckenridge, president of

the Norton Manufacturing Co., can manufacturers, had little to add to his exhaustive statement in The Grocer of February 23, except the very important fact that if a duty of 33 1-3 per cent. were placed on tin plate it would upset our whole tariff system. Tin plate is the raw material for an extraordinary large number of industries in the grocery, hardware and building lines. If you put a duty of 33 1-3 per cent. on the raw material of these industries you wipe out their protection and immediately there would be a clamor from all sides to have the tariff raised proportionally on the articles that are manufactured from tin plate. Otherwise, you protect the raw material and leave open to foreign competition all the industries above referred to.

Montreal Dissents.

Wm. Clark, the canned meat man of Montreal, said to a representative of The Canadian Grocer: "You may say for me that I am opposed to the imposition of any such duty as 33 1-3 per cent. on tin plate. My reason for this is that even if the proposed factory were established it would be utterly unable to supply the demand of Canadian manufacturers of tin goods. It would certainly mean that the price of all goods packed in tin for consumption by the grocery trade would be enhanced in cost very materially to the consumer, as every manufacturer would have to add the extra cost to his present prices. We are very large users of tin, and the extra cost to us would mean in the neighborhood of $10,000 to $15,000 per year."

Peter Laing, of the Laing Packing Co., also of Montreal, said: "I certainly do not approve of the imposition of the proposed duty, as it will mean higher cost of all goods put up by us. This cost would fall upon the consumer. We are large users of tin pails for lard, and tins for canned meats, and the extra expense to us would be very high."

John Anderson, of Chase & Sanborn, the coffee house, who, by the way, is on the committee having in hand the agitation against the imposition of the duty, was seen, and naturally expressed very decided disapproval of the proposed removal of tin plate from the free list. He stated that the extra cost to them per year would run fully over $5,000. This cost in the case of themselves and similar concerns would in a large measure have to be borne by them, as coffee is an article upon which a radical advance could not be made to the consumer.

Canada Not Ready.

The Bloomfield Packing Co., who put up the "Quaker" brand of fruits and vegetables, briefly stated their views as follows: "Regarding the duty on tin plates we have nothing to say on the subject, believing that the consumer will have to pay the duty, as we believe it will be impossible to make tin plates in Canada to compete with English makers. The U. S. had a population of seventy millions before they attempted to establish tin plate industries."

Menace Canning Industry.

Geo. E. Fisher, president of the Burlington Canning Co., said when asked his opinion of the proposed duty: "We think such a step would be disastrous to the canned goods trade, and have no hesitation in recording our objection. Anything that has a tendency to increase the cost to the consumer inasmuch as it lessens consumption is a serious menace to the business. We are continually aiming at cheap production, and do produce as cheaply as it is possible for us to do and maintain the quality of our goods. This is necessary to effect sales, for although the quality may be all that can be desired if the price is advanced the demand falls off at once, and if such an item as this proposed duty were added to the cost of cans the cost of the finished product would be so enhanced that not nearly so much would be required. We thing this new company is quite in advance of the requirement of the country, and would very much prefer that no such industry be started in Canada at present."

A Fatal Blow.

The Belleville Canning Co. were equally pronounced in their view that the proposed duty would work a serious injury to the packing industry. They said:

"We are strongly opposed to such a measure. To the canners of fruits and vegetables such a proceeding would be most harmful, and the increased cost of manufacture from the imposition of such a tax would create a serious effect on the consumption of canned goods. While it is the consumer of the goods packed in tin packages that would really have to suffer if such a tax were imposed, yet any cause or interference that would tend to increase the price of such goods would certainly tend to impair trade, and the canning industry to-day, while it is progressive, would certainly receive a fatal blow should such a tax be placed on tin plate."

Sacrifice of a Great Industry.

G. A. Fraser, of the Thames Canning Factory Thamesville, put the whole position of the canning industry very succinctly. He said:

"In regard to the proposed tin plate industry at Morrisburg, I may say that we have not given much attention to this matter, as the idea of fostering one premature industry at the expense of the development of the natural product seemed so unreasonable that we thought it impossible that such a proposition could appeal to the good judgment of the Tariff Commission.

"Tin plate containers at present represent about 40 per cent. of the total cost of canned vegetables, and as there seems great possibilities for the consumption of canned goods in foreign markets, as well as in the home land, and as there is unlimited possibilities for the production of these goods in this country, it would seem unreasonable to expect that the Government would sacrifice this industry even in the interest of a great manufacturing concern."

The Salmon Industry.

The salmon canners of the Pacific Coast would be placed in, if possible, even more unfortunate position. They secure their supplies by water from Wales. If the duty were imposed the freight rates would make it impossible to use the Morrisburg plate. They would still import from Wales, pay the 33 1-3 per cent. duty, and with no compensating result to anyone.

The Promoter.

J. Wesley Allison, the principal promoter of the Canada Tin Plate & Stamped Steel Co., the name of the proposed Morrisburg concern, is not unknown in Canada. He promoted the Cramp Steel Company at Collingwood, which, after heavy expenditures, was a sad fizzel. He operated in Montreal about two years ago to the regret of several prominent financiers, and he is even better known in the United States as a promoter. There, also, his undertakings have not been uniformly successful.

THE LATE F. W. FEARMAN, OF HAMILTON.

Frederick W. Fearman, head of the F. W. Fearman Packing Company, and one of Hamilton's oldest and most prominent citizens, died at an early hour of the morning at his residence, 90 Stinson street, on March 1.

He had been ailing a long time, but was taken seriously ill only a few days previously, having a stroke of paralysis on Monday, from which he never recovered.

Frederick W. Fearman was an Englishman of a fine type. He was born in Norfolk county in 1825. In 1833, when deceased was a boy of eight years, the family came to Canada and settled in Hamilton soon after their arrival, the then village impressing his father, the late Mr. William Fearman, as a place of great possibilities. Frederick W. was educated here, in the schools of the late Mr. Counsell and the late Dr. Tassie, although the family lived at York village, on the Grand River, from 1836 to 1840.

At the age of 22 deceased joined the crew of Captain Sutherland, then a prominent lake vesselman, and sailed the Canadian waters from 1847 to 1854. He retired from that life to begin business as a provision dealer in the latter year, and by business ability, care and industry laid the foundation of the great pork packing business which has for so many years been known by his name, and of which he was the head until he retired from active business a few years ago, leaving the management of so important an industry to his sons. Under his able direction the business soon became one of the most prominent in Canada, and the name was a household word from end to end of the Dominion.

Mr. Fearman was an ardent son of St. George and a lifelong member of St. George's Society, of which he was also president. He was a member of the Masonic fraternity, although it was not until quite late in life that he joined.

Deceased was married in 1851 to Elizabeth, daughter of the late Mr. Robert Holbrook. He is survived by his seven sons and one daughter. The latter is Mrs. Shearer, wife of Mr. H. A. Shearer, of Rochester, N.Y., and his sons are Messrs. F. Chester, Robert C., Harry H. and Frank D., who carry on the business; William J., of the Hamilton Gas Company; George D., accountant of the Cataract Power Company, and Edward, of New York. Deceased also leaves a widow—his second wife.

MARKETS AND MARKET NOTES

Quebec Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

MONTREAL.

Canned Tomatoes—Advanced 5c.
Canned Pumpkins—Advanced 5c.
Sugar—Advanced 10c.
Ginger—Advanced 2c.
Tapioca—Advanced ½c.
Fish—Weakening, decline on most lines.

GROCERIES.

Montreal, March 9, 1906.

Business picked up a little this week owing to the cold spell experienced, but orders from country points are still far from being as large as might be expected. Collections, most houses say, are better than it was thought they would be, but trade generally is not up to what was expected. Many houses report very serious complaints of dullness, and travelers talk blue. Few failures are occurring, however. Teas are in better demand and improvement is shown in the trade. The advance of 10c. per 100 lbs. in sugar has stimulated buying, and orders are getting larger from country dealers. Tomatoes have advanced again and are selling at $1.10. The supply is becoming exhausted and it is expected that a further rise will take place before the new crop is put on the market.

The demand for evaporated apples continues very strong and supplies, which are very scant, are almost cleaned up. Ginger has advanced slightly since last week, but the local market is not effected materially. The new crop of maple syrup is being anxiously awaited by manufacturers, who report many calls for new crop goods. Another rise is reported in tapioca, which is selling at 6c. Owing to the uncertainty of the market in the Barbadoes the local market in molasses is rather weak, but prices are unchanged. There has been a falling off in prices of fish, the demand for which has been very brisk since the beginning of the Lenten season.

Canned Goods—Tomatoes have advanced another 5c. and now bring $1.10 The scarcity of tomatoes is keenly felt by dealers, and it is expected that prices will continue to advance until the arrival of the new crop. The only other way in which the situation may be bettered is by the arrival of southern packings, which is altogether an unlikely event, considering the high prices asked. In other lines there is nothing new to mention. There is the usual demand for canned goods for consumption, but the supplies are good, and these demands are easily met. Corn and peas are in store sufficiently to fill all orders.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.
Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.
Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

	Group No. 1.	Group No. 2.
FRUITS		
Cherries—		
2's, red, pitted	2 02½	2 00
2's, red, not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, black, not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, white, not pitted	1 82½	1 80
Currants—		
Red, heavy syrup	1 60	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, notpeeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pineapples—		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " "		1 57½
3's " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
VEGETABLES		
Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins		0 80
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz		1 10
Gallon tins, per doz		3 02½
FISH		
Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		95
½-lb. " less than 5 cases, "		97½

Sugar—The sugar market shows an improvement this week. The advance of 10c. per hundred, which went into effect on Saturday last, the 3rd inst., has had a tendency to stimulate buying on part of jobbers and country buyers. As noted in The Canadian Grocer, the opinion that sugars had possibly reached bottom has been verified by the recent advance of 10c. Refiners report good business.

Granulated, bbls.	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, barrels	4 65
" " half-barrels	4 75
" " boxes, 100 lbs	4 65
" " boxes, 50 lbs.	4 75
Extra ground, bbls.	4 50
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Phoenix	3 95
Bright coffee	3 90
" yellow	3 85
No. 3 yellow	3 80
No. 2 "	3 70
No. 1 " bbls.	3 60
No. 1 " bags	3 55

Molasses and Syrups—Molasses is on the weak side owing to the uncertainty of the market at the Islands. Last week's prices still prevails. The demand for syrups has not perceptibly increased since the beginning of the Lenten season, though dealers look for better demand.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Tea—Business in tea circles locally is reported generally improved and a better feeling obtains in the trade. Ceylon greens are very much higher in the East than locally; and it is expected that an advance is likely to follow here. In Ceylon blacks all low grade teas are firmer and all desirable teas in good demand. China greens are strong. There are very few of low grades, pealeaf and pinhead obtainable. Top prices being secured. There is a better demand for Japans and more business has been turned over lately.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 24
" " pinhead	0 28	0 32
Congous—Moning, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 12½	0 15
Pakling,—boxes	0 15	0 20
fine	0 25	0 30

Coffee—There is not a great deal to say about coffee. The prices remain as they were last week. The demand is not larger than is usual at this time of year, and supplies are large enough to meet all demands.

Watt, Scott & Goodacre, in their weekly report of March 6th says: "The past week was marked by further large decrease in the world's visible. Brazil has remained very firm owing to belief there in the success of the valorization scheme. Confidence therein, however, has not been sufficient to influence consuming markets materially. The statistical position has not been as strong for many years. Any one of numerous possibilities may arise to attract public interest, as an investment or a good gamble. Such interest would produce sudden and important advances."

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 18½	0 19
Rio, No. 7	0 09	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

Foreign Dried Fruits—Trade shows a little improvement over last week, although a firmness in the currant market in Greece has stimulated some buying in that article. Almonds of all kinds, shelled and unshelled, are held for higher prices in primary markets. Walnuts in the shell are sluggish, but the shelled variety show more life and we have to report, as predicted, quite a considerable advance in price. Dates, Valencia raisins, prunes and figs show no change.

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05½
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
"Excelsior Window Clusters,"		4 50
" " ⅛		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08

Prunes—	Per lb.
30-40s	08½
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" " 90-100s	0 04
" " 100-120s	0 04

Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 05½	0 06
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 23
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Spices—Another advance is noted in ginger, but this, it is claimed, will not affect the local market materially, as the supply is fairly good. Dealers expect that there will be a scarcity of ginger in the near future, but it does not bother them very much yet.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 16	0 24½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

Rice and Tapioca—No change has occurred in the rice market recently. Prices are the same as they were last week. Tapioca has advanced and now commands 6c. The supply is rapidly becoming exhausted.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	3 05
C rice, in less than 10 bag lots	3 15
Tapioca, medium pearl	0 06

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, March 8, 1906.

BUTTER—Market steady, choice creamery selling 22c. to 22½c. Prices unchanged on other brands. Demand good.

CHEESE—No change in situation, fair trade in small lots. Prices unchanged at 13c. to 13½c.

EGGS—Market easing off. Sales being made at 18½c. to 19c. for fresh. Dealers losing on held eggs, which are quoted at 14c to 15c.

PROVISIONS—Lenten season has not curtailed local demand, hams, bacon, etc., selling quite freely. Dressed hogs unchanged. Abattoir dressed, $10 to $10.25; country dressed, $9 to $9.50.

Beans—The market is a little easier this week. Choice prime are quoted at $1.65 to $1.70, and lower grades from $1.60 to $1.65. Spot stocks are fairly large.

Choice prime beans	1 65	1 70
Lower grades	1 60	1 65

Honey—An improved demand is noticed for honey since the advance in prices. The stocks, however, are ample to take care of all orders.

White clover, extracted tins	0 08	0 09½
" kegs	0 07½	0 08
" comb, new	0 13	0 14
Buckwheat	0 07	0 07½

Maple Products—The new syrup is expected to arrive in about a week. Dealers are anxiously awaiting the coming of this new crop. They report that they have had many calls for new crop goods. Owing to the scanty supply of new syrup expected this year, however, they will not be able to fill all these orders. Already in some points in Western Ontario new syrups are being used. Pure Townships sugar has experienced a slight advance and now calls for 8c. to 9c.

Maple syrup, in wood, per lb	0 05½	0 06
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 08	0 09
Pure Beauce County, per lb	0 08½	0 09

Evaporated Apples—There is a continued demand for evaporated apples at 11 1-2c., and dealers are at a loss to fill orders. The supply is becoming cleaned up very quickly. One dealer to fill a rather large order found it necessary to make an assortment of six different brands.

Fish—The recent cold weather has boomed the fish business considerably. Dealers report particularly good business all this week because of the three extra "fish days." Since the Lenten season came in there has been a noticeable increase in the demad for all kinds of fish, especially frozen fish. In salt fish green cod are a little easier in price, but salt herring are very scarce and prices are high. There has been a decline in prices in several lines since last week, as quotations will show.

Fresh haddock, per lb		0 05
Fresh frozen fish—		
Single frozen haddock	0 03	0 03½
" " market cod, per lb	0 04	0 04½
" " steak cod, per lb	0 04	0 04½
B.C. salmon, per lb	0 08	0 08½
Qualla, salmon	0 07½	0 08
Halibut, per lb	0 08½	0 09
Gaspe salmon	0 12	0 13
Dore, per lb	0 07	0 07½
Large whitefish, per lb	0 08½	0 09
Small whitefish	0 05½	0 06
Round frozen grass pike	0 04½	0 04½
Lake trout	0 08	0 08½
Striped bass, per lb		0 15
Large herring, per 100 fish	2 00	2 15
Medium	1 10	1 20
Smelts, No. 1, per lb		0 07
Extra large		0 10
Mackerel		0 10
Tomcods		1 40
Smoked fish—		
Haddies, 15 and 30-lb. boxes, per lb		0 05½
Kippered herring, per box		0 70
St. John bloaters, 100 in box, per box		1 10
Yarmouth bloaters, 60 in a box		1 10
New smoked herring, in small boxes, per box		0 13
Oysters and Lobsters—		
Standards, per imp. gal		1 40
Selects, per imp. gal		1 60
Oyster pails, pints, per 100		0 90
" " quarts, "		1 25
Live lobsters, per lb		0 15
New boiled lobsters, per lb		0 12
Prepared fish—		
Winterport, 1-lb. bricks, cod		0 09
Golden, 2 " "		0 08
Boneless cod, favorite		0 06
" fish, 1 and 2-lb. bricks, per lb		0 05½
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, 100-lb. cases, per case		6 25
Salt and pickled fish—		
No. 1 Labrador herring, per bbl		6 00
" " per half bbl		3 50
" " per pail		0 80
" salmon—		
" " in bbls		13 00
" " in ½ bbls		7 50
" B.C. salmon, bbls		12 50
" " half bbl		7 00
" lake trout, per keg		4 50
" mackerel, per pail		2 00
" large green cod, per lb		0 04½
" medium, " "		0 04
" small, " "		0 03
Pollock, med., green, per lb		0 03
Haddock, per lb		0 03½

BUSINESS PERSONALS.

H. J. Stevens, of Montreal, was in New York the early part of the week.

B. F. Blakeslee, Toronto, representing "Egg-O-See," is a visitor to Montreal trade this week.

Shaw T. Nishimura, Canadian representative of the Central Japan Tea Traders' Association in Montreal, left for Japan on Wednesday, February 28. Mr. Nichimura journeys via Chicago and San Francisco, sailing from that port for Yokohama. His trip in Japan will be in the interest of his trade, looking after the orders of his clients and making personal selections from the plantations of the teas most suitable for this market. Mrs. Nishimura accompanies him.

Ontario Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

TORONTO.

Tomatoes—Are up 5c. and going up another 5c.

Acadia Sugar—Is up 15c., others 10c. Market strong.

Molasses—Are advancing.

Dried Apricots—Are getting scarce.

Spices—Market strong. Ginger up 5c., cream of tartar 3c.

New catch of fish coming in higher.

Butter market fairly firm; choice dairy scarce.

Eggs up to 18c.

Fresh vegetables getting cheaper.

GROCERIES.

The advances in sugar on the 2nd and 3rd inst. have brought with it some improvement in trade generally. It stimulated purchasing. Generally speaking, markets are firmer, and these are advances not offset by any declines.

Canned Goods — Tomatoes advanced another 5c. this week, and even a 10c. advance is being asked in places. The probability is they will go higher. It is thought not unlikely they will be $1.25 before the new pack comes in. Canned fruits are going well into consumption, and prices are firm all round. Corn, too, is said to be getting into a better position.

A report from the Pacific Coast states that the California asparagus pack, which will begin this month, is estimated at 800,000 cases, and will be the first of any account in three or four years. It has all been sold in advance.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	....	1 00
" preserved, 3's	....	1 25
" standard, gal	....	2 50
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, black, pitted	2 02½	2 00
2's, " not pitted	1 57½	1 55
2's, white, pitted	2 22½	2 20
2's, " not pitted	1 82½	1 80
Gallons, standard, not pitted	7 02½	7 00
" " pitted	8 52½	8 50
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25

VEGETABLES.		
Asparagus, California—		
2½'s	....	3 90
2's, Canadian	3 00	....
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	....
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52,	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 50	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	1 00	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 22½	1 20
Sweet wrinkle	0 82½	0 80
Early June	0 70	0 67½
2's, standard	0 62½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's	1 05	1 10
Gal., all kinds	....	3 15
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.		
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.		
Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
Sardines, French ¼'s	....	0 14
" ½'s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.		
Beef, corned 1s, per doz	....	1 35
" 2s, "	....	2 40
" 6s, "	....	7 20
" 14s, "	....	16 80

	Aylmer	Simcoe Kent	Delhi Lalor
Chicken, 1's, boneless	3 20	3 10	
Turkey, 1's, "	3 20	3 10	
Duck, 1's, "	3 20	3 10	
Tongue, 1's, lunch	2 85	2 75	
Soup, 2's, giblet	2 05	1 95	
" 2's, tomato	1 00	....	
" 3's, "	1 45	....	
Pig's feet, 1's, boneless	....	1 65	
" ½'s "	2 40	....	

Sugar—The advance in sugar last week was based upon an increase in the price of raws. On March 2 Acadia advanced the price 5c., and on the following day all the refineries, including Acadia, added on 10c., making a total advance for Acadia of 15c. The market is firm at these prices and while further advances are not looked for immediately, it is thought the future holds a further upward movement. The advance put a little ginger into trade generally, because, as one old dealer put it, when prices begin to go up most people begin to hug.

Willett & Gray, New York, in their latest statement on the raw sugar situation, say:

"A change for the better has come over the market. The principal refiners remained withdrawn as buyers, but other refiners, in looking for supplies, found that holders' views had advanced, and they were obliged to pay 1-32c. and, later, a further 1-32c., above the prices for distant sugars current last week. Cuban centrifugals for March shipment are now quoted firm at 2 1-16c. c. and f., equal to 3-42c. landed, at which a fair business has been done.

"A cable from Brazil reports that rains have set in and that the outturn of crop will be much less than expected. Brazil sugars have recently been sold for shipment to United Kingdom at fully 1-8c. above the parity of the American market."

The planting of sugar beets by farmers in Western Ontario will be greater this year than last. Mr. Hugh Blain has received from the agent of the Berlin refinery a statement regarding the farmers' contracts during last week. It says: "We received 91 contracts of 212 1-2 acres, making a total of 1,343 contracts, comprising 3,055 1-4 acres.

We have this year at this date 252 more contracts and 572 1-2 more acres than for the corresponding date of 1905."

Paris lumps, in 50-lb. boxes	4 83
" in 100-lb. "	4 73
St. Lawrence granulated, barrels	4 18
Redpath's granulated	4 18
Acadia granulated	4 13
Berlin granulated	4 08
Phoenix	4 18
Bright coffee	4 08
Bright yellow	4 03
No. 3 yellow	3 98
No. 2 "	3 88
No. 1 "	3 78

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—The market has become established in a firm position. New Orleans has advanced 2c. in New York, and as stocks here are light, the advance is being asked here by some. Barbadoes also show a very firm tendency, but fancy is still quoted at 42c. to 48c., and fine at 32c. to 42c. Quotations generally remain as last week.

Syrups—		
Dark	....	....
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
" open kettle	....	....
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

Tea—The cables this week from Ceylon indicate a continued shortness of supplies and a strong market. The quality is good. The Calcutta market for India tea has closed and will probably reopen about the first of June, and meantime there have been free offerings of Calcutta teas afloat and for reshipments from London. Commonest grades show good value; strictly fine liquoring teas are scarce and bringing high prices.

Japans—The stocks in Japan are entirely exhausted. This has had little influence on the spot, as the demand is not brisk and buying is confined entirely to a hand to mouth process.

Gow, Wilson & Stanton, London, on February 23, state." "There has been a slight improvement in the demand for Indian tea, and the depression noticed in the market during the last few weeks has not been quite as marked. No actual advance, however, has taken place in prices, though the presence of some better liquoring teas from Assam and Darjeeling, as well as a few from the Dooars district, has imparted a rather better tone."

The export of tea from Ceylon last year was a record, reaching 172,629,960 lbs., which was 13 1-2 million pounds more than the export of 1904, and 23 1-2 millions more than in 1902. The bulk of the increase went to the United Kingdom. The total was divided: 112,620,026 lbs. to the United Kingdom; 60,009,934 lbs. elsewhere.

Coffee—Quotations continue unchanged, but the situation is firm. Willett & Gray say:

"It appears probable that the figures of the world's visible made up for March 1st will be two million bags less than the same date a year ago. The movement of the crops at Rio and Santos continue to run far below expectations and the statistical figures of the coffee position are becoming stronger from day to day. On the other hand, the coffee world is inundated with reports that the next Santos crop may be immense.

"Brazil advices confirm that the coffee states have signed an agreement on the valorization project. It is also reported that the capital has been amply secured and the coffee states are now asking Congress to fix a standard rate of exchange at which the convertible notes will be redeemed. They realize that an advance in the currency price and in the rate of exchange cannot be established both at the same time. Coffee people cannot fail to appreciate the fact that the effect of the valorization law will be to afford financial assistance, so that the planters will not be obliged to sell their coffee as fast as it comes in, as they have been doing of late years."

Foreign Dried Fruits—Here again the markets are showing a tendency to advance. In currants the market abroad and also in the United States is quite firm, and the position is considered strong. The valencia raisin stocks are exhausted in Spain, but the fruit continues to sell freely here without any advance in prices. Higher prices are expected for sultana raisins. The crop in Smyrna is nearly exhausted and the ber. Apricots are getting scarce, but ber. Apricots are getting scarce, but no advance is yet announced.

Prunes, Santa Clara—	Per lb.			Per lb.	
90-100s, 50-lb boxes	0 05½	0 06½	60-70s, 50-lb boxes	0 07½	0 07¾
80-90s "	0 06¾	0 07	50-60s "	0 08	0 08½
70-80s "	0 07	0 07½	40-50s "	0 08½	0 09
			30-40s "	0 10	0 10½
Candied and Drained Peels—					
Lemon	0 10½	0 10½	Citron	0 8	0 20
Orange	0 11½	0 12			
Figs—					
Elemes, per lb				0 10	0 14
Tapnets, "				....	0 04
Apricots—					
Californian evaporated, in 50-lb boxes				0 14	0 15
Peaches—					
Californian evaporated, " "				0 14	0 15
Pears—					
Californian evaporated, per lb				....	0 13
Currants—					
Fine Filiatras	0 05½	up	Vostizzas	0 07½	0 08½
Patras	0 06	0 06½			
Raisins—					
Sultana				0 05½	0 07
" Fancy				0 10	0 14
" Extra fancy				0 15	0 16
Valencias, selected				0 05½	0 06
Seeded, 1-lb packets				0 11	0 12½
California, loose muscatels—					
3-crown				....	0 07½
4-crown				....	0 09
Dates—					
Hallowees	0 04½	0 05	Fards new choicest	0 09	0 10½
Sairs	0 04	0 04½	" new choice	....	0 09½
Domestic evaporated apples				....	0 10

Foreign Nuts—Shelled walnuts and almonds continue to advance in the primary markets and with an active consumptive demand here importations have been continued and purchases made freely at advancing prices from day to day.

There has been also a considerable advance in Sicily filberts in the primary market, though it does not yet appear in the local quotations. Prices throughout the list are unchanged.

Almonds, Tarragona, per lb	0 12½ 0 13
" shelled Valencias	0 25 0 28
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 20 0 25
Filberts, per lb	.... 0 10
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 14½ 0 15

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	.... 0 08½
A 1's, banners and suns	.... 0 08
Japanese Jumbo's	.... 0 08½
Virginia "	.... 0 10

Spices—Eastern cables report a slowly advancing market in nearly all spices.

Cables indicate a slightly stronger market in peppers. There has been a bear movement in pepper in London, Eng., which has forced the market down, but the demand of short sellers to cover in the past week has brought about an advance of about 3-8 of a penny.

James W. Phyn & Co. report the following shipments in tons from Singapore and Penang during the last half of February;

Black Pepper—United States, 80; Great Britain, 30; continent, 125.

White Pepper—United States, 20.

Nutmegs—United States, 8.

Tapioca—United States, 325; Great Britain, 275; continent, 150.

The following figures for five years have been received of the spice stocks in Holland. Nutmeg stocks are the lowest in five years.

	Nutmegs.	Mace.	Cloves.	Pepper.
1901....	1,353	250	4,991	3,898
1902....	1,345	288	4,148	2,825
1903....	1,353	189	3,164	2,332
1904....	1,646	150	718	3,043
1905....	1,366	234	385	2,766
1906....	1,272	236	378	2,669

The quotations for ginger locally has advanced 5c. For cream of tartar also the price is up with some more range.

	Per lb.	
Spices—		
Peppers, blk	0 18	0 19
" white	0 27	0 28
Ginger	0 20	0 25
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 28
Allspice	....	0 15
Mace	0 80	0 90

Rice and Tapioca—No further advances are quoted for tapioca this week. The market, though, is firm at the high price established, and tapioca is likely to remain a scarce article in Canada for many months yet.

The New Orleans Board of Trade is conducting a campaign against the lowering of the duty on rice from the Philippines as proposed by the Philippine tariff bill. It is asserted that while the change would ruin the rice industry in the Gulf coast country of the United States, it would not help the Philippinos who import rice now. It would, however, encourage speculative export of the annual crop of 8,000,000 bags to the United States, and cheap Indian rice would be brought in to take its place.

	Per lb.	
Rice and Tapioca—		
Rice, stand. B	0 03¾	0 03¾
Rangoon	0 03¾	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Java	0 06½	0 07
Sago	....	0 07
Carolina rice	0 08	0 08½
Tapioca, medium pearl	....	0 07
" double goat	....	0 07½

Honey—An active demand continues and the market is firm, but prices are unchanged for the week.

Honey, extracted clover, in 60-lb. cans, per lb		0 08½
" " " in 5 lb. & 10 lb. cans, lb.		0 08
" sections, No 1, per doz	1 90	2 00
" " No. 2, "		1 50
" Buckwheat, per lb	0 04½	0 05
" " sections, No. 2, per doz	1 50	1 60
" " " " 5, "	1 00	1 25

Beans—The market is slightly stronger on better demand, and prices have firmed up to last week's highest quotations.

Beans, handpicked, per bush	1 75	1 80
" prime, No. 1	1 65	1 70
" Lima, per lb	0 07	0 07½

Fish—The new catch is beginning to come in in some lines. This applies to haddock and finnan haddies. The stock of frozen trout is about cleaned up, and the price will probably advance. The new catch of haddock is 2c. higher than the old, and the fresh haddie is 1c. to 1 1-2c. higher. Lobsters are up 5c. a pound, and frozen herrings are off 25c. a hundred. Trade is brisk, especially from up the country.

Frozen halibut, per lb		0 10
Haddock, fresh caught, per lb		0 07
Frozen trout, per lb	0 08	0 09
Fresh cod steak, per lb		0 06½
" lobsters, boiled, per lb		0 30
Frozen B.C. salmon, per lb	0 09	0 10
Shrimps per gal		1 25
Whitefish, per lb	0 08	0 09
" winter caught, per lb	0 08	0 09½
Herring, per lb	0 03½	0 04
Pickerel "	0 07	0 07½
Oysters, standard, small pail	4 00	4 20
" selects, pail		4 80
Finnan haddies	0 07	0 08
Ciscoes		1 25
Kippers, 60 to box		1 25
Bloaters, 60 to box		1 15
Mackerel, per lb		0 10
Labrador herring salt, No. 1, half bbl		3 25
Frozen sea herring, per 100		2 00
Smelts, No. 1	0 08	0 09

Dried and Cured Fish—Trade is good, without any change in quotations beyond a half cent reduction in cod fish bricks.

Boneless fish, per lb		0 05
Cod fish, 1-lb. bricks		0 07
Quail-on-toast, per lb	0 05½	0 06
Flitched cod fish, cases of 100 lbs		6 50

Hides—The Chicago market is spasmodically weak, and prophecies of recovery are not fulfilled. Somewhat better prices are to be had for sheepskins. Half a cent more per pound is being offered for country hides.

There are some changes in the prices for furs. Mink and skunk are weak, reflecting the condition in Russia. The quotations show a readjustment according to size rather than an advance for prime badger.

Hides, inspected, steers, No. 1		0 10
" " " No. 2		0 09
" " cows, No. 1		0 09½
" " " No 2		0 08½
Country hides, flat, per lb., No. 3	0 07½	0 08
Calf skins, No. 1, selected		0 13
" " No. 2		0 11½
Sheep skins	1 35	1 50
Horse hides, No. 1	3 00	3 25
Rendered tallow, per lb	0 04½	0 04½
Pulled wools, super, per lb	0 22	0 24
" " extra "	0 24	0 25

Fur Skins.

	No. 1, Prime
Badger	$0 50 $ 1 50
Bear, black	7 00 15 00
" yearlings	3 00 7 00
Fisher	2 00 6 00
Fox, red	1 50 3 00
" cross	3 00 10 00
Lynx	3 00 6 00
Marten, dark	4 00 20 00
Mink, dark	2 00 4 50
" pale	1 25 3 25
Muskrat	0 16 0 23
Raccoon	0 60 1 40
Skunk	0 65 1 65
Weasel, white	0 20 0 50
Wolf, timber	1 00 2 00
" prairie	0 50 1 25
Wolverine	3 00 5 50

B. C. News.

Vancouver, Feb. 28, 1906.

A meeting of steamshipmen interested in northern shipping was held in the board room at the C.P.R. general offices here this week, to discuss the question of freight rates for the approaching season in the Yukon trade. All apprehensions of the trade that rates would be increased have been relieved. Announcement that no increase would be made was given out, and a comment made by some of those present was that re-arrangement of classification would result in actual decrease in some cases.

The fact that the White Pass & Yukon Railway, controlling the river transportation on the Yukon, as well as the rail line from Skagway to White Horse, was not inclined to stand in on any raise which might jeopardize the freight business over their route, had some influence on the steamship companies. The White Pass people carried less freight last year than in any year of their operation, and they do not want to see a further diminution this year. A sharp increase in through rates to Dawson and Lower Yukon points would throw a large quantity of freight to the St. Michaels and Nome steamers at this early stage of the season. The quantity of freight to be sent in is limited, and almost might be considered a fixed quantity so the White Pass very wisely, and very naturally, does not wish to divide that any more than necessary.

Preparations for the season have already begun, as there will be quite a movement of passengers bound to reach Dawson "over the ice." It is likely that two or three of the steamers laid off all Winter will be started in on the route to Skagway early this month. The severe weather of a few weeks ago is now reported as being much moderated. Traffic on the Winter trail is active but freight is not yet moving for through shipment.

Now that attention has been turned to the possibility of wheat and flour traffic for export trade from this port, coming to Vancouver from Alberta, projects for erection of flour mills are of ordinary moment. A number of well-known local men, associated with eastern capitalists are negotiating for a desirable piece of waterfront property which also has rail facilities. If this is secured the statement is positively made that the intention is to erect a 5,000-barrel mill, to engage in the export trade.

Because the Chinese are boycotting American goods at the present time it is asserted that large quantities of flour are being shipped to the Orient, marked Canadian, which originated on the other side of the line. The possibilities of Japanese and Chinese trade in Canadian flour are causing the many projected mills to be discussed. That Canadian flour is in demand across the Pacific is indicated by an inquiry received last week by the Columbia Flouring Mills Enderby, B.C., for 500 tons of flour for immediate shipment to the Orient. While the mill is a very complete and well-equipped plant, and such an order could be filled if time enough were given, Manager Moffatt had to inform the inquiring purchaser that his mill was not equal to the task of turning out such a big order for immediate shipment.

Spring salmon are running, though the season is a little later than usual. As a rule fishing Springs begins early in the year, sometimes even at Christmas. Most of those so far caught have been secured in the Gulf round the many islands. They have not yet come into the Fraser River in any numbers.

The fishermen met at New Westminster yesterday and decided to ask 8c. per lb. for red springs, 4c. for white springs; this price to hold till April 15, and from that date until the end of May or of the run of Spring salmon, 5c. to be the price per lb. for red springs, and 2½c. per lb. for whites.

The halibut run this season has been phenomenal. The New England Fish Company's steamers, New England and Kingfisher, have been reaching port with very large catches. The Kingfisher arrived on Tuesday night with 160,000 lbs., caught at Dixon Entrance, Hecate Straits. The halibut vessels operating from Seattle have also been getting big catches, one steamer reaching the Sound port this week with 225,000 lbs. of fish.

Some fresh frozen halibut has been sent down from Port Simpson for shipment east, the Wallace Bros., of Claxton, being engaged in freezing fish, as well as in curing and salmon canning. Another competitor is said to be about to enter the traffic in halibut, a company having been formed in Vancouver to buy a steam trawler in England. This vessel is expected to reach port at any time on her long trip round the Horn. This will be the first establishment of trawling for halibut, though the method is regularly employed in the Old Country.

W. D. Code, a wealthy Englishman who has large property holdings on Graham Island Queen Charlotte group, is said also to be contemplating engaging in fishing for halibut, making his place on Graham Island a base of operations. The Queen Charlotte Islands are almost in the centre of the halibut banks. Mr. Code is having the fishing schooner Nellie Thurston fitted out for his new enterprise.

Markets.—Features of trade are scarce this week with the exception of a little brisker buying by retail grocers on orders dated for first of the month. This is the ordinary practice at the end of the month, but the fact that business has, of course, not been heavy for the past two months makes the present buying a little more noticeable.

Trade prospects never were brighter. The season is apparently opening up early, and so many industries show expansion, while new projects are being exploited, that the supply trade is likely to be very much larger this year. The most active factor at the present moment is the outfitting of northern logging camps, and the northern canneries come close second. By the middle of the month the supplies for the canneries will be moving very rapidly forward and will lead in volume of trade. By that time the Yukon supply trade will begin to move a little, first for some last minute "over-the-ice" shipments of special goods, and then of goods for holding at White Horse to await the opening of the river.

Grocery prices show slight change or movement this week. The advance in sugar of 1th, noted last week, holds. Mr. B. T. Rogers, manager of the B. C.

Sugar Refinery, leaves to-morrow on the Australian steamer for Suva, Fiji, where the company has large sugar plantations.

Produce market is unchanged. The New Zealand butter moved out of wholesale hands very rapidly, and the next shipment is expected in about two weeks. Some eastern butter is arriving, and the supply of local fresh creamery is keeping up fairly.

Eggs have dropped down as predicted. Local fresh can be bought at 30c. on the New Westminster market, in jobbing lots. Some Oregon and Washington shipments continue to be received, and the price is about as quoted last week.

In fruit the orange market is active, prices ruling as last week and stocks of fine quality.

Apples from Washington are being received and selling at $2.50 per box, though their fancy appearance is their chief recommendation. Local stocks are small, Coldstreams being practically off the market. Some apples from Lytton and other up-country points are in the market in a limited quantity. Prices are $2 and $2.25. The pineapples received ex Aorangi have been pretty well sold down, the fact that they were rather too ripe when received preventing their being held.

In vegetables the market shows no new features. Lettuce still brings $1.75 per crate, and scarce. Potatoes are moving slowly, and no change is marked in prices.

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N. S. Markets.

Halifax, March 7, 1906.

The grocery trade has improved some since last report. Jobbers say that orders are coming in more freely. Prices have not varied very much, all lines being fairly steady. A heavy fall of snow during the week has added stimulus to the business, persons from outside points being able to move about much more easily with the improved condition of the roads. Collections on the whole are very satisfactory.

Eggs — Contine in good supply, and there is a fair demand for the fresh laid article. The eggs in cold storage are likely to remain there, as the holders cannot market them at any price. Generally the surplus stock here can be worked off on the American market, but there is as great an over supply there as here, both as regards the cold storage eggs and the fresh laid. The jobbers who have these eggs in storage here will be hard hit. They bought when the market was strong and paid a high price for them. Some dealers here quote fresh laid eggs at 17c., while cold storage can be bought several cents below that figure. If the weather conditions remain the same there will not likely be any change in the market.

Butter—Is in good supply, and the calculations of those early in the season that the price for butter would reach record figures is not likely to be realized now. There are lots of Ontario and Quebec butter in stock here, and the local supply is improving greatly. The farmers are sending in more fresh butter at this season of the year than is usually the case. Creamery is quoted at 26c.; solids 24c. to 25c.; dairy tubs at 22c. to 23c.; rolls from 21c. to 23c. Some choice rolls bring as high as 25c. Cheese is steady at last quotation.

Sugar—The local sugar war for the time being seems to be at an end. There has been an advance here of 10c. per hundred pounds in the price of Austrian granulated, but other grades are about the same. The retail dealer who was selling this sugar at $5.50 per bag of 100 pounds has removed the quotations from his window. The price quoted now by the wholesalers is $3.70. Some of the retailers are still selling at former quotations, viz., 27 pounds for $1, and the man who is going one pound better for the same money is still doing business at the same old stand.

Flour—The millers have reduced some grades of Manitoba flour 10c., but the cut is not general here. The dealers here were anticipating an advance, not a decline. The quotations here at present follow: Manitobas, $5.50; seventy per cent., $4.70; eighty per cent., $4.60; ninety per cent, $4.25; straights, $4.15. Rolled oats are quoted here at $4.75 to $4.85.

Fruits—Good apples are scarce on this market at the present time. Northern spys and the best grades of russets are fetching $4.50 per barrel, and some highly colored Baldwins (not better than good No. 2's) are selling at the same figure. There is a general complaint here about the packing and the marking of the apples, and there seems no redress. The nominal fine imposed by the inspectors does not appear to have any good effect hereabouts. The opinion here is that the grower should be well satisfied with $4.50 per barrel for his apples. Evaporated apples are also advancing, and it is expected the price will go still higher as the market becomes free of green apples. They are now quoted here at 10½c. to 11c.

Naval oranges are quoted here at $3.75 for all counts, and lemons at $2.75 to $3 per case of 300 count.

Grapes are scarce here, and those now on the market are quoted at $7 per bag.

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N. B. Markets.

St. John, March 8, 1906.

Business begins to show improvement after a rather quiet Winter. We have had one of our heaviest Winter storms during the past week. The snow was welcome, particularly by our lumbermen in some parts of the province, as for a great part of the Winter in some sections the ground has been bare. The lumber interest affects New Brunswick as nothing else.

The retaining of the I. C. Railway by the Government is a matter of present interest. There would seem some western influence is toward its being sold. The Maritime Provinces are a unit against such action. The boards of trade are taking the matter up. There are too many reasons against its sale to attempt to mention them here. One, and it should be a sufficient one, is that a Government road was a promise made to the Maritime Provinces at Confederation and to allow the road to pass to private control would be a breach of faith. The Government bear the expense of the maintenance of the canals and they are now free "even to American commerce." A deficit, even if necessary, which we do not admit, is not a sufficient reason to sell the railroad.

Oil.—In burning oil there is still an active sale. Prices continue low. It has been a Winter of cheap oil, but still well above the prices in the U. S. Lubricatings have much attention and a good outlook for trade is reported. This is a line in which there is little change in values. Paint oils will rule quite high this year, linseeds being much higher than last season and turpentine even higher than the extreme prices then ruling. Cod oil has but a fair movement. Quite full prices rule.

Salt.—In Liverpool coarse salt this is rather a large market. The Winter is the quiet season. The outlook is little, if any, changed. Fair stocks held. In Canadian fine, dealers are beginning to get in Spring stocks, prices unchanged. There is very apt to be delay a little later in getting deliveries, in dairy salt in particular.

Canned goods.—There is nothing of interest. Vegetables continue low. Tomatoes while somewhat firmer are still sold below the cost of replacing. Fruits have but a limited inquiry, apples having perhaps the best demand. Salmon in good supply. Oysters are firm. Lobsters hold at the high prices which have ruled for some time. In domestic fish a fair stock of sardines; other lines somewhat short.

Dried fruit.—Some California seeded raisins at the lower prices have been received, but market is quite firm. There has already been an advance at the coast. In other lines of raisins but a fair business. Prunes are higher, particularly small sizes, stocks light. Apricots and peaches but a fair sale, prices quite firm. Currants are rather higher, but local prices little changed. Dates tend upward. In peels the outlook is for high prices, particularly citron. Onions dull. New Valencias are offered, quite full prices asked. Canadian onions Wintered badly. Evaporated apples high.

Sugar.—Prices still low and little change expected. A fair business only.

Molasses.—There is still interest in reference to the duty on fancy Barbadoes. The department, it is said, have decided that on the early importations duty will not be charged, but that after this duty will be collected. It is thought this will apply to any molasses testing 52 degrees and over. However, little if any molasses outside the fancy Barbadoes will do this. Prices are little changed.

Fish.—There is a fair business in fresh fish. Supply this season has been good and prices well maintained. In dry fish high prices still rule. Pickled herring are in light supply and full prices are asked. In smoked herring prices are still high. Finnan haddies rather dull. There is now quite a sale for prepared smoked herring.

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NEW CANNING FACTORY.

A new canning company has been started in St. Dorothee, Que. It is known as the St. Dorothee Canning Co., Limited. The factory building, which is almost complete, is 100x 150 feet and three storeys high. It will be one of the largest in the Province of Quebec. The company will make a specialty of tomatoes and apples.

THE GREAT WEST

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Officers Retail Merchants' Association of Western Canada :

President, J. F. Hunter, Boissevain, Man. ; vice-presidents, R. Bogue, Moose Jaw, Sask., J. A. McDougal, Edmonton, Alta. ; secretary, W. A. Coulson ; treasurer, J. D. Baine, Boissevain, Man. ; auditor, F. Wilkie, Margaret, Man.

Officers Western Board (elected by general merchants and hardwaremen in joint session) : President, W. G. McLaren, Souris, Man. ; vice-presidents, G. K. Smith, Moose Jaw, Sask., H. C. Hamelin, Winnipeg, Man. ; secretary, W. A. Coulson, Winnipeg, Man. ; treasurer, J. E. McRobie, Winnipeg, Man. ; auditor, J. A. Lindsay. Winnipeg, Man.

Association offices, 53 Scott building, Main street, Winnipeg.

Secretary Coulson is sending the western trade this week the following circular letter :

Dear Sir :—Our annual meeting has come and gone and it is very gratifying to each of our members to know that in the very short time we have been organized our membership has increased to 600 with the prospect of an equally large increase in the year just entered upon. As the result of the work of the secretary and the local associations much good has already been accomplished, but much still remains to be done along the lines of curtailment of credit, discouraging and preventing the unnecessary and unreasonable multiplication of business places, preventing price-cutting, obtaining a more equitable assessment law and a cheaper rate of fire insurance by the establishment of a Merchants' Mutual Fire Insurance Company. There is also much to be done in preventing the wholesale trade from selling to consumers, in obtaining legislation to prevent misrepresentation both in the advertising and the stamping and labeling of goods and in inducing manufacturers to sell staples on the price contract plan, thus doing away with price-cutting in department stores.

In order that the Retail Merchants' Association of Western Canada may have the influence it desires and requires for the protection of its members it is necessary to secure the co-operation of all merchants, for the stronger we are the greater good we can do and the greater pressure we can bring to bear to accomplish our undertakings. To this end we have joined forces with the Retail Hardware and Stove Dealers' Association of Western Canada, who have a membership of about 300, thus making a joint membership west of Winnipeg of almost 1,000. We have also affiliated with the Dominion Retail Merchants' Association, who are very strong in Eastern Canada. We want retailers of all classes in our association and trust that each member will do his best to assist the executive and induce others to join us.

Some are apt to become disappointed or discouraged if they do not at once see financial results, but it should always be remembered that the association is in good working order in many towns and that, as soon as the secretary can do so, he will do the same for all towns. Let us appeal to you to be patient and help the organization work along in your own town. The conditions which confront us were not brought about in a day or a year and it is not reasonable to expect the immediate settlement of all grievances. You can rest assured that the association intend to accomplish, and are endeavoring to accomplish, all they can and if we can not succeed when united in an association how much less are our chances of success from individual effort ?

The wholesaler, the manufacturer and the Government will very seriously consider a request from an association with a membership so large and representative as ours, when they could afford to ignore an individual request. From the full report in The Canadian Grocer of the proceedings at the convention February 13, 14 and 15, you can readily see what the association has done in the past year, and what benefits have been derived by its members.

It is most necessary that district and local associations be organized to discuss and arrange matters pertaining to separate districts, and that such districts work harmoniously with adjoining districts and keep in touch with each other. If you have a grievance which cannot be righted locally, e.g. the consumer being supplied directly by the wholesaler, the selling of staples under cost, or any matter affecting the trade, please advise your secretary promptly, giving him full particulars. Respectfully yours.

W. A. COULSON.

* * *

An effective scheme for the collection of bad debts is now being put in operation by the secretary. Members of the association in good standing are being supplied by the secretary with blank forms from the credit, reporting and collecting department. When an association member has trouble in collecting an account from a dead-beat he fills out one of these letter forms which read as follows :

Dear Sir : Our account amounting to $ has not been settled yet, according to your promise. Unless we hear from you, and you adjust it in a satisfactory manner before the we will hand it over to the credit, reporting and collecting department of the Retail Merchants' Association of Western Canada, of which association we are members, and which include among its membership nearly all the retail merchants of all classes in the western provinces, and which is formed for self-protection. We would regret being obliged to do this, as the account thereby goes into the hands of a very strong and influential organization, and every member is informed thereof. We dislike to believe that you purchased the goods with the intention of not settling for them, so we expect you will not fail to call in and see us before the above date.

Yours respectfully,

_____

* * *

The upper left-hand corner of this sheet contains the following :

This certifies that

.....

.....

is a member of the Retail Merchants' Association of Western Canada Credit, Reporting, and Collecting Department, office, room 53, Scott block, Winnipeg, and is the proper person to receive this form, which is not transferable.

Bankers—Union Bank.

Solicitors—Rothwell & Johnson.

* * *

Attached to this sheet is a stub which may easily be torn off and on which is the following form to be filled out by the merchant when he sends out his letter and to be forwarded to the secretary in case the debtor does not pay promptly :

Office of No.

The Retail Merchants' Association of Western Canada

Credit, Reporting and Collecting Dept.
Head office :
Room 53, Scott block, Winnipeg.
Phone 3206.

Member .....
Address .....

Failing to hear from the debtor in ten days, send this slip at once to the office of the association.

Amount $.....
Debtor's name .....
Occupation .....
Address .....
Date sent .....
Time expires .....

These forms are the property of the association, and are supplied to those members only whose names appear thereon, and are not transferable, and anyone allowing them to be used by anyone else will have all their privileges in the association cancelled.

W. A. COULSON, Secretary.

* * *

The secretary will furnish members with the names of the incorrigible deadbeats by circular letter and any dealers who supply them with goods on credit do so at their own risk.

Do You Sell Tea?

If you do you cannot afford to overlook the many merits of

Gold Standard Tea

"Guaranteed - the - Best"

Possessing a value far in excess of the price. The foundation of its popularity is built solely on its superb value.

Packed by
THE
CODVILLE-GEORGESON CO.,
LIMITED
WINNIPEG, MAN.

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
" large, "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " " quarts, "	2 10

Sauces—

Worcestershire, Lea & Perrins'	½ pints, per doz		$3 65
" "	pints, "		6 00
" White's	½ pints "		0 90
" Paterson's	½ pints "		0 90
" "	pints "		1 75
Essence of anchovies (C. & B.), per doz			3 00
Yorkshire relish (Goodall & Backhouse), per doz			1 90

Buckwheat — Quoted as before at $1.70 per half sack.

Breakfast Cereals—Prices are steady since the recent advance. We quote:

Rolled Oats, 80-lb. sacks, per cwt		2 15
40-lb. " "		2 20
20-lb. " "		2 25
8-lb. " "		2 55
Cornmeal, in sacks		1 70

Fish and Oysters—Holland herrings have been slightly advanced. We quote:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 12½
Red Snapper	0 15
B C. Salmon	0 09
Halibut	0 08½
White fish, per lb	0 07
Pickerel	0 05½
Jackfish	0 03½
Finnan haddie	0 07½
" Halifax " b rand salt cod, fish cakes 24-1's	0 07½
" Acadia " " " " 2-1's	0 08
" Bluenose " " " " 20-1's	0 07
" Acadia " " 2-lb. boxes	0 10
" " 4-lb. boxes	0 10
" " shredded, 24 cartoons, per bx	1 80
" " " bulk, in 15-lb. bxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb	4 00
" " per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gal	2 25
Standards, per gallon	2 00
Holland herrings, in kegs, per keg	0 68 0 71
Herrings, ½-barrels	4 00
Digby chicks, per box	0 17

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

WANTED—A manufacturer, in grocers' sundries preferred, to occupy space 75x60 feet in modern factory, working on percentage of profits; no capital required. Address, Box S, care CANADIAN GROCER, Montreal. (8)

BUSINESS CHANCES.

FOR SALE—Eastern Ontario Town — Established grocery and fruit business; stock, $3,000; turnover, $20,000; must be sold at once. Apply Box 109, CANADIAN GROCER. (10)

SITUATIONS VACANT.

WANTED—A respectable honest, live representative, thoroughly familiar with all the Nova Scotian apple growers and shippers along the D. A. route to drum up consignments during next (1906-7) season for large European markets and British provincial towns. Reply, "Hustler," London office CANADIAN GROCER, 88 Fleet street.

AGENCIES WANTED.

VANCOUVER firm of manufacturers' agents is open for a few good lines; highest references. Box 119, Vancouver. [15]

SITUATIONS WANTED

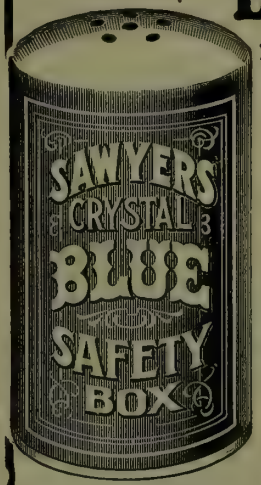
SALESMAN, six years experience, groceries, boots, shoes and crockery, open for engagement in the West after March 15th; Regina preferred; best of references. Box 108, CANADIAN GROCER. [9]

WANTED a position of trust by a young, active business man, a university graduate and Canadian Barrister at Law. Might be willing to invest a small sum in a good sound manufacturing concern to secure junior partnership. Best of references as to character can be furnished. M., care of The MacLean Publishing Co.

AGENTS WANTED.

SUTCLIFFE & BINGHAM, LIMITED, Manchester, England, are open to appoint a sole buying agent in St. John, N.B., and in Halifax, N.S., for "Kkovah" jellies and other "Kkovah" specialties; liberal terms to those prepared to devote energy to pushing same. Write at once Mr. Sutcliffe, care of Sutcliffe & Bingham, Limited, 17 St. John street, Montreal.

Sawyer's *50 Years the People's Choice.*
CRYSTAL
See that Top **Blue.**



For the Laundry.
DOUBLE STRENGTH.
Sold in Sifting Top Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.

M. F. EAGAR & SON, *Mtrs. Agents*
HALIFAX, Nova Scotia

EASTERN MANUFACTURERS AND SHIPPERS
Keep in touch with the
WINNIPEG TRADE
We sell all lines handled by the
Wholesale Grocers
Write or wire us your offerings
NICHOLSON & BAIN, WINNIPEG,
Wholesale Brokers and Commission Merchants.
Established 1882
First-class storage for all kinds of goods

ARE YOU
GETTING YOUR SHARE
of the
LARGE BUSINESS OFFERING in ALBERTA?
IF NOT Write us. Secure our services.
Excellent Storage Accommodation. Correspondence Solicited.
NICHOLSON & BAIN
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.

Mild Cured Hams
Choice Breakfast Bacon
Long Clear Bacon
Pure Lard

We are offering exceptionally good value in above lines, at present time.

Canned Meats

Drop us a line for Price List.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

ROLLED BACON

New, Sugar-cured, Boneless. This is one of the cheapest and at the same time one of the best lines we can offer you. Prices will be higher. Order now.

F. W. FEARMAN CO., LIMITED
HAMILTON

Brains Rule This World,
Packers with Brains
— at —
Grande Pointe
Manitoba
. . . Pack . . .

CORNED and ROAST BEEF
1 and 2-lb. Tins.
BONELESS CHICKEN
BONELESS TURKEY
1-lb. Tins.
WESTERN GROCERS support WESTERN INDUSTRIES
For sale by all Western Jobbers.
— PACKED BY —
THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA
NICHOLSON & BAIN Winnipeg, Man.
NICHOLSON & BAIN Calgary, Alta.
Sole Western Sales Agents

The
J. A. McLEAN PRODUCE CO.
Limited

Exporters and Wholesale Dealers

Butter, Eggs and Cheese

100,000 Cubic Feet Cold Storage (Lynde British) on Our Premises

73-75-77 Colborne Street
TORONTO

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market remains about unchanged. Prices are very firm, there is a steady demand and available supplies are getting into a very small compass. At present everybody on this side of the Atlantic holding any goods feels like selling regardless of the future. The argument is, we are in March and prices are high. There is no incentive for speculation, it is merely supplying the present consumptive demand and this demand is largely curtailed by the prevailing high prices.

But, after all our present stocks of cheese are sold, there will be a shortage and it is likely that the new season's make will start in at higher prices than what are at present obtainable for finest September and October goods.

It is difficult to look into the future, but we have had a very peculiar Winter, very little snow, and the pastures may suffer on this account. Further, we are likely to start the new season's make with the old stocks all cleared, and a strong demand for the new goods.

Taking supplies and demand as a regulator of the trade or market, we are likely to face another season of fairly high prices, and, as far as the merchants are concerned, this may mean another unprofitable season.

In storing cheese for any length of time, the shrinkage in weight is a very material item, and, as we have pointed out before in these articles, the paraffining of the cheese will to a very large extent overcome this loss. The British retailer, cutting up the cheese for the consumer, claims he is losing in weight, and that is where the main objection to paraffined cheese comes from, but, taking cheese properly paraffined, it will cure better and become more palatable food, and if subjected to any outside moisture it will not be affected by it. Further, it will retain a clean surface and thus be more attractive to buyers. All these are good reasons why the paraffining of cheese should be more generally adopted and it is to be hoped that ere long every cheese will be paraffined before storing or shipping.

To farmers we wish to impress again the question of individual cow testing. Keep a clear record of the production of each animal, and get rid of those who do not pay for their keep. This is the age of close competition and we must look out sharply for all points of economy.

The raising of the bacon hog is another important question for our farmers to consider. The American hog has made a number of millionaires, the Canadian bacon brings a premium in British markets over the United States product, and there is a big chance for progressive Canadian farmers. The raising of hogs is said to be a nuisance, but it certainly seems to be a source of profit.

A very serious point is the adoption of cream separators by individual farmers. This practice is growing in our most prominent dairy section of the Eastern Townships. Farmers in this section are proverbially progressive. Certainly they have been successful in establishing a reputation for producing the finest quality of butter of the Dominion of Canada, but by putting in these cream separators they are going a step too far.

The fact is that Ontario butter is not considered as good as butter made in the Province of Quebec, which is principally due to the "gathered cream" system, and if our farmers in the Eastern Townships will now go into the "gathered cream" system by putting in cream separators, they will put their product down to the level of Ontario creamery butter. This is suicidal policy. Carting cream, gathered two or three days, over rough country roads in hot Summer weather cannot possibly make as good butter as can be produced from fresh milk delivered daily to the creamery.

THE PROVISION SITUATION.

There is very little change in the provision situation since our last report. Business continues much in the same way as it has been going the last few weeks. Arrivals of hogs are getting small in volume and prices continue to rule high. It is usual to experience a drop in supplies about this time of year, but of course the present shortage is particularly felt on account of the full supply of the last few months being sadly below requirements. One large Toronto factory reports having received sufficient hogs at the close of last, and the commencement of this week to place their men on full time, a fact worth noting under the conditions of short time which have been ruling for some while.

Under usual conditions farmers should begin to market fair quantities of hogs early in April, but whether they will do so this year is yet a matter of conjecture; it is questionable whether they will have stock sufficiently mature for the purpose.

The position of the packer is not an enviable one; he is in reality the necessary medium between the farmer and the public for the placing of the farmer's product in marketable form, yet with the odds seriously against him, for whilst the farmer can hold back his supplies if the market does not suit his idea, the packer must take them when he can get them, and manufacture forthwith, whether demand is active or not. At no far distant date there will be several new factories in operation. The Gunn Bros.' factory is nearly completed at Toronto and the Wm. Davies Company at Montreal is in a near touch of completion, so that competition for hogs will begin in right down earnest. This, with short supplies, will mean high prices somewhere and it needs no great insight to see that the general public will be the sufferers.

OUR LONDON LETTER.

(By Our Own Correspondent.)

The improved demand for butter, to which reference was made last week, has happily continued. Choicest parcels of both Australian and New Zealand makes are doing well, the former realizing from 102 to 104 shillings, and the latter 106 to 108 shillings, these figures being within reasonable level of prices at this time last year. The inferior grades of colonial butter are not, however, selling with such freedom, and, indeed, when the quality is taken into consideration, the quotations, from 98 to 103 shillings, certainly seem high. Sellers are hoping that the demand will continue to be good, for, although arrivals for this week have been on a somewhat large scale, receipts due next week are to be considerably less.

No doubt Canadian shippers will be interested in the following paragraph from a contemporary:

"The president of the Board of Agriculture has promised to appoint a Select Committee of the House of Commons for the purpose of exhaustively threshing out the question of the blending and adulteration of butter, with the object of stopping the 'faking' and adulteration at present so extensively practiced. The appointment of the committee should meet with universal approval, as it is the best and most efficient way of dealing with the subject."

This will be good news to colonial exporters of butter, for, in the past, they have suffered to no small degree by the unfair competition of this cheaper and adulterated produce. Certain firms in Holland are said to be great offenders in this respect.

There is not much to report in regard to the cheese market, but what there is is satisfactory. Both Canadian and New Zealand makes are meeting with a readier sale, and prices have advanced 1s. per cwt. Prices now stand at 64s. to 65s. for choicest Canadian, with finest quality 2s. lower. This works out at about 12s. more than at this time last year.

In regard to stocks on hand, up to the present receipts have been on a somewhat small scale, and the demand is slowly, almost imperceptibly, surpassing the arrivals. On February 22 stocks in warehouse here in London stood at 91,155 boxes. Of course, over and above this, importers have a few thousand cheese in their own small stores.

The quality of Canadian cheese continues to be very fine; there are few complaints, and the packing is certainly better than last year.

Mr. C. W. Bowman, manager of the Montreal Packing Company, of Montreal, is at present recuperating his health at Bahama. Mr. Bowman hopes to be back in a few weeks completely restored to health.

COLD STORAGE OF POULTRY A MENACE TO HEALTH

A good deal of excitement has been aroused in the Chicago provision trades by a declaration on behalf of the Illinois State Board of Health and the pure Food Commission to the effect that the storage of poultry in cold storage under usual conditions is dangerous to the public health. The two state departments will issue a joint communication to the mayor and city council urging the passage of an ordinance forbidding the sale of any slaughtered poultry, fish, game or any animal used for food purposes, refrigerated or otherwise, "which has not been properly drawn and prepared by removing entrails at the time of slaughter."

The ordinance recommended provides a penalty of a fine not exceeding $100 or by imprisonment not to exceed thirty days, or both.

The communication, which reads as follows, will be sent to the mayor of Chicago and all the other mayors and municipal and village authorities of the state.

Poisons Are Generated.

"The necessity for such ordinances and their enforcement is plainly indicated by the rapidly growing custom of storing poultry, fish and game containing the entrails and other viscera and offering them for sale long periods of time after being killed, and the danger to public health caused by this custom.

"It is known to all physicians and physiologists that there are generated in the body of any animal poisons of the highest degree of toxicity. The intestines and other digestive organs contain at all time materials which have undergone putrefactive changes. If this material be permitted to remain in the body after death the poisons generated may infiltrate the entire flesh, making it dangerous to the person who gets it. The body, in which the viscera are permitted to remain, undergoes decomposition much more rapidly than when such viscera have been removed. Decomposition is further hastened by leaving the blood in the animal.

"It has become the custom of wholesale poulterers and packers to purchase poultry during the early summer, when the prices are lowest, and to keep it in cold storage until winter or until the prices are highest. Such fowls are killed without bleeding, often plucked before death, and placed in cold storage without removing the entrails and other viscera. Frequently they are not offered for sale until several months after killing.

Freezing Not Effective Process.

"The process of decomposition and putrefaction begins at once. Cold storage and freezing may limit the rotting process, but do not stop it. When poultry or animals are taken from cold storage and thawed out for exhibition and sale the decomposition continues with renewed energy, impregnating the flesh with poisons. Flesh in which the blood has been permitted to remain is particularly susceptible to such decomposition, and this susceptibility is increased by the long period of freezing and thawing.

"Even with poultry that is 'freshly killed' there is frequently a period of several days between the time of slaughtering and sale. Not only is it dangerous, but it is repugnant to our sense of decency that the flesh we are apt to eat shall lie for several days in close contact with putrifying animal matter.

"Undoubtedly undrawn poultry, flesh and game has caused many cases of poisoning which have wrongfully been attributed to other causes. The poisoning resulting often resembles that caused by other poisons administered by persons or taken with suicidal intent.

Consumers Buy Waste Material.

"We are advised that the reason for slaughtering poultry without bleeding is saving in the weight of the fowl, and this reason is doubtless also one for storing poultry and offering it for sale without removing the viscera. There is, however, no reason why the consumer should be compelled to purchase a large percentage of excreta, offal, and refuse with his poultry."

LARD STATISTICS.

Cable advices give the following estimates of the stocks of lard held in Europe and afloat on the 1st inst., to which we add estimates of former years, and stocks in cities named:

	1906. Mch. 1.	1906. Feb. 1.	1905. Mch. 1.	1904. Mch. 1.
Liverpool and Manchester	20,500	16,500	34,500	30,000
Other British ports	11,000	8,000	17,000	8,000
Hamburg	20,000	17,000	10,000	12,000
Bremen	1,500	2,500	2,000	1,000
Berlin	5,000	5,000	2,000	2,500
Baltic ports	16,500	13,000	21,500	11,500
Amsterdam, Rotterdam, Mannheim	2,500	3,000	3,000	1,200
Antwerp	6,000	6,000	5,000	3,000
French ports	1,500	2,000	1,100	1,800
Italian and Spanish ports	1,000	1,500	500	500
Total in Europe	85,500	74,500	96,600	71,500
Afloat for Europe	80,000	100,000	85,000	50,000
Total in Europe and afloat	166,500	174,500	181,600	121,500
Chicago prime steam	43,870	17,577	86,397	58,324
Chicago other kinds	12,159	13,756	25,597	21,419
East St. Louis	855	240	3,645	1,725
Kansas City	11,218	8,433	7,207	13,157
Omaha	3,101	3,015	2,915	4,290
New York	8,132	7,435	7,469	6,934
Milwaukee	576	2,180	10,378	6,634
Cedar Rapids	....	....	....	....
South St. Joseph	9,879	3,131	7,242	5,970
Total tierces	255,290	230,267	332,450	239,953

(!) Not available. The N K Fairbank Co.

CANADIAN BACON GAINING IN FAVOR.

United States exports of bacon to Great Britain, according to British returns for the fiscal year ended December 31 last, decreased from £7,370,000 in 1903 and £6,209,000 in 1904 to £5,828,000 in 1905. During the same period the imports from Canada into Great Britain increased from £1,690,000 in 1903 and £1,865,000 in 1904 to £2,750,000 in 1905. These two countries and Denmark form Great Britain's chief sources of supply, but Denmark also shows a decrease from £4,532,000 in 1904 to £3,970,000 in 1905.

These figures are adduced to bear out a recent official report of Canada's commercial agent at Leeds, England, that Canadian bacon is gaining in popularity every day as against American bacon.

PROVISION AND DAIRY MARKETS,

MONTREAL.

Provisions.

There is no change in the local provision market. The hog market continues steady and prices are unchanged. Some Manitoba hogs are offered from $9.25 to $9.50 per 100 lbs. Good steady business is being done in smoked meats. Fresh killed abattoir dressed hogs $10 to $10.25; country dressed, $9.00 to $9.50.

Lard, pure tierces	0 10½
" 56-lb. tubs	0 11
" 20-lb. pails, wood (10½)	0 11½
" cases, 10-lb. tins, 60 lbs. in case	0 11½
" " 5-lb. "	0 11½
" " 3-lb. "	0 11½
Lard, Boar's Head brand, tierces, per lb	0 07½
" " ½-tierces, per lb	0 08½
" " 60-lb. fancy tubs	0 08½
Cases, 20 3-lb. tins, per lb	0 08½
" 12 5-lb. tins "	0 08½
" 6 10-lb. tins "	0 08½
20-lb. wood pails, each	1 68
20-lb. tin pails, each	1 58
Wood net, tin gross weight—	
Canadian short cut mess pork	$20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb	0 14½
Hams	0 12½ 0 13½
Extra plate beef, per bbl	11 50 12 00

Butter.

Prices are firm on the strictly finest butter, which is getting rather scarce. There is still a good quantity of butter on the market which is not the finest which is pressed for sale. The market for this class is rather weak. A few shipments are being made to outside points.

Choice creamery	0 22 0 22½
Good to fine creamery	0 21½ 0 22
Western dairy	0 19 0 20
Manitoba dairy	0 18
Fresh dairy tubs	0 20 0 20½
Fresh rolls	0 19 0 20½

Cheese.

The price asked for the finest cheese is 13 1-2c. There is not a great deal for sale, but it is hard to get this figure. In some quarters it is claimed that the best goods, colored, may be obtained for 12c. but this is rather low, and 13c. to 13 1-2c. is considered about the right price at present.

Eggs.

Eggs are steady. There is a very good demand for fresh laid at 20c. to 21c. per dozen, which is quite an advance on last week's quotations. Cold storage are obtainable at 14c. to 15c. Receipts are light, but it is likely that the market will ease off a little from now onward.

Cold storage	0 14	0 15
Pickled	0 14	0 15
Fresh laid, guaranteed	0 20	0 21

TORONTO.

Provisions.

Trade is brisk and the market is firm. The receipts of live hogs are light and present prices are considered stable for a time. Long clear is ranging a 1-4c. higher. The prices for beef are firm, which is usually the case at this season of the year, though Lent has somewhat checked consumption. Choice carcasses are 25c. higher. Not much more will be done in carlots of hogs this season, but the quotation stands as last week. Shoulder hams are 1-4c. higher.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb		0 14
Roll bacon, per lb	0 11	0 12
Small hams, per lb		0 13½
Medium hams, per lb		0 13
Large hams per lb		0 12½
Shoulder hams, per lb		0 10½
Backs, per lb		0 16
Heavy mess pork, per bbl		18 00
Short cut, per bbl	21 50	22 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb		0 10½
" tubs "		0 10¾
" pails "		0 11
" compounds, per lb	0 07½	0 07¾
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	7 00	8 50
" front quarters	4 50	5 50
" choice carcases	6 50	7 50
" common	4 00	5 00
Mutton	0 08	0 10
Yearling lamb	0 12	0 13
Veal		0 10
Hogs, street lots	8 75	9 25
" dressed, car lots		8 75

Butter.

Creamery is a little scarce and so are dairy prints of choice quality. The English market continues somewhat soft; should it harden sufficiently to absorb the surplus here, prices may be expected to remain pretty firm. Otherwise they must come down with increased production. Just now the industry is loitering at the opening of the season. Some factories are making large quantities, others not much. Of the less desirable grades of dairy butter there is too much. Some dealers say it has been kept too long by the country storekeepers, others that the country is eating its best and sending in only the rest. Some dealers are quoting creamery prints as high as 27 cents.

Trade is good; the last month having shown a marked improvement. There is a good demand for butter, eggs and meats.

Measured By
Every Standard of
Selling Value

Clark's Pork and Beans in Chili Sauce

are known to be absolutely the best

PEOPLE OF GOOD "TASTE"
always ask for
Nicholson's Mince Meat
All Grocers should sell it. The profits are inviting and the trade is sure.
Send us in an order to-day and make mention of
N. & B. JELLY POWDER N. & B. ICING POWDER
N. & B. PUDDINE N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED
NICHOLSON & BROCK
9 Jarvis St., TORONTO, ONT.

SALT SALT
Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.
C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

FREE TO BUTCHERS—Send a postal card with your name and address, and I will be pleased to enter your name on my list of customers, and send you free, postpaid, from time to time, as issued, my Hide Bulletins, which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Crocklings, etc.
C. S. PAGE, Hyde Park, Vt.

SAUSAGE
Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.
The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

White Spruce
BUTTER TUBS
10-20-30-50 lb.
EGG CASES AND FILLERS
Order now, for delivery later,
it will Pay You
WALTER WOODS & CO.
Hamilton and Winnipeg.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

	Per lb.	
Creamery prints	0 25	0 26
" solids, fresh	0 22	0 23
Dairy prints, choice	0 20	0 22
" " ordinary	0 18	0 19
" in tubs	....	0 18
" large rolls	0 17	0 18

Cheese.

The market continues firm, stocks being uniformly reported low, and quotations unchanged.

	Per lb.
Cheese, large	0 13½
" twins	0 14

Eggs.

There was a flurry in eggs at the end of last week and 22c. was paid for them on Saturday. The market has got back to, or near, the level of a week ago, and new laid are quoted from 17c. to 19c. Lent has created a marked increase in consumption. The high price of meat of late years has been another factor in popularizing the egg.

New laid eggs, per doz. (nominal)	0 17	0 19
Storage and pickled	0 14	0 15

WINNIPEG.

Butter.

Creamery Butter.—The best eastern creamery in 1-lb. prints is selling to the retail trade at 27c. per lb., while western prints are selling at 23c. to 25c. per lb. Solids are quoted at about 23c. Detailed quotations are as follows.

Finest fresh creamery, in 56-lb. boxes	0 23	
" " in 28-lb. boxes	0 23	
" " in 14-lb. boxes	0 23	
" " in 1-lb. bricks (eastern)	0 27	
" " " (western)	0 23	0 25

Dairy Butter.—It is almost impossible to quote dairy butter at the present time with any approach to accuracy. Supplies are larger and the market is pretty well glutted with poor butter. Perhaps the average price paid is 14c. per lb.

Lard.

The tierce basis has been advanced to 11c. per lb., and detailed quotations are now as follows:

Tierce basis, per lb	0 11
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

Cheese.

Finest Ontario, large	0 14
" Manitoba, large	0 13½
" " twins	0 14
" " small	0 14

Cured Meats.

Revised quotations are as follows:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15½
Bacon, " " "	0 18
Backs, " " "	0 15
Picnic, " " "	0 09½
Hams, sugar cured, assorted sizes	0 14½
" heavy, 20 to 30	0 13½
Picnic, " assorted sizes	0 10
Shoulders, "	0 10
Bacon, " breakfast bellies	0 15
" " breakfast backs	0 15
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 14
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 11½
" " " smoked	0 12½
" " " boneless backs	0 12½
Shoulders " "	....

BARREL PORK.

Heavy mess pork, boneless, per bbl	17 00
" " per ½ bbl	9 25
Standard mess pork, per bbl	16 50
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 03½
" hocks, " " 0 04

Eggs.

New laid eggs are worth about 20c. per dozen. Lard down in Winnipeg.

ST. JOHN, N.B.

Provisions.

Mess pork, per bbl	$19 00	$22 00
Clear pork, "	18 50	21 00
Plate beef, "	13 00	14 50
Domestic beef, per lb.	0 05	0 06½
Western beef, "	0 08½	0 09
Mutton, "	0 07	0 08
Veal, "	0 07	0 08
Lamb, "	0 08	0 10
Pork, "	0 09	0 10
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 11½	0 12
" " pails, "	0 12	0 12½
Refined lard, tubs	0 08½	0 08½
" " pails	0 08½	0 09½

In barrel pork rather higher prices are asked; business is quiet. Beef shows little change. Smoked meats are high. Pure lard is high; chiefly American seen. Refined compound has a large sale; while price is firm, it is relatively low. In fresh beef, market is still very dull, low prices being named. Some nice veal offered, and obtains good prices. There is little lamb, but mutton holds at fair figures. Pork is high.

Butter.

There is a steady demand at rather easier prices. Supplies are more freely received.

Creamery butter	0 23	0 28
Best dairy butter	0 20	0 22
Good dairy tubs	0 18	0 20
Fair "	0 16	0 18

Eggs.

While prices are lower, there is a better tone to the market. There, however, seems to be lots of eggs.

Eggs, strictly fresh	0 20	0 25
Eggs, fresh	0 18	0 20
" case stock	0 16	0 18

Cheese.

Prices rather higher. Stocks are very small. Twins have local demand.

Cheese, per lb	0 14	0 14½

CANNED GOODS IN BELGIUM.

Until the past few years Belgium was compelled to draw on France for her canned goods of all description. There have been importations from the United States, but these were of little importance. This industry, however, has been created in Belgium with the result that the domestic goods are put upon the market at a price better within the reach of the people. The industry is in an imperfect condition, and the market is yet open for the introduction of Canadian canned products, which enjoy a reputation of merit throughout Belgium.

M. Cole, of Lindsay, has made up his mind to go to the Northwest and is arranging to dispose of his business.

Retail Book-keeping

The New System of Retail Book-keeping for Grocers.

What advantage has the Copeland-Chatterson System over other methods of accounting? That is the question generally asked by the grocer when he is approached on the installing of this system in his business, and really the very best reply that could be suggested would be in the nature of some advice: "Ask the man who is using a Copeland-Chatterson System."

The kernel of the argument is, however, that the loose leaf method, as installed by the Copeland-Chatterson Company, is a labor-saver; it facilitates the handling of business; simplifies the bookkeeping to a remarkable extent, and is, broadly, a money-making investment in every way.

Instead of having a multiplicity of cumbersome books, clogged with dead accounts, for the handling of a retail business, there is but one active book. Now, one active book outside the original entry covers the entire service to the Recapitulation Sheets, and provides in a simple way for the prompt distribution of the monthly accounts.

A few years ago, under the old system, it was the usual thing for accountants to work every night over their books until ten or eleven o'clock. Now it is a most uncommon occurrence for an accountant to be at his desk after the regular closing hour of business, and this radical change is due entirely to the introduction of the Copeland-Chatterson System. This is not only a labor-saving method, but assures the correct keeping of records. These individual records, by almost automatic process, take their places in proper rotation in their respective binders, and are always on hand for instant reference. If a customer asks at any time for his account, it is at hand. If the account is to be sent to him there is no delay. It is already written out, and needs only totalling and mailing.

The strongest recommendation for the Copeland-Chatterson System, probably, is the list of great and small business houses covering this continent, and scattered over Europe, who employ this method of accounting. If any of the subscribers of Canadian Grocer are interested they should write The Copeland-Chatterson Company, at Toronto, for information; it will be cheerfully sent.

[Advt.]

ORANGE MEAT

must appeal to the grocer looking for a class of trade the certainty of which is assured.

This is how **ORANGE MEAT** appeals to Young and Caven, Aylmer, Ont.:

"We might add that we are very well pleased with our trade in ORANGE MEAT. When we explain to our customers the value they get compared with other cereals, they invariably take ORANGE MEAT without any hesitation. We will give this line our attention, as we believe we can cancel other lines and and save carrying extra stocks."

The opportunity to do a thriving **ORANGE MEAT** business is not confined to one grocer.

Seize your chance now

Agents in Montreal: R. B. Hall & Sons.

Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.
Limited
KINGSTON, ONT.

FLOUR AND CEREAL FOODS

The dull and uninteresting situation referred to in our last report still further developed itself after our going to press, and in the end reached a point where prices had fallen to an almost impossible basis for present holders. The Chicago market led, and quickly reached a 5c. decline. There was no course left but for the Canadian dealers to reduce proportionately, which was done. There has, however, been a partial recovery, and present quotations stand, at time of going to press, at about 1c. below quotations of a week ago.

* * *

This movement appears to be the effect of the heavy wheat supply on hand. The universal demand has fallen considerably short of the amount available, and foreign buyers have shown a firm disposition to cut prices below quotations. The apparent result has been to bring down the markets.

* * *

It would have been thought that when prices reached more nearly to the export basis that trade would have immediately jumped ahead. This, however, is not so. Export business is as dull as ever, and millers are showing no disposition to take hold, apparently believing still lower prices will rule.

* * *

The situation is evidently an interesting one and worthy of study. Stocks in U. S. appear to be gradually increasing, instead of decreasing, as the new season approaches. Whilst Russia is hurrying her wheat into every available market—she is probably using her available stock of wheat, which is believed to be large, as a financial proposition to create funds—the late war and internal eruption make no difference to her wheat resources. She apparently held immense reserves to use on emergency.

* * *

India has entered the field as a producer, and Australia is also a competitor to be counted upon. It will thus be seen that with the enormous supply of the Great West, which in itself is sufficient to supply the world, that the export buyer is in a more independent position, and that to a large extent he is master of the situation.

* * *

It is getting more difficult to close business in export flour. Enquiries continue good, but English importers are getting hard buyers; no new business of importance has been effected, the prices offered being too much below margins.

* * *

The domestic flour trade has shown improvement. Some of the best posted millers and flour dealers say that a good demand may spring up at any time now, as stocks are repocted to be very light, both in Quebec and the Maritime Provinces, and this, combined with the demand which is always looked for with the opening of navigation, may cause a good demand for flour shortly, and will strengthen the situation materially and probably cause a sharp advance in prices.

QUAKER OATS TO ISSUE NEW STOCK.

President Crowell, of the Quaker Oats Company, in his statement to the stockholders at their annual meeting, says the company was never in a stronger financial position. The income account, which includes all the subsidiary companies, shows total receipts of $1,119,572, and a surplus of $578,540 after the payment of $541,032 as dividends and interests on bonds. This is for the year ended Dec. 31, 1905. There is $80,529 cash on hand, and the surplus is $959,433.

The real estate and plants of the company, together with the stock and securities in the subsidiary companies, are valued at $11,026,682. There is due $400,208 from the under companies, the inventory foots up $2,783,587, and the accounts and bills receivable total $1,691,344. Accounts and bills payable aggregate $1,539,597.

In his report President Crowell says: The directors have decided to call in and cancel the bonds of the American Cereal Co., amounting to $1,600,000. Notice is to be given on March 1 and the bonds are to be paid June 1, 1906. The retirement of these bonds leaves all the milling properties of the company unencumbered, subject only to claims of the preferred stock.

The directors have also decided to adopt the policy of issuing and selling new stock for the purpose of furnishing money for new construction and developments, instead of taking them out of the earnings, as has previously been done. They will issue a call for a special meeting in March to consider an increase of $1,000,000 in the preferred stock and $500,000 in the common stock. This is to be offered to shareholders at par. Since the company formed there has been expended out of earnings or capital about $1,000,000.

The company expects to erect new mills during the present year. The company's mill at Cedar Rapids, Iowa, has been entirely rebuilt. This crippling of the company's capital made it necessary to ship products from mills not so conveniently located, reducing the usual profit. The company's development in foreign lands is advancing with rapid strides, and the outlook there is fully as promising as at home.

PASSOVER FLOUR.

Passover flour will probably never secure widespread importance as an article of commerce, but it forms an important factor in the present operations of an American mill at Shelbyville, Ind. The firm has taken the contract to furnish the Jews of Chicago 1,500 barrels

of Passover flour for the holidays which will come in April. In order to manufacture and ship the flour in the state of superlative cleanliness required by the Jewish religion, it was necessary to have the mill cleaned throughout, and new bolting cloths placed on the bolting machines. Both the mill and the wheat had to be inspected by the rabbis, who pronounced the mill to be in entirely satisfactory condition and the wheat to be the best for the purpose they had ever seen. The entire work of grinding the 1,500 barrels of Passover flour will be done under the inspection of two rabbis.

MONTREAL MARKETS.

Flour.

Some houses report good business in flour at present, while other firms maintain that owing to the weak condition of the wheat market the flour business is very dull. Prices are about the same as last week.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent	2 00	2 10
Royal Household		4 50
Glenora		4 10
Manitoba spring wheat patents		4 50
" strong bakers	4 00	4 10
Buckwheat flour	2 00	2 10
Five Roses		4 50

Grain.

The grain market is very slack. No. 2 peas are down to 76c. Otherwise there is no change in prices, oats remaining the same as last week—39½c. to 40c. for No. 2 and 38½c. to 39c. for No. 3.

No. 4 barley		0 47½
No. 2 white oats	0 39½	0 40
No. 3 white oats	0 38½	0 39
No. 3 yellow corn		0 51
No. 2 peas, basis 78 per cent. points		0 76

Rolled Oats.

It is very hard to give correct quotations on rolled oats at present. Each mill has its own price. The market is in a very unsettled condition. The prices quoted hereunder may be taken as a fair average of what millers are asking.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	2 10	2 20
" 80-lb. bags	1 80	2 00
" bbls	4 25	4 50

Feed.

There is a good demand for all feeds except feed flour. The supply of good bran and shorts, for which the demand is greatest, is rapidly decreasing. The only hope for a remedy is that the milling may become more active, otherwise the situation is not likely to improve until well on towards the end of Spring.

Ontario bran	19 50	20 00
Ontario shorts	20 00	21 00
Manitoba shorts	19 00	20 00
" bran	18 50	19 00
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed Flour	1 15	1 25

Hay.

The present demand for hay is very light. The prices continue low. Clover mixed sells for $6 and clover pure from $5.50 to $6. These prices are considered very low for clover, but nothing better can be expected as long as the stocks remain as heavy as they now are.

Shipments of hay from this side to the United Kingdom show a falling off since last week. The market over there is at present rather quiet. It is expected that when the farmers get to work the middle of this month, prices will be better. At present the quotation in Liverpool is 57s. 6d. c.i.f. London is about the same.

No. 1		8 50
" 2	7 00	7 50
Clover mixed		6 00
Clover, pure	5 50	6 00

TORONTO MARKETS.

Flour.

Domestic inquiry has been fairly active since our last report and prices are ruling firm at slightly advanced quotations. The market does not appear to be affected by the recent eccentric movements of the wheat markets; this is probably due to the fact that most of the stocks are held by millers, and whilst local demand at various points continues good there is little probability of them desiring to rush sales.

Manitoba patents, No. 1, per bbl. in bags		4 40
" " No. 2, " "		4 10
Strong bakers " "		3 85
Ontario patents, No. 1, " "		3 75
" " No. 2, " "		3 50
Straight roller " "		3 50

Grain.

The grain market has been a universally uncertain one during the week under review. In last report a downward movement was remarked with continued weakness. Since that, however, the weakness developed to a totally unexpected degree. In Winnipeg at one time a drop of 3c. was reported, whilst at points across the border the drop was equal to 5c.

Whilst the drop was to a large extent the outcome of a steadily declining market, still there is no doubt that the movement to a certain extent was with an object to stimulate trade. Prices, however, have recovered from the low points reached, but still stand from ½c. to 1c. below last week's prices.

(F.o.b. elevator; 3½c. more N. Bay.)

Manitoba wheat, hard, No. 1		0 87
" " Northern No. 1		0 84½
" " " No. 2		0 82
" " " No. 3		0 81
Red, " per bushel. 78 per cent. points		0 77½
White, " " " "		0 78
Mixed, " " " "		0 77
Spring, " " " "		0 74
Goose, " " " "		0 74
Barley, No. 1, " "		
" No 2, " "	0 48½	0 49
" No. 3x, " "	0 46	0 46½
" No. 3, " "		0 44
Oats, white, " "		0 34½
" mixed, " "		0 33
Peas, " "	0 77	0 77½
Buckwheat "	0 49	0 49½
Rye, per bushel, "	0 69	0 70

Breakfast Cereals.

The condition of the cereal market shows no change on our last report. Millers are offering at almost any price, in their endeavor to outwit one another. The trade altogether is in a most unsatisfactory condition. Previous quotations remain, but are to a large extent only nominal.

Oatmeal, standard and granulated, carlots, on track, per bbl	4 50
Rolled wheat in boxes, 100 lbs	2 25
" " 50 lbs	1 20
Rolled oats, standard, carlots, per bbl., in bags	4 00
" " " " in wood	4 25
" " " " for broken lots	4 20

ST. JOHN, N.B.

Flour, Feed and Seed.

In flour no change since the decline of a few weeks ago. Feed keeps high and a fair demand.

Oats are firm. Oatmeal is rather lower and sale is limited.

Cornmeal is easy.

Beans unchanged. Yellow Eyes continue low.

Seeds, chiefly red and mammoth clovers, are higher.

GENERAL STORE WRECKED BY EXPLOSION.

The explosion of a keg of gunpowder on the evening of March 1 wrecked the store of Aaron Wenger, in Ayton, Ont. One of the clerks, A. Wagner, was weighing out some powder and had replaced the lid of the keg. Some grains of the powder fell on it, and a customer suggested putting a match to them to test the powder. Young Wagner did so, but the powder did not burn. He lit another match and as he was about to apply it the explosion took place.

Wagner was hurled clear out of the store and was found on an embankment in the rear, his clothes on fire, himself frightfully burned, and so seriously injured that his recovery was despaired of. Three customers who had watched the attempt to test the powder, Messrs. Widmeyer, Votier and Hocmings, were badly burned, but escaped wonderfully well. Doctors were quickly called to attend the injured.

The interior of the store was badly wrecked and the windows, with sashes, were blown out. Fire started and, though quickly extinguished, the loss by smoke and water was estimated at $2,000. The shock of the explosion was felt through the town.

The man who signs any contract without reading it deserves what he usually has befall him—to get cheated. This is one of the bad habits of too many retail grocers. Thus, for instance, did you read the contract for futures that you signed?

The McLEOD MILLING CO., Limited
Stratford, - Ontario.
olicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

MYERS' ROYAL SPICE
STOCK FOOD

HORSE AND CATTLE.

	per 100 lbs.
500 lb. Lots	6.15
250 "	6.15
100 "	6.15
50 "	6.15
25 "	6.15
5 lb. Sacks	7.38
2 lb. pkgs., cases 2 doz	5.54 per case

POULTRY.

25 lb. Bags	9.23
5 lb. Sacks	9.23
2 lb. pkgs., 360 lbs. in case	7.75 per case
½ lb. pkg., " "	8.86 "
Hog Powders (5 gross)	3.08 per gross

Less 5% for cash on all lines.
H. N. BATE & SONS, Limited, OTTAWA

SYMINGTON'S

High Pressure Steam Prepared

PEA FLOUR

EASILY DIGESTED.

For Thickening Soups, Gravies, &c.

Sold in 1 lb. Tins.

SYMINGTON'S

PEA SOUP

Prepared from Symington's Pea Flour, Extract of Meat, Herbs and other Seasonings.

Only wants the addition of Water.

Sold in 1 lb., ½ lb., and small Tins.

Manfrs: W. SYMINGTON & CO., LD., Market Harboro', Eng.

Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. McIndoe, 130 Church St., Toronto.
Mr. E. A. Smith, St. John, N.B.

Money in It.

There is money for a grocer in handling first-class flour. The best Northwest wheat is used in

"Gold Crown" Flour

Our methods are scientific and we are not ashamed of the product.

WRITE FO PRICES.

Sutcliffe-Muir Milling Co., Limited

Moosomin, Sask.

Why not handle the **Best Goods,**
That give you the **Best Profit,**
And that are the **Best Sellers ?**

That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit

Ask your wholesale grocer for it or write us for prices

The CAPSTAN MFG. CO., Toronto, Ont., Can.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

WHAT DO YOU READ?

Reading matter is a great gift to mankind. It is the choice inheritance of the age. Observation, reading, thinking ; these three should go hand in hand and when they do, **then the man who reads widely has a weapon placed within his hands before which the man who does not read may well tremble.**

THE BUSY MAN'S MAGAZINE

contains the cream of the world's current literature condensed for busy people, besides giving its readers clever character sketches of the men who are developing the resources of the Dominion.

THE BUSY MAN'S MAGAZINE

IS A SUCCESS

Unsolicited comment from one reader—we have many similar letters. They arrive daily.

McDONALD & MURPHY, Saskatoon, Sask.
Plumbers, etc. January 16, 1905.

I received copy of **The Busy Man's Magazine** for which please except thanks. I lost the blank order, so take this means of ordering it for one year. I think it is the best magazine I have seen. No truck in it. W. MURPHY.

Send for Sample Copy

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG

Latest advices from points of shipment

1 car California Celery
due early next week

1 car Mexican Oranges
See this week's price list

Florida Grape Fruit
Bahama Grape Fruit
Pineapples (Cubans)
Florida Tomatoes
Florida Cabbage

Rhubarb, Radish, Lettuce, Onions, Cucumbers, Spinach.

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Mc. AND E.
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25-27 Church St., TORONTO

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.
Packers and Expoters
57 Market St., - HAMILTON

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

The present time might well be described as "between seasons," and to a large extent this is the ruling characteristic at all points. In the Maritime Provinces and at eastern points reports are of fair trade for good fruit, for which high prices are obtained. Montreal and places outside are steady buyers, and all good quality fruit is maintaining firm prices. In Toronto and western points the ruling conditions are practically the same.

• • •

A most noticeable feature of the situation is the way in which oranges have held public attention. The earlier arrivals from California were marked by immaturity and inferior growth, but after the action of the packers there in holding back for a short time until matured, quality has made great improvement, and in consequence trade has developed beyond the ordinary.

• • •

It may also be a feature that the very high prices and scarcity of apples have tended to turn attention to oranges, which have been somewhat abundant. At present, however, the markets are by no means over supplied, advices from primal points denote only moderate quantities being sent forward and values are consequently trending upward.

• • •

Lemons are also getting attractive to the Canadian market. The unusual situation of last season has made dealers quick to notice any irregularity, and there are clear indications that available supplies on the primal markets are, at least, short of expectations. Recent sales on the N. Y. market are clearly indicative of a very firm situation, the quantity of European offered was small and coming on a market absolutely bare of supplies, so far as both first and second hands were concerned, the offering met with a very active demand, and prices advanced sharply, closing fully 50c. a box higher than at previous sales. California lemons brought the highest prices that have been paid since last autumn. The supply was small, amounting to but six cars. Sales of fancy were made up to $3.50, and some choice brought within 20c. of that price.

• • •

The export apple trade is still running on at rapid rate, and continues to maintain high prices. Although many complaints have been made during the season by the foreign dealers, as to bad grading, the trade appears to have continued upwards, and most of the recent complaints heard of are really old cases brought again to the front, and again dished up. It is, however, evident that some drastic measures must be taken by the Government before another season, to secure correct and perfect grading for foreign markets. The coming convention of fruit-growers and dealers at Ottawa on March 20, is expected to fully deal with the situation as well as that of uniform packages, and other matters.

• • •

The unsettled and unseasonable weather which has been in evidence has not yet had any appreciable affect on the orchards. It is yet too early to cause serious harm, as budding has not yet appeared. The danger at present is more to the trees themselves, any seriously heavy frost getting at the roots, through the soft ground, would probably result in killing off the young and yet tender trees.

FRUIT CONFERENCE AT OTTAWA.

Official notice has been sent out announcing the date of the Dominion conference of fruit growers at Ottawa on the 20th of March. Delegates should arrange, the notice says, to be in Ottawa by the evening of the 19th.

The conference has been called by Hon. Sydney Fisher, Minister of Agriculture, upon representations made from time to time to him, particularly by a deputation of fruit growers and others who waited upon him last Winter, urging that such a meeting be called for the purpose of discussing various questions of national import bearing on the fruit industry.

At the annual meeting of the Victoria District Fruit Growers' Association it was decided to send a delegate according to the wishes of the Minister of Agriculture, and at a subsequent meeting of the directors James A. Grant was chosen to represent them. Mr. Grant will leave for Ottawa about the 10th of March. He has made a study of local fruit growing conditions and requirements for the past eighteen years, having as well recently received a diploma for a course in the Horticultural Correspondence School of Springfield, Mass. He is therefore well qualified to speak for the industry on Vancouver Island.

There will be present at the conference two representatives from Prince Edward Island, four from Nova Scotia, two from New Brunswick, five from Quebec, nine from Ontario, one from Manitoba, one from Saskatchewan, one from Alberta, and four from British Columbia. The departments of agriculture of the several provinces and the agricultural colleges will be asked to send one officer each in addition to the regular delegates, and the various officials of the Dominion Department of Agriculture and experimental farms will be in attendance in an advisory or expert capacity.

ROTTEN APPLES.

"I've been down in the suller sortin' over the apples, an' they's beginning to rot bad," said Old Twilight, who smelt like a cross between a cider mill and a mince pie.

"This is the one time o' year fer them to spile," said Aunt Lucy, comfortingly.

"That's it" agreed Old Twilight — "that's it 'zactly. Every day in the year something or other is in season to rot. If it ain't apples it's turmots; if it ain't turmots, it's some other blame thing. Dang! Whenever I take my walks abroad what rotten things I see! Turn where I will, I see something spiled or spilin'. Every fambly has a skeleton in the cupboard, and something rotten in the back yard. I upsot a barrel of apples this afternoon, an' one out of every three was only fit for the hogs to eat."

"Why wasn't they fed to the hawgs when they was sound?" snapped Aunt Lucy. "Durn you, Willyum, anyway! You're jes' like the rest of the world, you never give away anything till it's rotten.

"Thur's Missus Jones. She'll make a mince pie or angel cake, and she'll put it by in a cupboard, she's that close an' mean, an' there it'll stay till it's blue moulded an' not fit fer a body to eat, an' then she up'n puts it on the table—help yourselves!

"Missus Meany, she'll buy a piece of dress goods, and she'll cram it away in some old closet till it's moth-eaten, and then she'll make a present of the measly thing to her darter-in-law, and stay with her two months on the head of it.

"Folks wait till yer dead, and then go round sayin' what a good feller — what a smart pusson he was. That's rotten. Burns died hungry and pore, and before he was stiff the jackasses began to bray 'He was the greatest poet of them all,' an' now they are buildin' monyments over a man who never heard tell of himself when he was alive."

"That was certainly rotten," said Old Twilight.

"Ef you've got any apples to give away give 'em away when they're sound and sweet, and they'll do some good. Ef you've got any kind words to say, say 'em when they'll help, an' not wait till the ears that would have drunk them in with delight kin hear them no more.

"Mos' everybody is throwing away rotten apples, or giving fruit to the hawgs that might have made thousands of homes happy. An obituary notice and a funeral sermon are both on 'em rotten apples. Some people die of a broken heart, an' melancholy, jes' because they think nobody appreciates them. Say, Willyum, it's enough to make a body cry to hear a preacher get up an' let whang for an hour about his good qualities an' all that, and the pore feller's boxed up in front an' can't hear a word to save his soul."

"There's something funny in that, tho, that's human, that is," mused Old Twilight.

—Khan, in the Hamilton Herald.

CANADIAN APPLES IN ENGLAND.

The Canadian Government agent at Leeds, England, writing under recent date about Canadian apples, says:

"Very many inquiries are being made to me about Canadian apples. This has

Green Goods

Not a green goods man but real trade winners and profit makers, such as most stores would like to handle.

California Celery and Cauliflower, Tomatoes, Rhubarb, Green Onions, Head Lettuce, Spinach, Cabbage, Parsley, Egg Plant, Green Peppers.

A regular supply always obtainable from us.

We will be pleased to hear your voice.

Phone Main 4106.

WHITE & CO., LIMITED

TORONTO and HAMILTON

W. B. STRINGER **"But"** ***J. J. McCABE***

SOME grammarians say the conjunction "But" is a disjunctive conjunction—***What a contradiction of Terms.***

SOME Fruitman say "ST. NICHOLAS" is no better than some other Extra Fancy Lemons—***What a contradiction of Facts.***

W. B. STRINGER & CO., Sole Agents. - Toronto and Montreal.

All good people eat Fish during Lent

If you do not carry this line, now is the time to commence.

The old reliable Fish and Oyster Company

THE F. T. JAMES COMPANY, Limited

76 Colborne St, 33 Church St. ***TORONTO*** *Wire, Phone, or Mail your Orders*

VALENCIA ORANGES

are the cheapest Oranges on the market. We have two carloads this week.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

SPANISH ONIONS—Large case, $3.00.

" " Small " 1.15.

EX. FANCY NAVEL ORANGES—Rapidly advancing, stock up now. Our prices reasonable.

The Guarantee is your Security

You may get around "talk" but a guarantee is impregnable.

There has been so much adulteration going on in the making of Jams, Jellies, etc., that the Purity guarantee is a grocer's only security.

I am willing to give this guarantee with every package of the

E. D. S. BRAND

If you have never sold my goods, know now that I grow my own fruit and make my preserves right here in Winona.

The Eby, Blain Co., Limited, are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

FRESH ARRIVALS

JUST TO HAND ANOTHER CAR of the ***CELEBRATED EXTRA FANCY "GOLDEN ORANGE" BRAND NAVELS,*** and very desirable sizes. ***CAR FANCY SWEET SONORA ORANGES,*** bought on most favorable terms, which enables us to give our customers exceptional value. Also car ***FANCY BANANAS.*** Send us your orders which shall have our very best attention.

HUGH WALKER & SON, WHOLESALE FRUIT **Guelph, Ont.**

TRADE MARK

This design a guarantee of quality.

Manilla Paper SMOOTH, TOUGH, BRIGHT, CLEAN ALL SIZES AND WEIGHTS

Fibre Paper THE TOUGHEST OF THE TOUGH ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

DRIED APPLES
BRIGHT, DRY STOCK WANTED
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

been brought about partly by what I have mentioned, but more especially by the excellence of the fruit, and in the evenness of the grading and packing, etc. This is true with very few exceptions, but there are a few dealers who apparently desire to place their fruit on the market here, irrespective of the packing regulations and irrespective of the detriment which their conduct occasions to Canadian prospects. I am looking into two or three cases at the present time, and will send full particulars to your department at an early date, and I hope that such fraudulent packing will be stamped out.

"I saw a shipment of 1,000 barrels of apples delivered at Hull a few days ago, which arrived in very fair condition, and on an average were fairly well graded and packed, and I understand that although XXX apples are generally exceedingly well graded that the same care is not taken with XX apples.

"It is just as necessary that the XX apples should be as well graded and packed as the XXX is; in fact, three barrels of XX apples can be sold here at a fairly remunerative price if well packed, for every barrel of XXX, and it is from these apples that the farmers of Canada would make their largest profit, because if they are not shipped they are an absolute loss.

"Several of the large firms in this district are now fully alive to the fact that the only way to secure the best apples is to deal direct with Canadian exporters themselves, in preference to buying through the Liverpool Fruit Brokers' Association, as has been the custom for years, and several will send out special representatives next year in time for the apple crop.

"In Hull there has been a special demand for XXX apples and especially for those in boxes, and also Russets, Spies and Baldwins in barrels for re-export to the continent. I saw barrels of Baldwins the other day which were sold for export to the continent and which were transhipped at Hull, the price paid being 34s., or $7.25 per barrel."

NOVA SCOTIA APPLE EXPORT.

Nova Scotia's apple shipments from Halifax to the Old Country markets amount so far this season to 300,000 barrels. There are 25,000 barrels yet to be shipped, which will make a total of 325,000 barrels, 50,000 less than last year.

Chief Fruit Inspector Vroom says the falling off in the shipment is solely the result of crop shortage, as the demand across the water is just as good as last year, while the prices are fully one-third better. The varieties commanding the higher figures are the King, Golden Russets, Blenheims and Baldwins, the average net to the grower or shipper being $2.50 per barrel.

MONTREAL MARKETS.

Green Fruits.

Trade in green fruits is steady. Early this week two cars of navels were received in Montreal, which sold freely from $3.35 to $3.50, being the first consignment of oranges to arrive which were of good color and flavor. Dealers expect that all navels will do well now. Chances are that there will be a 25c. rise in a short time. Lemons are selling quite freely at $2.50. There will probably be a rise here, too, in a short time, owing to scarcity. In connection with navels it is estimated that this year's supply is 7,000 cars short of the supply of last year.

Messina blood oranges, half box	2 50	2 75
Oranges, Florida, case	5 00	5 50
Tangerines	3 25	3 75
Navels	....	3 50
Dates, per lb	....	0 04½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples	....	5 50
Jamaica grape fruit, per box	....	6 00
Apples	4 50	6 00
Lemons, per box	....	2 50
Jamaica oranges, per bbl	....	5 25
Grapes, Almeria, extra fancy Longkeepers	6 00	7 00
" Fancy	....	6 50
" Choice	....	6 00
Cranberries, N. S., nominal	....	20 00
" Cape Cod, "	....	30 00
Spanish onions, cases	....	2 75
Grape fruit, Florida	....	6 50

Vegetables.

There is little change in the vegetable situation. The demand is not very brisk at present owing to the Lenten season. Dealers do not expect to do really good business again until Easter. All Florida vegetables are high just now. Florida tomatoes are selling at $6.50 to $7 a crate. Spinach brings $3.50 to $3.75 per barrel, while $8.50 per barrel is asked for new potatoes.

Potatoes, per bag	0 65	0 85
Parsley, per doz. bunches	0 40	1 00
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	1 00
Home-grown cabbage, per bbl	0 75	1 25
Tomatoes, Florida	6 50	7 00
Egg plant, per doz	....	2 75
Red onions, brl	....	3 00
Turnips, bag	....	0 60
Water cress, per doz	....	0 75
Grand Rapids lettuce, per box	2 00	2 25
" " per doz	....	0 50
Boston lettuce, per doz	0 80	1 50
Sweet potatoes, per basket	....	2 25
" per bbl	....	5 00
Celery, per crate	6 00	6 50
Spinach, per bbl	3 50	3 75
Cucumbers, per doz	....	3 00
New potatoes, per bbl	....	8 50
Mushrooms, per lb	....	0 60
Brussels sprouts, per quart	....	0 13
Carrots, per bag	....	0 50
Horse radish, per lb	....	0 15

ONTARIO MARKETS.

Green Fruits.

The fruit market continues active on increasing demand. Of course the trade is as variable as the weather, but the oncoming of Spring is heralded by that occasional burst of temperature that inspires an appetite for fresh fruit.

Oranges are higher, so are lemons, and the tendency is still in that direction. At any rate the market is very strong. "Never saw it so strong," is the comment of one leading house. "All cars coming now are iced, and that means 25c. a box," said another dealer. The quality of the fruit, however, continues fine and makes some return for the increased cost.

Florida strawberries are beginning to come in in small consignments and are going at 60c. a full quart box. The first carload was shipped to New York last week. Very mild weather will bring them here in quantities. Indications point to an excellent crop both in Florida and North Carolina. The weather has been favorable and there have been no setbacks.

The prospect for pines, both Cubans and Bahamas at reasonable prices, is very good. Small shipments are coming in now and they will be brought in in quantities as soon as the weather permits.

The first cases of the new crop of California asparagus have arrived. It is quoted at 65c. a bunch.

Oranges, California, 96's to 126's, per box		4 00
" " 150's to 176's to 200's, per box		3 75
" " 216's, per box		3 50
" " 250's to 288's, per box		3 25
" Mexican, 126's to 250's, per box		2 75
" Valencia, 420's, to 714's, per case	4 75	5 75
" Marmalade, 160's to 240's, per box	2 40	2 50
Lemons, Messina, 300's 360's, per box	2 75	3 25
Grapes, Almeria, per barrel	5 50	6 50
Cranberries, fancy Jersey's, per barrel, nominal	13 00	
" " " per case, "	4 50	
Apples Spies, XXX, per bbl	5 00	5 50
" " XX, per bbl		4 00
" Baldwins XXX, per bbl.		4 50
" " XX per bbl		3 75
" other Winter varieties XXX, per bbl		4 00
" " XX, per bbl	3 00	3 50
" farmers', per bbl	2 00	3 00
Bananas, per bunch, firsts	1 75	2 00
" " Jumbos	2 00	2 50
Red bananas, per bunch	2 20	2 25
Strawberries Florida per quart box		0 60
Pineapples, Cuban's 16's, per case		4 75
Grape fruit, Florida, 48's to 80's, per box	5 00	7 00

Vegetables.

The vegetable market is showing signs of Spring and trade is lively. The new stuff is beginning to come in from the south, potatoes from Bermuda, asparagus from California, tomatoes from Florida. The week also shows a number of price variations. Onions by the bag are 15c. to 20c. cheaper because of a light demand and ample supply. Radishes are down 10c. with the increasing supply. There is much greater range for cucumbers. Parsnips are 15c. a bag cheaper, the milder weather increasing the supply. The potato trade holds normal with prices unchanged from last week.

Potatoes, kiln dried sweet, bushel hamper		2 00
" New Brunswiek, per bag		0 90
" Ontario, per bag	0 75	0 78
New potatoes, Bermuda, per bush		3 00
Onions, per bag	1 10	1 20
Onions, Spanish, per small crate		1 00
" large cases		3 00
Onions, green, per doz. bunches	0 10	0 15
Cabbage, per bbl	1 75	2 00
Cauliflowers, California, per crate	3 25	3 75
Beets, per bushel		0 50
Carrots, per bag		0 60
Lettuce, per doz. bunches	0 30	0 35
" imported, per doz.	0 35	0 50
" Boston head, per doz		1 50
Radish, per doz.	0 40	0 50
Cucumbers, hothouse, per doz.	1 50	2 75
Mushrooms, 1 lb. boxes, per lb		0 80
Celery, Californian, per case		6 00
" " pony case		3 25
Asparagus, California, per bunch		0 65
Beans, white, prime, bush		1 75
" " hand-picked, bush		1 90
" Lima, per lb		0 07
Tomatoes, Floridas, 6 basket crates		7 00
Rhubarb, 1 doz. bndls.	0 90	1 15
Broccoli sprout, pck		0 40
Spinach, bush		1 00
Leaks, per doz		0 25
Artichokes, per peck		0 25
Parsnips, per bag		0 60
Watercress, per doz. bunches		0 20
Egg plant, per doz		1 55
Peppers, green, per basket		1 25
Squash, Hubbard, per doz		2 00
" butter, per doz		2 00
Oyster plant, per doz		0 40

ST. JOHN, N.B.

Green Fruits.

Apples, for best stock, sell at high prices; there is but a limited supply.

In oranges the tendency in all grades is upward. A few Jamaicas still offered. Floridas are little seen.

Lemons are of good quality and cheap.

A few Malaga grapes still offered.

In bananas a few more seen, but business still small.

No cranberries.

MANITOBA MARKETS.

Green Fruits.

Oranges and lemons are advancing owing to unfavorable weather conditions in California, and still higher prices may be expected.

ORANGES AND LEMONS.

Fancy California navels, 126's to 250's, per case	$4 50
Marmalade oranges, 126's to 250's, per case	5 50
California lemons, 300's and 360's, per case	5 00

ONTARIO WINTER APPLES.

Spies, fancy, XXX, per bbl	$7 00
" " XX, "	5 00
Bananas (per express only)	3 00 3 50
Almeria grapes, per keg	7 00
Winter pears, (B.C.), per case	2 50
Cranberries, (Jersery), per bbl	12 00

Vegetables.

Valencia onions, (large cases)	$4 50
Spanish onions, per case	1 25
Native onions, per lb.	0 03

To Wholesale Grocers of Canada

GET BUSY

is our Motto for 1906 and we want your orders for Canned Sea Foods:

¼ Oil Sardines	(Sanitary can)	100 tins to case
¼ Oil Sardines	(Hand made)	100 " "
¼ Mustard "	"	100 " "
¼ Tomato "	"	100 " "
¾ Mustard "	"	50 " "

Also Herring in Tomato Sauce, Kippered Herring, Kipperines in Cartons and Tins, Clams, etc. Every tin guaranteed. Price lists and information furnished promptly on request. Write or wire your order to

CONNORS BROS., Limited

BLACK'S HARBOR, N.B.

Season 1906

HORSE SHOE SALMON

Now in Store

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces.

WALL PAPER

WHAT provision have you made for making new business and increasing your net profits during the coming season? Money is to be made in business. Many men are making comfortable fortunes.

Are you going to be satisfied with the same business, the same customers, and the same profit this year as last? Or are you going to strike out into new lines and compel new business in your store? These are pertinent questions and they are asked to you, the reader. Is it not enough for you to consider them general propositions which are subject to general theorizing. The point is for you to apply them to yourself and to settle what you yourself are going to do to answer the questions practically and profitably.

The above shows pattern 380 with Grasscloth ground, from "The Menzie Line" for 1906. This effect is specially adapted for dining and reception rooms, and gives most pleasing results when used in two-third treatment with plain Grasscloth 510, for lower.

Wall Paper Department! Probably some merchants have never thought of such a thing. If so, don't let the novelty of the idea scare you. Carpets and curtains are manifestly a part of the general stock, and wall papers are essentially part of the same department. They pertain to the same class of decoration. It would be in the last sense arbitrary to say that it was right to sell decorations and coverings for windows and floors and not for the walls.

Nothing can be urged against the inclusion of wall papers as a department of the general store. On the contrary, the reasons for doing so are numerous and apparent.

THIS MONTH OPENS
YOUR WALL PAPER BUSINESS
Therefore—finally scrutinize your samples. DO IT THOUGHTFULLY.
CONVINCE YOURSELF absolutely that NOTHING YOU'LL NEED is omitted.
Write for prepaid samples of Lines you lack.
Supplement your orders for Lines you're light in.
Get Ready! Goods are in stock. We deliver immediately.
Eliminate the last chance of disappointment and definitely ensure success by fully stocking with STAUNTONS' 1906 Lines.
Every Coloring in each Design A SWIFT, SAFE SELLER.
TRADE ONLY SUPPLIED.
STAUNTONS LIMITED
OF TORONTO
MAKERS OF WALL PAPER

PICTORIAL ADS
DO YOU ILLUSTRATE YOUR ADS.?
A bright design often goes a long way to increase the effectiveness of a good advertisement.
Our Pictorial Ad. Department is designed to assist our patrons to improve the quality of their advertising at the lowest possible cost.
Our artist will submit sketches to suit any trade and finish sketches when approved.
Just the actual work of artist and cost of plate will be charged for..
Your advertisement will stand out distinctively. It will be exclusive. It will pay.
Don't hesitate to ask for what you want. We will see that you get it promptly.
Pictorial Advt. Dept.
The MacLEAN PUBLISHING CO., Limited
Montreal, Toronto, Winnipeg.

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietor. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private board $12 to $14 per week.

BOARD AND ROOM

"THE ARGYLE,"

Mrs. FRASER Cedar Avenue, HAMILTON, BERMUDA
Terms moderate. Also furnished cottages.

THE AMERICAN HOUSE

A. PASCHAL (Prop.) HAMILTON, BERMUDA
Centrally located. Open all the year round.

WOODSIDE BOARDING HOUSE

(CORNER OF MAIN AND LAMAHA STREETS, GEORGETOWN, DEMERARA.)
Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress E. COTTAM.

WINTER RESORT—QUEEN'S PARK HOTEL.

PORT OF SPAIN, TRINIDAD, B.W.I.
JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in
OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop.

DOMINION HOUSE

W. H. DURHAM, PROPRIETOR. RENFREW, ONTARIO
The most popular Hotel in the Ottawa Valley.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WE HAVE EVERY FACILITY TO TRANSACT
YOUR BANKING BUSINESS
AND INVITE YOUR ACCOUNT

THE METROPOLITAN BANK.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

SAVINGS DEPARTMENT at all branches.

Interest allowed on deposits of one dollar and upwards

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office	Capital -	$1,500,000.00
Toronto,	Assets, over - -	3,300,000.00
Ont.	Annual Income -	3,890,000.00

HON. GEO. A. COX, President.
J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION

W. H. BEATTY, President.
W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.
HEAD OFFICE, - TORONTO, CANADA.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.
Incorporated 1833

CASH CAPITAL, $850,000.00.
TOTAL ASSETS, $2,043,678.59.
LOSSES PAID SINCE ORGANIZATION, $25,868,544.80.
HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.
HON. GEO. A. COX, President. J. J KENNY, Vice-President
P. H. SIMS, Secretary. and Managing Director

Lowney's Cocoa is a triumph in pure food products. It is the **best** cocoa made **anywhere** or at **any price.**

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street, **BOSTON, MASS.**

CANADIAN BRANCH: 530 St. Paul St., Montreal

BUILD UP
AN HONEST BUSINESS

Sell only HONEST GOODS

THE CONFECTION
OF PERFECTION

STEWART'S

Chocolates and Bon Bons

PUREST——BEST

"CLINCH"

BUSINESS FOR YOU

WRITE FOR PRICES **DO IT NOW**

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

After all is said and done

MOTT'S
CHOCOLATES

are the most satisfactory and reliable in Canada—

"Diamond" and "Elite" brands

FOR SALE BY ALL JOBBERS

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, Montreal — R. S. McINDOE, Toronto — JOS. E. HUXLEY, Winnipeg

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

MORE CARE AND THOUGHT NEEDED.

The question for the grocer is, how to make the candy trade more profitable.

In the first place candies known through the reputation of the maker to be as nearly pure as possible should be the only ones purchased. It will pay best to lay in the stick and sugar candies, peppermint, licorice, etc., for the country trade, with a few trays of higher grade chocolates for the class of trade that will demand them.

It will also pay to get a neat, attractive glass case in which to display the candies. Keep the bulk candy in an attractive looking pile, and the higher grades neatly arranged on their trays. Have the interior of the case as inviting as possible. Use some soft tinted, crinkly paper on the floor of the case and be careful to keep flies out of it, and any other extraneous matter that might accidentally get inside the case.

Have the case where it can be seen to advantage, and it would not be a bad idea to run in your newspaper ad now and then a paragraph calling attention to your line of candies.

COMING OF THE MAPLE SEASON.

With the sap season probably close at hand, the prudent sugar-maker will be ready in ample time to make the most of the flow. The wood for fuel ought to have been cut months ago, but if not, yellow birch can be used fresh cut and will answer fairly well. The outfit should be gone over and the spouts, pails, tanks and evaporators scalded and cleaned. The market has slight use for dirty or tainted sugar. In large groves the pipe lines should be inspected and the roads cleared of brush.

Cost of Equipment.

Many small producers are handicapped by lack of modern equipment, a drawback which means waste of labor and fuel and a smaller and poorer crop. To equip a fifteen-acre grove with spouts, covered buckets, tanks, sugar-house and evaporating machinery costs about $35 per acre. The interest and wear would amount to perhaps ten per cent. yearly or $3.50 per acre, an amount which in average seasons would be repaid several times over as compared with the net results when using out-of-date, worn-out equipment.

Small Cost of Labor.

A sugar grove, especially an early flowing one, can be made to pay good rent and good interest on the cost of equipment and material, also cost of extra labor in gathering, and tolerably fair pay for the working foreman, who should be the owner. That is about all that is to be expected under average conditions. The sugar crop is no bonanza, provided everything is reckoned in a fair market basis. But it comes at just the time when the farmer, his family and the men have the time and inclination for work of this kind, for which they receive just a fair return, not much more.

Should Sell Higher.

To be sure there ought to be a wider margin of clear profit to compensate for the uncertain, variable nature of the crop, and in consideration of the fact that the farm owners in certain limited localities have virtually something like a monopoly of the commercial maple sugar business. Maple sugar of high grade ought to sell, not for eight or nine cents per pound, but for at least the price paid during the period from 1882 to 1885, when the range was twelve and a half to thirteen cents.

Effect of Adulteration.

Since then the product of genuine maple sugar and syrup has not increased, although the population to be supplied and the total demand are vastly larger. The fact is that the various adulterations and mixtures have been gradually killing the market.

CANADA BISCUIT CO. DIVIDEND.

The assets of the Canada Biscuit Company have all been realized upon by the assignee, Mr. Osler Wade, except the book debts, which are spread all over Canada and amount to about $5,000. Mr. Wade recently announced a second interim dividend to the creditors of 20 cents on the dollar. The previous one was also a 20 per cent. dividend. The shareholders who invested $225,000 sustain a total loss.

CANDY DEPARTMENT AS AN ADVERTISEMENT.

The candy department of the country store is one of the lines which, in most instances, does not receive the full amount of attention. A candy department can be made as profitable as any of the other departments if a larger amount of space and attention is devoted to it, and it will form a profitable side line and trade bringer.

The candy department, as a matter of fact, can be made into a natural advertiser for the store. When a good customer and her child come into the store to buy a bill of goods it would be mighty good advertising during the course of their shopping to unostentatiously go behind the candy case, when they reach that part of the store, pick out a few nice pieces of candy, suitable to the standing of the customer, put them up in a neat paper sack and hand it to the child.

There is nothing that so warms the parent's heart to the storekeeper as to witness this little act on his part. A grocer once lost a valuable customer be-

Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

KINGERY MFG. CO.
106 F. Pearl St., Cincinnati

"Who Said Change?"

Did you ever hear of a grocer turning down goods that yield him his best profits? You more likely hear of such a grocer increasing his supply of those "best profit" goods. Just the case with

Who could convince a grocer that there are better biscuits than **PERFECTION CREAM SODAS?** Who could convince him that his policy ought to be other than "Keep up the supply"?

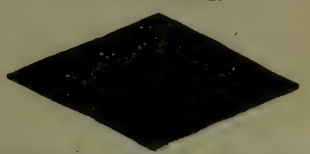
PERFECTION CREAM SODAS are always the same, always best.

Order Them Sure

3-lb. Cards or Tins

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

DIAMOND
Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes PREFERABLE TO FRESH MILK. Can be purchased through any wholesale house.

St. Charles Condensing Co.

Fortify yourself against inclement season.

VAN HOUTEN'S COCOA

Best and Goes Farthest

The Ideal Winter Beverage

Grocers make friends by recommending it.

There is money and satisfaction in handling Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

JACOB'S BISCUITS

Don't forget the name, nor overlook this line of imported biscuits. Made in Dublin, and packed specially for export trade. No finer line of fancy biscuits in the world. Remember the name "JACOB."

Manufactured by

W. & R. JACOB & CO., Limited

DUBLIN, IRELAND

Canadian Agents:
Kenneth H. Munro, 324 Coristine Bld. Montreal
C. & J. Jones Bros., 424-425 Union Bank Building Winnipeg
Wilson Bros. Wharf St. Victoria, B. C.

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

6 1-gal. tins to case, wine measure,	$4.50 per case	24 pints to case, wine measure,	$2.50 per case
12 ½-gal. " " "	4.80 "	12 qrt. bottles,	2.40 "
24 ¼-gal. " " "	4.80 "	5-gal. tin, Imperial measure, 1 to case,	3.90 "

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

THE MONTREAL MAPLE CO.

88 GREY NUN ST., MONTREAL, QUE.

cause he failed to recognize the good advertising that lies in the distribution of a few pieces of candy in this manner. This particular parent had traded at the store for years, and on its changing hands traded with the new proprietor the first month. Previous to that time the old proprietor had always sent a little bag of candy home to the children of the family when the monthly bill had been settled or else gave it direct to the child when it happened to accompany its parent. The new proprietor, however, entirely overlooked the procedure and the upshot of it was that the customer got to buying at other stores and finally lost interest in the old store altogether and traded at another place where they found a more thoughtful proprietor.

If the country storekeeper will pay more attention to the candy department he will realize that the demand for confectionery from his country patrons is larger than he thinks. It may be difficult for him to try to get the village trade for his candy department, especially if there is a regular candy shop in the immediate vicinity. The farmer, however, is a sure customer; his family in most instances has not had its taste cultivated for the more costly grades of chocolates, bonbons, etc., but its desire is for the good, old-fashioned stick candy and cheaper sugar candies.

If he could see the little toddlers in the country home urging papa "not to forget to bring home some candy," and the happy smiles with which they welcome the candy bag on its arrival home, the country storekeeper would realize more keenly that the candy department is one that he should have in his store and one that he cannot afford to neglect when he has it, because the chances are ten to one that the parent will do his trading where he can buy the sack of candy.

WHEN ASKED FOR

"some' gelatine," your safest course is to supply

COX'S

It is so uniform in quality, so clear, so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

Maple Syrups That Sell

are the kind you want. Just order

Stoney Creek Maple Syrup
Royal Maple Syrup

They are steady sellers.

Then there is our

Maple Sugar

that is proving such a favorite. Money for you handling this line.

FOR SALE BY

Imperial Fruit and Produce Co.
Winnipeg, Man.

Provost & Allard Ottawa, Ont.
Forbes Bros. Montreal, Que.

T. KENNEY & SON
Hallerton, Que. Manufacturers

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufaoturers, OWEN SOUND, Canada.

EPPS'S
GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS
COCOA

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

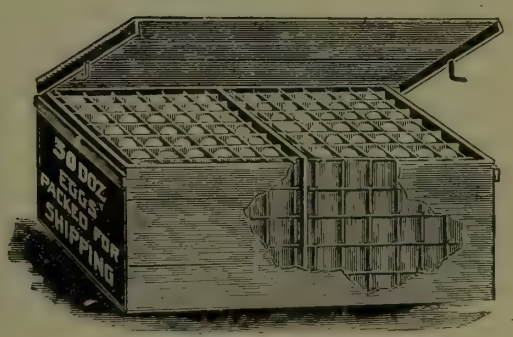
LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

IT'S THE EXCELLENCE of
Shirriff's Flavoring Essences
that increases the sales. No grocer ever receives a complaint. These are the right essences to carry, then, are they not?
Have You a Stock?

MANUFACTURED BY
IMPERIAL EXTRACT CO., - Toronto

EGG CASE FILLERS
Woodpulp and Strawboard

30 doz. Fillers
49 " "



MANUFACTURED BY
The Miller Bros. Co., L't'd
30-38 DOWD STREET
MONTREAL
Board Mills and Filler Factory at GLEN MILLER, ONT.

"'Haste breeds delay' in cigar-making"—
J. Bruce Payne.

Pebble and **Pharaoh Cigars** are genuine. Everybody must admit that.

Grocers, I honestly believe that this genuineness is largely attributable to the fact that at the begining I went slowly—always distinguishing between the worthy and the unworthy both in materials and methods. Here you find one of the foundation-stones of the Payne Principle.

Now and then a new cigar "lights up" on the firmament, makes a glare and dies out, and then another history is written in smoke.

My cigars, the

Pebble and Pharaoh

keep on pleasing the public viewing new arrivals with no alarm. Cigars of "P.P." calibre (even if I say it myself) are not easy to find, because they are not easy to make and because from them the manufacturer get no big profits. The "profits" go into the cigars—perfect Filler, perfect Binder, perfect Wrapper.

It must be patent to any Grocer that from me he will get the best satisfaction the best "cigar with," the best terms, and through, me the best trade.

I ask **you** to look at the **Pebble** and **Pharaoh**—1000 assorted proposition—in that "light."

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

KEEP YOUR
ON
T. & B.

In the run of events you are apt to neglect essentials. One of these essentials is to always keep up your stocks of ***T. & B.***

Should a regular buyer come into your store and find you had no ***T. & B.*** he would be forced to go elsewhere; and that one going might be the seed of a new allegiance, with consequent loss to you.

T. & B. is the favored one. There is no longer any doubt that smokers show a partiality towards it. This partiality is traceable to Merit, to the Reputation of the makers, and to that indescribable something that compels a smoker to say.

"I must have T. & B."

SELL T. & B.! SELL T. & B.! SELL T. & B.!

The Geo. E. Tuckett & Son Co., Limited
Hamilton, Ontario

TOBACCOS, CIGARS AND ACCESSORIES

THE CRISIS ON THE HAVANA MARKET.

To the grocer who has worked up an interest in his tobacco department the present situation of the foreign raw leaf market is one of great interest and importance.

There appears to be no shadow of doubt that the excessively unfavorable season, to which reference has been made in earlier issues, has seriously affected the crop, and that, in consequence, the available stocks held at primal points are much below the requirements of manufacturers.

Manufacturers Caught Napping.

The Havana market has recently been the scene of some strangely exciting moments. The manufacturers themselves appear to have been at sea as to the real state of things and positively refused to accept the situation as laid down by their commission men, and pooh-poohed the situation, saying they would find tobacco at cheaper prices than their commission merchants informed them were ruling.

On their arrival, however, after visiting a few warehouses the first day, and then "talking the situation over" at night time with other buyers who had arrived either at the same time or a few days earlier, they finally concluded that the information given them by their commission merchants was correct and pitched in to buy without further delay, as they easily saw that it was a question of paying the price or getting left.

Soaring Prices.

As each day goes by, the stocks of leaf tobacco in the various warehouses decrease, notwithstanding that owners are just as stiff in their asking prices.

Quite a few parcels have been sold several times over, from one dealer to another, and finally the last to get hold of it, has had to pay a big price.

There seems to be a regular "tobacco fever" raging, and one buyer was overheard remarking to another, "We must be all going crazy" to pay such tremendously high prices. How in the world are we going to get our money back?

The Retailers Position.

The possible effect this situation will have upon the retail trade is one of supreme importance to both the retailer and wholesaler. The first inclination on the part of the dealer is to "kick" against advancing prices, for a manufacturer to raise his prices individually is generally considered to be a mad project, as the average retailer will not stand for any higher figures than he has been accustomed to pay, and the idea that he gets is that an undue advantage is being taken of him.

It is of the first moment, therefore, that the retailer should take in the situation, and realize at once that if quality is to be maintained, prices must advance in proportion to the market values. No manufacturer who has regard for his good name can afford to reduce quality in order to hold prices, and in this he should be fully supported by his retail friends.

CIGAR STORE WINDOW SIGNS.

In the window of Goldvogel Bros.' uptown store, St. Catherine street, Montreal, is an attractive window device which is new to Canada and which should prove of considerable value not only to the retailer as an attraction to his store, but also to the manufacturer who wishes to familiarize the public with the name of his cigars.

It is an immense cigar over four feet in length, and which, despite its large size, is a most natural looking smoker. It is constructed of papier-mache and asbestos, covered in exact imitation of tobacco leaf.

The end of the cigar has a most natural looking ash and one could easily believe it was the real thing. Inside are two electric lamps connected to a patent thermostat which is automatic, causing the current to jump from one lamp to the other—that is to say, while one lamp is lighted the other is out. This condition is reversed every few seconds. It is entirely automatic, depending upon resistance of the electric current for its working, and needs no winding or attention of any kind. One of the lamps is in the ash end of the cigar, which lights up red, exactly as does a real cigar when being "pulled." When this light goes out the word "cigars" appears in brilliant letters on the side. There are no marks on the outside to show where this wording comes from, so that the flashing in and out of the name on the apparently solid tobacco leaf gives quite an illusionary effect.

The "cigar" is most effective at night, or where an artificial light is used. The device is one which should be of interest and is well within the reach of any retail tobacconist who is on the lookout for an effective window attraction.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

ESSENTIALS TO SUCCESSFUL ADVERTISING

1. Must be Well Written.

A good deal has been said and written about preparing advertisements, but to the retailer, in the small town especially, books and addresses do not always appeal. When the capital is small the methods are necessarily small. It is principally to the merchant of small capital, therefore, that these remarks will be addressed.

You are not going to spend much money on advertising because you have not got it to spend, and you are going to be solicitous about results. Also you have no time to look into "reason why" styles except that you hope to develop along this line by persistent practice.

Any person who has a knowledge of the English language can write, though there are a number of people who write without that knowledge. The number of words necessary for everyday conversation has been placed at 3,000. Ostensibly this means plain language, but the number or size of words is never as important as the way the words are formed into clauses, then into sentences. And clarity of statement is so essential to a successful interpretation of an advertisement that it is well worth some study. By "study" I do not mean the perusing of books or the probing into theories, but simply working with a consciousness of weakness, holding to the task with the conviction that "anything will not do."

If you can, in your store, convince people that your goods are meritorious, you can convince them of the same thing through the press and reach an infinitely larger number of people. It is a matter of presenting what you have for sale in the best light.

2. Must Be Well Set.

The value of artistic typography has been both over-estimated and under-estimated. The writer who goes to the trouble of marking type names all over his copy puts too high an estimate on typography, and the writer who never asks to see a proof puts too low an estimate on it.

A good deal can be entrusted to the average compositor. He knows more about type and display than the average ad writer. When a writer has served his time in the composing room and made good use of the knowledge gained he is able to talk authoritatively.

But the real trouble arises not so much from leaving the choice of type to the compositor, but from leaving everything to him. Perhaps he gets a piece of wrapping paper on which is scrawled some names, some prices and general statements. The compositor has first to size the copy up, next to make it out, and last to display it advantageously.

Now, the fact is an ad writer can map out his advertisement as he wants it to appear in print. When he does this he gives the compositor a good chance to select suitable type faces and to devote his talent towards getting balance, chasteness, etc.

Advertisements in manuscript look a hundred per cent. better when written within a ruled space. The edge of the paper is clear and the rudiments of a design is suggested. It does not matter what size of an advertisement you are going to write, rule off a space with your lead pencil (larger than the space you are going to have in the paper because your writing will "spread" more than type) and write within that space. Of course, when the compositor is helped in this way, and the particulars are legibly written, a proof is not absolutely necessary.

3. Must Have an Individuality.

Make your advertisements distinctive. Do not take too much notice of what competitors are saying, for then their expressions are apt to get intermixed with your own. It would be impossible for me to suggest to you ideas that would be individualistic. The moment they left me they would cease to have an individuality. I cannot talk through you and neither can you talk through your clerk. But a theme satisfactory to you can be taken up by a clerk and it is surprising how much of your individuality can be wrapt around it.

You never take much notice of how other merchants talk to customers. Each merchant has his own way. Why shouldn't it be the same when it comes to advertising in a newspaper? If you approach your patrons in an off-hand way in the store adopt an off-hand style of writing. If you employ clear-cut business tactics as a store salesman let the same characterize your advertisements, and so on.

From having seen some half dozen of their advertisements I believe I could select certain merchants' announcements even if their names were not on them. Nothing but the individuality of the advertiser pervading his writings could enable me to do that. It is because writers select first one style and then another that their advertisements are robbed of impressive characteristics. And it is because other merchants choose to be themselves always that the people entrust their confidence to them.

4. Must Agree With Store Policy.

There is a great tendency in modern-day publicity to misrepresent goods. It grows upon a writer to exaggerate virtues and gild weaknesses. But while plausible statements read nicely, truthful statements usually get the business. By being moderate in your newspaper enunciations you keep in better touch with your store—maintain harmony between your outdoor and indoor policies, as it were. Did you ever notice how certain goods have been advertised with tremendous enthusiasm and how the clerk who sold them was lifeless? The enthusiasm of the advertising was not misplaced, but some of it might have been engendered into the clerk.

It is absolutely necessary that salesmen should follow the wording of the advertisement to the letter. I have gone into a store where a clerk has confessed he didn't know certain goods were being advertised at a certain price. Imagine the amount of business such a clerk would personally gather in!

5. Must Follow Up Systematically.

That sounds like mail-order house phraseology, doesn't it? But by "follow-up" I mean that you should form some estimate of sales made from advertising and should always be preparing to push another line of goods "next week."

What you will principally be governed by is season, and while this somewhat limits your scope, you can accomplish a lot by being timely. The moment it is opportune, advertise certain lines, then pass on to others. Articles that sell at a very low price, and sell quite frequently, will not have to be advertised to any great extent unless your competitor makes some move.

If you are announcing a special sale through the papers you can form some estimate of what the announcements did for you by looking into the orders. If you think the patronage extended to you was not representative, then it is time to get out a circular.

You cannot perfect your advertising policy, but you can and ought to know if you are appealing to the people by way of "needs," if you are presenting your case in the best light, and, most important of all, if you are gradually but surely building up a permanent list of customers.

A. A. B.

TRUTH ABOUT ADVERTISING.

Said a man who has had a wide experience in advertising of all kinds: "New advertisers, especially retailers, make a serious mistake when they look for the total net results from advertisements inserted in too short a space of time."

The money invested in advertising earns profits sooner than money invested in any other line of goods that a man can put his money into, but they don't come as soon as some people expect.

You take $100 around to the savings bank to-day, and a year from now $4 will be your profit.

You buy a bill of staple goods to-day, and unless the article is an unusually good seller, your profits will be tied up in the transaction from three months to a year.

In a retail business probably it will

be found to be a fact that profit—the profits that a man can spend or invest in other things—cannot be declared more than once a year.

When a man runs an advertisement in a newspaper, for some reason or other he expects to get his profits the next day, at most the next week. He counts his chickens before they are hatched.

A retailer of my acquaintance who started in business some five or six years ago with a good line of credit, but mighty little capital, told me that he can trace results to advertising and circularizing that he did more than five years ago.

As an actual experience he told me that in 1890 he distributed a few thousand circulars among farmers outside of his territory. The direct results were not unusually satisfactory, and he figured at the time that the investment of about $20 was practically lost. But what happened? Five years after that date there came to him a farmer with a little old faded pink circular that he had sent out. The merchant looked for the goods advertised, but long since they had been sold. However, the farmer bought something else, opened up an account, and has been asteady customer ever since. This one farmer's business is probably worth considerably more than the total investment.

An old land advertising agent who places the business of many order advertisers, tells me that he has known of direct results being received from advertisements inserted as long as ten years ago.

I am to-day receiving replies from advertisements as far back as 1902.

I do not believe that there is an investment of any kind that begins to pay the dividends that the right kind of advertising does.

Certainly the good will of the business obtained partially by advertising is worth considerably more than a business obtained without.

Do not look for results too soon.

Do not decide that an advertisement has been a failure for at least five years.

Be patient.

It takes time to do things in this world.—Ralph Harris in Brains.

FAIRBANK'S STRIKING ADVERTISEMENT.

The N. K. Fairbank Co., Montreal and Chicago, are conspicuous among the prominent advertisers on this continent for the effectiveness of their work and their striking advertising material. Aside from the now world-famous Gold Dust Twins, who have figured prominently in the cartoons of United States and Canadian political campaigns, this company's latest and undoubtedly one of the most attractive and chaste signs is the little "Have you a fairy in your home?" soap display card, copy af which is reproduced above. This card is a stand for the grocer's counter or show case and measures some 24x18 inches. The lithographic work is of the best and the display of the card is a good trade reminder, as well as an ornament to every grocery. Application to the N. K. Fairbank Co., Montreal, will bring information as to how the card may be obtained. It is certainly worth writing for. A post card will bring reply.

"Have you a fairy in your house."

B. B. McAlpin, New York, successor to McAlpin Consumers Tobacco Co., was in Toronto Saturday to conclude arrangements for organization of the McAlpin Co., heretofore the McAlpin Consumers Tobacco Co. This went into effect on the 3rd inst.

A STORE IS KNOWN

by the goods it handles.

HOGEN-MOGEN and ROYAL SPORT

5 CENTS 10 CENTS

are time-tested and their reputation is growing steadily.

Write us for our co-operative selling plan.

THE SHERBROOKE CIGAR CO., - SHERBROOKE, P.Q.

GOOD NEWS

The great steel guns at our Peterborough Mill are now puffing tons of our latest and most wonderful Cereal

Quaker Rice
(Puffed)

This product will meet with instantaneous success everywhere. No other food has the qualities that makes friends and produces business that this has It excites curiosity on sight because of its novelty and beauty. Curiosity will induce the first purchase and the customer's pleased palate will do the rest. It is thoroughly cooked and ready-to-serve after a moment's heating. If you want to be in it from the start, buy it now.

The American Cereal Company

Peterborough, Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

March 9, 1906.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 16, in 4 doz. boxes	2 10
" 8, in 6 "	0 80
" 12, in 6 "	0 70
" 8, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 [illegible]
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	16 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
2 "	5 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 2 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.	
Reckitt's Zebra paste, ½-gro. boxes, per gross.	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
5a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins, per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 5's	0 28

Icings for cake—	
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 34
Fry's "Monogram," ½'s, 14-lb boxes	0 34

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins, 4½ doz. to case				per doz.,	$ .90
1 " " 4	"	"	....	"	2.40
½ " " 2	"	"	....	"	4.75
¼ " " 1	"	"	....	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ¼'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.

12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins..40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins..40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins..42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs..35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ½-lb . pkgs..30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

"KLAUS'S" IMPROVED SWISS MILK CHOCOLATE

Is the best of all Swiss Milk Chocolate. Acknowledged to be the most delicious and wholesome. Manufactured with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. It is bound to be asked for more than ever this year, as it is held in high repute by everybody. It also possesses great nourishing qualities for invalids and children. Shows a nice profit to you and is a good seller.

Don't Be Without It.

Agents for Canada:
ROSE & LAFLAMME, - Montreal

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

CUP QUALITY vs. STYLE

CUP QUALITY WINS OUT EVERY TIME.

We critically test all Teas in the cup before purchasing; therefore flat, insipid and "Bodiless" teas are never sold our customers.

On the above grounds, we respectfully solicit your business.

A postal will bring samples and quotations.

WM. BRAID & CO., - Vancouver, B.C.

BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

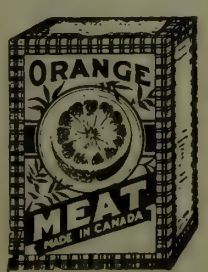
Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 29½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat

Cases, 36 15c. packages	$4.50
5 cas lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.10
5 case lots	4.10
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs.), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
2 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" " black	15 30
Oriole soap	10 20
Gloriola soap	10 20
Straw hat polish	10 20

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

As sure as fate

one sale of

BORDEN'S BRANDS

"Eagle" brand **Condensed Milk** and "Peerless" brand **Evaporated Cream**

will make another—Borden's brands are the acknowledged standards of the world—

There are no better brands obtainable—

—FOR SALE BY ALL JOBBERS—

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05¾
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz 0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05¾
" 3-lb. cartons, 36 lb.	0 05¾
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

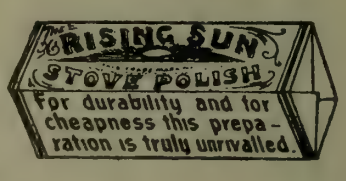
Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Labe , 1's and ½'s	0 22	0 30
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Embossed Label 1's, ½'s and ¼'s	0 70	1 00

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s.	$0 35	$0 50
Blue Label, 1-lb. and ½s.	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$0 42½	
" II 40-lb. boxes	0 37½	
" III 80-lb. boxes	0 32½	
EMD AAA Japan, 40 lb "at	0 30	
" AA 40 "	0 27½	
Blue Jay, basket fired Japan, 70 lbs.	0 25	
"Condor" IV 80-lb. "	0 27½	
" V 80-lb. "	0 25	
" XXXX 80-lb. boxes	0 21½	
" XXXX 30-lb. "	0 22½	
" XXX 80-lb. "	0 19	
" XXX 30-lb. "	0 20	
" XX 80-lb. "	0 18	
" XX 30-lb. "	0 18½	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25	

"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 25 at 0 30
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 50
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 54
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 60

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46	
" Amber, 8s. and 3s.	0 60	
" Ivy, 7s.	0 50	
" Rosebud, 7s.	0 51	
Chewing—Currency, 12s. and 6½s	0 46	
" Old Fox, 12s.	0 48	
" Snowshoe, 6½s.	0 51	
" Pay Roll, 7½s.	0 56	
" Stag, 10 oz.	0 45	
" Bobs, 6s. and 12s.	0 45	
" " 10 oz. bars, 6½s.	0 45	
" Fair Play, 8s. and 13s	0 53	
" Club, 6s. and 12s.	0 46	
" Universal, 13s.	0 47	
" Dixie, 7s.	0 56	

Vinegars.

E. D. MARCEAU, Montreal.	Per gal
EMD, pure distilled, highest quality	$0 33½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities.

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05

WARNING!

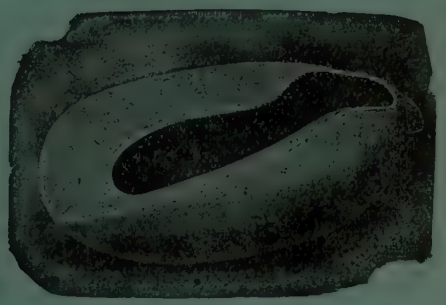
Crescent BM&Co. TRADE MARK Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

TEA HINTS
FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages : Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - Toronto

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

Do you want a

Nice Brass Sign

for your door front

Free?

WRITE AND ASK US FOR PARTICULARS AND HOW TO GET ONE.

GOWANS, KENT & CO. LIMITED

TORONTO

We would like to ask

You, Our Grocery Friend, a question.

Apples are gone for this season so far as the ordinary consumer is concerned, the price being prohibitive as a filler for the workingman's pie.

What Are You Selling Instead?

Perhaps you are not giving it a thought and **without suggestion or protest on your part**, you are allowing the economical housewife to prepare, as a dessert, puddings, etc., from which you derive no benefit.

Allow us to suggest

WETHEY'S MINCE MEAT

Push the line. *It will pay you.*

It has no equal as a trade-winner.

3 Dozen in a Case. *Sold by All Jobbers.*

Write us.

J. H. WETHEY, Limited

ST. CATHARINES, CANADA

CROSSE & BLACKWELL'S

Spanish Olives

Imperial ½ pint and Imperial pint Bottles.

A new and attractive package

C. E. Colson & Son

MONTREAL, Agents.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, MARCH 16, 1906. NO. 11.

Robinson's Patent Barley

Is a Steady Seller
With the BEST TRADE

Your store is the **finest** in the town. And, therefore, you are or should be selling

ROBINSON'S PATENT BARLEY

Liberal sampling among your customers on receipt of list addressed to

Frank Magor & Co., - 403 St. Paul St., Montreal
Agents for the Dominion

Raised on It.

Studying the requirements of your customers pays—seasonable suggestions are always appreciated by them.

Suggest **TABLE SYRUP** particularly now, and solicit a trial of

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

"Crown" Brand Table Syrup

You can offer nothing the equal of "Crown" brand—the most perfect, delicious and richest Table Syrup on the market—

Ask your Jobber for "Crown" Brand

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

PARTICULAR PEOPLE PREFER to wash many articles at home. They are particular enough to use

"QUEEN'S LAUNDRY BAR"

the good honest soap which 4 generations of Canadians have used. They know of its purity and usefulness. It is one of the excellent soaps manufactured by

THE ALBERT SOAPS LIMITED,
MONTREAL

A PROFIT MAKER

Mathieu's Syrup is one of those things that can't help making money for you. It sells of itself because it is intimately known as the finest remedy for all coughs, colds, etc. Quick sales—good profits and satisfied customers are made with.

MATHIEU'S SYRUP

TAR AND COD LIVER OIL

Mathieu's Nervine Powders are an every day money maker. They sell rapidly. Don't be out of stock.

The J. L. Mathieu Co., Props.
SHERBROOKE, P.Q.

National Licorice Co.
Brooklyn, N.Y.

R. S. McIndoe
Selling Agent - 120 Church St., Toronto

The best Jellies on the market are

"KKOVAH"

Guaranteed to be flavored with real Fruit Juices.

"KKOVAH"—above all

SUTCLIFFE & BINGHAM, Limited
17 St. John Street,
MONTREAL.

Increase Their Faith!

"Price", is an argument for trade but "quality" goes far ahead of it. *Quality holds* trade while price attracts for the moment only. Sell *standard goods* and you increase the faith your customers have in the service of your store. It pays to "increase their faith."

By Selling These Goods.

Felix & Co. Italian Macaroni

Always the same delicate, tender Macaroni that makes for ***permanent*** trade. Most attractively labelled and packed. Macaroni that will "increase their faith."

Griffin & Skelley's Dried Fruits

"The pick of the pack" from the finest vineyards and orchards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes. "Increase their faith" by selling them.

"Thistle Brand" Maple Syrup

A rich, clear, pure **Maple Syrup** that reminds you of boyhood days way up among the sugar trees. Always the same, and always choice.

A Maple Syrup that will "increase their faith."

"Thistle" Brand Canned Fish

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

Arthur P. Tippet & Co.

8 Place Royale, Montreal
20½ Front St. E., Toronto

Manufacturers' Agents and Brokers' Directory

BARBADOES, W I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins', Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St John, N. B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON, ONT.

Long Distance Phones
OFFICE 715 HOUSE No. 1556
Norman D. McPhie
Broker and Commission Merchant
OFFICE, 58 KING ST. E.
HAMILTON, - ONT.

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
Montreal.
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 23.

W. E. FELLOWES
Manufacturers' Agent and Commission Merchant
6 St. Sacrament St. - - Montreal.
I am open to introduce a few new lines of high-class grocers' specialties. Could handle a line of Canned Goods and Sauces.

Phone Main 2881.
LEON TANGUAY
Commission Merchant
Manufacturers' Agent
Country Produce
197-199 ST. PAUL ST., - MONTREAL, CAN.
Correspondence solicited.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. E., TORONTO
Calling on best Grocers and Mfg. Confectioners.
Could handle another first-class specialty for Manufacturers.

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

LEONARD BROS.
COD FISH
on spot. Phone, write, or wire us your order.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

A. F. MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask.
Office, 8 Main Street.

WINNIPEG.

CALGARY STORAGE
In a new brick block centrally located
Dingle & Stewart
Winnipeg, Man. - Calgary, Alta.
COMMISSION BROKERS.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited.

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

(*Continued on page 56.*)

Hamilton, March 16th, 1906.

RE EARLY JUNE PEAS

Dear Sir,—

A few weeks ago we emphasized the handsome profit to you in selling Our Extra Fine Sifted Peas (Petit Pois), and we took occasion to point out the merits of these goods and their superiority over the imported article, thinking to assist you in making sales.

Last week we discussed with you our second highest grade of Peas—the Sweet Wrinkle, and we trust that you have put some of these Peas into stock, if you did not have them before.

This week we call your attention to our Early June Peas. Our Early June Pea costs you only a trifle more than the ordinary Standard Pea. At the same time it gives you a larger margin of profit.

As we mentioned last week, our aim in Packing Peas is to produce an article which when opened will present a bright, clear liquor, Peas evenly graded, uniform in color, tender, sweet and attractive in appearance.

While our Early June Peas are, of course, not as fine as our Sweet Wrinkle Peas, they are of excellent quality, and are good enough for the most fastidious. Do not forget to impress upon your buyers that our Canned Peas are preferrable to fresh Peas, as they are thoroughly sterlized, and are absolutely pure.

Do not forget our brands, viz.: "Aylmer", "Log Cabin", "Horseshoe", "Auto", "Little Chief", "Lynnvalley", "Maple Leaf", "Kent Lion", "Thistle", "Grand River" and "White Rose".

Yours respectfully,

CANADIAN CANNERS, Limited

Still Forging Ahead !!!

Alarmists would have you believe that **Ceylon Tea**—that great favorite of the Canadian public—is fast falling short, in fact, is almost in its death throes.

Be not deceived by such self-constituted advisors. The growth of **Ceylon Tea** was never more flourishing or more perfect. The official statistics are now available and state that the quantity of **Ceylon Tea** distributed during the year reached the excellent total of 172,629,960 lbs., which was **13½** million in excess of the figures of 1904, and **23½** million in advance of 1902.

Ceylon Tea has "forged ahead" on intrinsic merit alone. The grocer who would "forge ahead" of competitors must see to it that he sells only

Ceylon Tea (Green and Black) Canada's Favorite.

THE HOUSE FLAG

One of the big Ocean Liners might be delayed or wrecked through a screw loose or some defect in one of her engines. The passengers woud'nt know why—but the Chief Engineer would. He knows it was the fault of the builder of the engine—it wasn't made right.

People often ask "Why is it that other teas are not as good as Red Rose?" They know there is a screw loose somewhere; but don't know why.

I do, because I am like the Chief Engineer of the Liner. I know Tea as he knows an Engine; and I employ skilled men whose sole business is to make Red Rose Tea without any loose screws—to make it as good as tea can be made. This is why the Red Rose ship is always breaking records and pleases her passengers.

The officers and crew are alive to your slightest wishes. Will you book a passage for the next trip?

One of my travelling passenger agents will call at your bidding.

T. H. ESTABROOKS

ST. JOHN TORONTO WINNIPEG

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

GILLETT'S
PURE POWDERED
LYE

Ready for Use in Any Quantity.

For making SOAP, softening water, removing old paint, disinfecting sinks, closets and drains and for many other purposes. A can equals 20 pounds Sal Soda.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

It is the poorest business policy for the grocer to try and "make do" with inferior goods. In

STERLING
BRAND
PICKLES

One has a line of goods that'll "make good" the best promise he may give his customer.

All Leading Jobbers

The T. A. LYTLE CO., Limited
TORONTO, Can.
CANADA'S GREATEST PICKLE FACTORY

Why is such a dead set made against JAPAN TEAS by subsidized planters?

Imitators in any line of business always select their most thoroughly established competitors for attack—So it is with JAPAN TEAS—these teas are unapproachable and inimitable in quality and the purest and healthiest as well as cleanest grown—and will not be displaced by specious arguments—

The wise grocer keeps on buying

JAPAN TEAS

When You Want the BEST **PURE OLIVE OIL**

Ask and Get "RAYON D'OR"

GROWN, MANUFACTURED, PACKED BY

MENGERT, GAGNOLI & CIE, BARRI, LUCCA, NICE.

Formerly SUAUT & CIE.

Write for prices and samples to J. RUSSELL-MURRAY, 6 St. Sacrament St., Montreal, Sole Canadian Agent

Many of One Mind

Great orators weld men's minds together with eloquent words,
Some business men do the same with eloquent goods.
Once they are impressed by the solid worth and sterling qualities of

WOOD'S COFFEES

you will always have a hearing. Our system of introduction makes the beginning easy.

CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., - - MONTREAL.

MAPLE SUGAR

Largest Exporters of

PURE BEAUCE COUNTY SUGAR

D. RATTRAY & SONS

QUEBEC Montreal OTTAWA

THEY

Sell Well

Show a Nice Profit.

Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

Solves the Coffee Problem

Remember the name

Paterson's Camp Coffee Essence

A PAYING ARTICLE TO PUSH

ROSE & LAFLAMME,
Agents, Montreal.

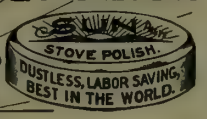
THE WELLKNOWN AND RELIABLE CAKE.

RISING SUN STOVE POLISH

&

SUN PASTE STOVE POLISH

TINS GUARANTEED TO THE TRADE



OUR GUARANTEE

is absolute and is printed and packed in each box of **SUN PASTE** Stove Polish. It is unlimited. If the goods are ever found defective in any way, all you have to do is to notify us. We do the rest. But you need not be surprised when you find that **RISING SUN** Stove Polish in Cakes and **SUN PASTE** Stove Polish in tins are just about right. These are the goods that please the customer, and you know that a customer pleased is a customer coming back to you for more.

MORSE BROS., Props., - - Canton, Mass., U.S.A.

6c.

The German Starch Co.

are manufacturers of a Special Starch for family use. This preparation is entirely different to all other starches sold in this country.

1st - It gives the finest gloss and stiffening to shirts, collars, etc.
2nd—Its use slides the iron smoothly "like skates over the ice."
3rd It leaves a fragrant and pleasant odor while using and on the linen.

Remember price is only 6c. } **All these qualities for 6c. per lb. to the grocer—1 lb. boxes—cases 4 doz. Do you want this rapid seller ?**

ADDRESS—

German Starch Co.

101 Mount Royal Ave., - - MONTREAL

YOU CAN IMPROVE YOUR COFFEE TRADE

There is absolutely no question about it—Possibly you are satisfied to go along in the same old RUT—"no complaints" and "so forth"—but the vital fact remains, that the wide awake merchant can stimulate and infuse new life into his Coffee Trade, by the use of

DIAMOND E. BLEND

The finest full-flavored, heavy-bodied Coffee we have placed on the market—Test this statement—We will ship you a tin on a 30 day trial basis, to be returned at our expense, "If THE TRIAL DOES NOT PROVE A CONVINCING ARGUMENT"—We are just in receipt of a repeat order from a customer (for 2x50-lb. tins,) who took a tin on a trial basis less than one month ago—WHY? It's a case of Genuine Merit, guaranteed by a reputation of over half a century. Write to-day.

S. H. & A. S. EWING, - MONTREAL

MOLASSES

See our Travellers

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

OUR PLATFORM

FOR REINDEER MILK
JERSEY CREAM

Reliable goods—the best product from the purest material.

Attractively labelled cans—an ornament in every grocer's display.

Prices and terms to the wholesale trade arranged on a sound business basis—strictly adhered to.

The interests of the retail trade well looked after.

EVERY CAN ABSOLUTELY GUARANTEED

The above applies equally to

REINDEER COFFEE
REINDEER COCOA

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

SALMON

We have good value in a Pink Cohoe Salmon, 1-lb. tall tins, to retail 2 for 25c.

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

A Matter of Dollars and Cents

Tea selection is always a matter of dollars and cents.
But that does not mean that you are to go after bargains and lose customers.

Blue Ribbon Ceylon Tea

is not a "bargain" tea. It is a "customer-getting," "sells-on-its-own-record" tea. It's record is good ; hence the GOOD sales.

With every package of **BLUE RIBBON CEYLON TEA** there goes a customer, as it were.

"Red Label" Line is the grocer's DOLLAR-MAKER. It never fluctuates in price or quality. It's a safe investment—the safest in the ranks of Teadom.

Experience Counts

We know how to make good starch—time-saving labor-saving, money-saving starch—because we have studied the Starch Question.

We believe that

IVORINE
COLD WATER
STARCH

is at the top of the industry because of that experience of ours.

A conviction moves us to say : **It is essential that you take advantage of our experience and become an "Ivorine" man.**

$2.50 case of 40 pkgs.
Of all Jobbers.

St. Lawrence Starch Co. Limited
Port Credit, Ontario

Aubin's Patent Refrigerators

GROCERS should not be without one

Perfect Dry Air Circulation System
Highest Testimonials from Leading Grocers in Canada

Made in 10 styles

Silver Medal Quebec Exhibition
Diplomas—Ottawa, Montreal and Toronto

WRITE FOR CATALOGUE

C. P. FABIEN, Proprietor and Manufacturer

OFFICE AND FACTORY	WAREROOMS
3167 to 3171 Notre Dame St.	4 to 18 Fabien Ave.
MONTREAL, CANADA	31 to 45 William St.

Branches at Ottawa, Winnipeg and Windsor, N.S.

The Holbrook Challenge

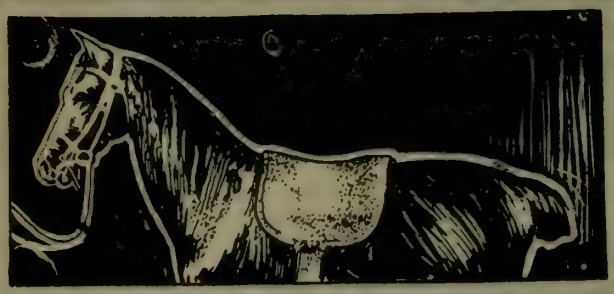
After comparing with other brands, hundreds of Canadian Grocers have declared

HOLBROOK'S GENUINE . WORCESTERSHIRE . **SAUCE**

to be the best value on the market to-day.

Sold at 25c. per bottle, a medium and popular price.

HOLBROOK'S LIMITED 28 Front St. E. **TORONTO**



Time to "tone up"

the horses, cows, sheep and poultry that are owned by so many of your neighbors.
What, too, about that horse that has worked so hard for you during the trying winter months?
Nothing half so good as

Pratts Food for Horses and Cattle
Pratts Poultry Food

The Greatest Animal Regulator known.

A great line for quick sales particularly at this time of the year. Our special advertising offer is very attractive cheerfully sent on request.

THE ROBERT GREIG CO., LIMITED
TORONTO

M.

CROCKERY DEALERS

Have you ever examined our line of

English Black Rock Teapots?

We have splendid varieties of both ***PLAIN*** and ***DECORATED,*** at prices which will surprise you. Ask to see them.

THE JOHN L. CASSIDY
CO., LIMITED,
MONTREAL

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

Purnell's Sauce

England's Most Popular Worcestershire

Samples and Prices from our Agents:

Strang & Co., Fort Street, Winnipeg.

A. J. Hughes, Notre Dame Street, Montreal.

C. E. Jarvis & Co., Vancouver, B.C.

J. Westren, 630 Ontario Street, Toronto.

R. Jardine, St. John, N.B.

H. Haszard, Charlottetown, P.E.I.

B ckle & Greening, Hamilton.

ESTABLISHED 1750

ASK FOR SAMPLE

St. Kitts Molasses

75 Half-Barrels - Gall., 26c.

L. CHAPUT FILS & CIE.

Wholesale Grocers
Importers Wines and Liquors
MONTREAL

A SNAP

A FINE
STRONG
SWEET DRAWING
COLORED GREEN

Ceylon Tea

Chests and half-chests — While it lasts 12½c. lb.

Good value for a QUARTER retailer

Get a sample—you will order

THE EBY, BLAIN CO., LIMITED
Wholesale Tea Importers TORONTO

ROWAT'S PICKLES and OLIVES

In all Sizes of Packages
Sold from Halifax to Victoria
Ask your Jobber for Prices

AGENTS:

Snowden, Forbes & Co., 449 St. Paul St., Montreal.

H. R. Silver & Co., Halifax, N.S.

F. H. Tippet & Co., St. John, N.B.

Reginald Lawson, Union Bank Bldg., Winnipeg, Man.

C. E. Jarvis & Co., Flack Block, Vancouver, B.C.

MOLASSES

to arrive in a few days ex S. S. Orinoco.

Dacosta new Barbadoes which we quote at 28c. per gallon.

We have special low prices for May delivery. Ask for them before placing your order for year's supply.

PORK

Demand is good our prices are good, lower than present market warrants.

LARD

Our stock very large. Premium pure kettle rendered Lard at only $2.35 per pail, to introduce it.

HOVA TEAS

If you have not yet stocked these you better do so early and get a large share of the business. Remember we give free 1-8 lb. package samples for consumers.

S. J. MAJOR, Limited

Wholesale Grocers Importers of Smallwares of all kinds, Papeteries, etc.

OTTAWA

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

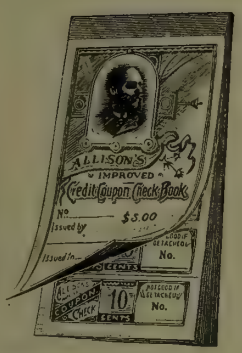
96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System.**



IF A MAN WANTS CREDIT

or $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

W. P. KAUFMANN
19 Caer Howell Street, TORONTO
Analyst & Consulting Chemist
Advice regarding processes of manufacture and technical applications of chemistry.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.
King's Cross
London. Eng.

INVESTIGATE

What we claim for

JAMES' DOME BLACK LEAD

and you will admit that its the best Stove Polish for you to handle.
Pays your customer well and pays you well.

W G. A. LAMBE & CO., Canadian Agents.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.

Pulverizing ½ lb. per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros, Montreal.
Gorman, Eckert & Co., London, Ont.

The MONARCH TYPEWRITER COMPANY, Limited
TORONTO, ONT.

Gentlemen:—In enclosing you our order for another of your MONARCH VISIBLE Typewriters, we wish to state that the one we secured from you about a year ago has given us splendid satisfaction.

Yours very truly,
THE ONTARIO LUMBER COMPANY, Limited
(Sgd.) A. E. Cates, Secretary.

THE PERFORMANCE OF THE MONARCH VISIBLE WILL PLEASE YOU

The Monarch Typewriter Company, Limited
3 Toronto Street, Toronto, Canada
BRANCH OFFICES:
Montreal, P.Q., 23 St. John Street. Hamilton Ont., 14 Main St. East.
London, Ont., 110 Masonic Temple.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL, Aberdeen, Scotland, is always ready to handle consignments of Canadian produce. Aberdeen is a developing market. Won't you at least give it a trial? Others did so, were satisfied, and continue shipping. Personal attention. Prompt returns.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15 per year.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

P. & F. Vincentelli Makers and Exporters of Candied Peels
Daily capacity of our plant: ten thousand lbs.
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

This space $30 per year.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

This space $15 per year

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

This space $30 per year.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

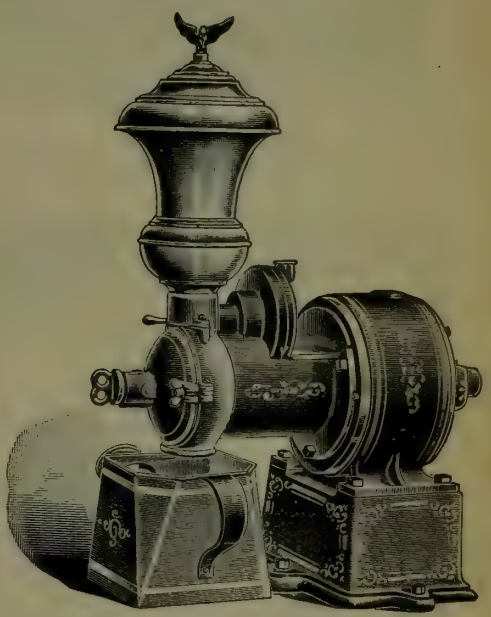
"ENTERPRISE" PAYS

The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery.

The illustration shows our mill No. 83 fitted with ¼ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize ¼ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.



THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.

A System to Increase Trade

Put aside detail work when the same result may be obtained in less time and at less cost by automatic machinery. The hustling retailer of today must have time to look after the wants of his customers and keep his stock up-to-date to attract trade.

A National Cash Register handles accurately, cash sales, credit sales, money received on account, money paid out and money changed, and leaves the mind of the retailer free to interest his customers and plan a larger business for the future.

Retailers are invited to send for our representative who will explain N. C. R. System.

Tear off here and mail to us today

N. C. R. Co.
Dayton Ohio

Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy

Name

Address

No. of men

Walker Bin Interior.

CONSIDER THE LOSS that results each year from an untidy, unattractive and inconvenient store—

Loss from shrinkage
Loss from dirt
Loss on shelf-worn stock
Loss of time and labor
Loss of customers
Loss of PRESTIGE

The Cost of Installing Walker Bin Fixtures

providing attractiveness, cleanliness and convenience **IS SMALL IN COMPARISON.**

They not only increase business, but give CHARACTER to it.

Write for Illustrated Catalogue. *Spring is the best time*

THE WALKER BIN AND STORE FIXTURE CO., LIMITED

BERLIN, - ONTARIO.

100 CANDLE POWER

½¢ PER HOUR

AUER GASOLENE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

ELECTRIC POWER COFFEE MILLS

This cut shows one of the designs we are making.

Fitted with ¼ H P. Motor furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them

PATENT QUICK SIFTER and MIXER for all kinds of Powders.

Machinery for the preparation of

TEA, COFFEE, COCOA, CHICORY, PATENT FOODS, FRUIT, ETC.

PATENT **GAS-HEATED ROASTERS,** INTERNAL OR EXTERNAL FLAME. IMPROVED ROASTER, FOR USE WHERE GAS IS NOT AVAILABLE, FOR COKE, WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

PATENT AUTOMATIC TEA MILLING, BLENDING, SIFTING AND PACKING MACHINERY.

QUICK MIXERS FOR BAKING POWDER, COFFEE AND CHICORY, SPICES, ETC. STEEL AND STONE MILLS. **FRUIT CLEANING AND DRESSING MACHINERY.**

THE GROCERS' ENGINEERING CO.

Cole Street, Swan Street (Late WAYGOOD-TUPHOLME LTD.)

LONDON, S.E., ENGLAND

Illustrated Catalogue Mailed (Post) Free.

DO YOU WANT TO BUY

A Boiler, Engine or Machinery?

If you are a subscriber of The Grocer you can insert a notice free in

CANADIAN MACHINERY

MONTREAL TORONTO

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 138 Front Street, NEW YORK.

There is a World of Meaning

in the simple statement that over

200,000

Bowser —Self— Measuring Oil Tanks

have been sold and also that we don't ask you to take our word in regard to the merits of our outfits, but

Refer You to Any User

The Bowser Tank does away with the use of sloppy measures and funnels. It prevents all waste and over measure, both of which mean a money loss to you. It really costs you nothing, as its savings soon pay its cost. If you want to make A PROFIT on your oil it will pay you to investigate. A request for **Catalog "B"** will bring you full particulars free and without further obligation to you.

Write To-day

S. F. Bowser & Co., 330 Front St. West TORONTO.

TOLEDO COMPUTING SCALES

Automatic but Springless,

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

FOR OVER 70 YEARS

the choice of all refined palates!

Compare this Fac-simile of the Original and Genuine Worcestershire Sauce with the imitations and you will see that every bottle of the Genuine Worcestershire bears the name

"LEA & PERRINS"

All others are imitations and inferior in quality

It is no idle boast to say that ***Lea & Perrins*** is the Best Sauce in the world. Use and sell it!

J. M. Douglas & Co.

Montreal ***Canadian Agents***

Little Sermons on Advertising

Delivered by John C. Kirkwood, in MacLean's Trade Newspapers, on Behalf of Trade Newspaper Advertising.

Theme: The Man Behind the Counter.

LOBBYING is a practical method in modern politics. Indeed, it is a practice in almost all cases where the ballot-box determines the issue.

It is not necessarily a corrupt or corrupting practice. It is oftentimes legitimate. In any event, it is by common consent considered effective.

There is a class of men in every community, whose votes are highly desirable when it comes to a question of influence or decision, a class commonly known as the retail merchants. These men stand between the manufactureror wholesaler and the consumer. Whatthey decree goes. They constitute a class of men worth while cultivating, or "lobbying," if you like this word better.

Here is a merchant or one of his salesmen serving a customer, who is asking for a door-lock. The customer says, "What lock do you recommend? Have you the Oxford lock? I have heard that it is a good lock."

So far so good.

Advertising to that consumer is bearing fruit. He is actually inquiring concerning the Oxford lock.

But listen!

"Yes sir, we have the Oxford lock, a very good lock too. But here is a lock quite the equal of the Oxford at a dollar less. We have sold hundreds of this lock with never a complaint."

What lock sells, the Oxford or the other?

There it is, you see—The man behind the counter. Worth lobbying that man? He casts votes; he influences sales. He can kill advertising to the consumer.

Why did he "knock" the Oxford lock?

The answer is: the makers of the other lock, the S. & T., cultivated him very thoroughly. They persuaded him to believe that the S. & T. lock was as good as any other lock made. They showed him that the S. & T. lock yielded him 15% better margin than did the Oxford, even at a dollar less in the retail price. They treated him with full consideration. They recognized his place of influence. They advertised to him. No wonder the merchant favored those that showed favor to him.

And the Oxford people, what about their methods?

First of all, and chiefly, their point of view was wrong. They placed their confidence in the consumer and disregarded the distributor. Advertising to the consumer is good, but advertising to consumer and distributor is far, far better. And if one cannot advertise to both consumer and retailer, select the retailer for the campaign of influence. He is the strategic point in the selling plan. Cultivate him, he will be pleased, and will respond.

Advertising in the retailers' trade newspaper is business wisdom. It is business insurance.

THE REWARD OF MERIT

14,000,000

PACKETS ANNUAL SALE AND STILL GROWING

Are you fully benefiting in this profitable distribution of the most popular tea on the American continent.

Black, Mixed or Uncolored Green

Sealed Lead Packets Only

Wholesale Terms and Samples on Enquiry, "Salada," Toronto, Montreal

Fire!

We beg to notify the trade and our numerous customers that the fire which took place in our premises on the 12th inst. has not affected the prompt shipment of any of our orders. We are in a position to fill all demands for Wines, Liquors, Table Delicacies, Alimentary Pastes and other Special Grocers' Sundries for which we are special agents and distributors.

B. O. BELAND

1684 Notre Dame St., MONTREAL

Maple Syrup

It will pay you to handle only the ***BEST LINES.***
Insist, therefore, on getting the famous

"RED SHIELD" Brand

Finest Quality Lowest Prices
Always Gives Satisfaction

We carry a full assortment of best selling lines Maple Sugar Specialties

WARREN BROS. & CO.

35-37 Front St. East
Toronto

Syrup sells fast these days

It will go faster and show a handsome profit if you offer your customers

Aurora Brand Corn Syrup

in Tins of 2-lb., 5-lb., 10-lb., 20-lb.—Kegs, ½-Brls. and Brls.

Also

Aurora Maple Syrup

with the true smack of the sugar bush about it.

In Tins containing pint, quart, half-gallon and gallon.

See our travellers—write us.

W. H. GILLARD & CO.

WHOLESALE GROCERS

HAMILTON

Seasonables for Lent

Empire Cod Strips, Tinned Mackerel,
Halifax and Acadia Cod, " Clams,
Halifax Shredded Cod, " Crabs,
Bluenose Cod, " Fishballs,
Behring Sea Whole Cod.

Potter & Wrightington's canned Mackerel sauced also in Tomato.

LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON, - ONT.

Phone us at our expense.

BEWARE OF IMITATIONS

TWO BIG SELLERS

Maple Cream Hearts
Twin Block Pure Maple Sugar

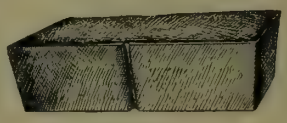
Maple Cream Hearts are put up in Pails of 18 lbs. each, and sell for 20 cts. per lb.

Price Per Pail - ***$2.16***

(No charge for Pails)

Profit to Retailers on one Pail - ***$1.50***

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 ¾-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c sale; in handling this Sugar there is no weighing or waste

Price per Case - ***$3.00***

Profit to Retailer in one Case - ***$1.00***

We are the originators and sole patentees of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify ***Twin Block Maple Sugar*** and ***Maple Cream Hearts*** and you will get the genuine.

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.

CHEAP CANNED CORN

Canned Tomatoes are becoming scarce, and are steadily advancing, so there is an increasing demand for other lines.

We offer a limited quantity of Canadian Canners Ltd., pack of A. B. Saylor Brand

DEER CORN, 75c.

Get your requirements filled while there is some to be had.

JAMES TURNER & CO.
HAMILTON

Brains Rule This World, Packers with Brains

—at—

Grande Pointe
Manitoba

. . . Pack . . .

CORNED and ROAST BEEF
1 and 2-lb. Tins.

BONELESS CHICKEN
BONELESS TURKEY
1-lb. Tins.

WESTERN GROCERS support WESTERN INDUSTRIES

For sale by all Western Jobbers.

— PACKED BY —

THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA

NICHOLSON & BAIN Winnipeg, Man.
NICHOLSON & BAIN Calgary, Alta.
Sole Western Sales Agents

Tartan BRAND

Our stock of **Sea Trout** almost gone. A few kegs left, **$5.50.**

A few cases **Behring Sea Whole Cod,** 50-lb. boxes.

Pure Cod Strips, 40-lb. boxes,
AND FULL LINE OF OTHER FISH.

We are still selling **Wagstaffe's Mince-meat** and **Marmalade,** in bulk and packages—guaranteed to keep in any climate. A big seller.

A new consignment of **bright amber Pure Sugar Syrup,** in half-barrels, to retail **50 cts.** per gallon.

Phone 596, our expense, for further particulars.

BALFOUR & CO.
Wholesale Grocers
HAMILTON, ONT.

NEW RAILWAY FREIGHT RULES

As a result of the complaint made by the Canadian Manufacturers' Association against the car service rules and demurrage charges as imposed by railways, new regulations have been drafted to go into effect on March 1, and as these are of interest to all branches of mercantile industry they are reproduced below.

It will be observed that an extension of time has been secured for the unloading of coal, coke, and lime in bulk, and for the loading and unloading of lumber. An additional allowance of 24 hours is made for clearances of customs when freight is in bond, and Rule 4 states that car service charges shall not be collected when customs officials are responsible for delays. Rue 8 requires notice of arrival (unless waived by consignees), and satisfactorily provides for additional time for transmission of notice through the mails. The time for loading or unloading is changed by Rule 2 so that if cars are not placed by 11 o'clock a.m. free time does not commence until the folowing morning. Inclement weather conditions and bunching of cars in transit are satisfactorily covered by Rules 6 and 7, which provide for extension of free time without collection of demurrage charges.

The rules are understood to be of a provisional character. Representations were made to the Railway Commission looking to the establishment of reciprocal demurrage charges or an average arrangement. The board states that this subject requires very careful investigation and cossideration, but has deemed it advisable to provide in the meantime for the substitution of an improved set of car service rules for those formerly in effect. The impracticability of framing rules adequate for all cases is recognized, and the railways are expected to interpret the rules liberally, but without any unjust discrimination or undue preference, while the merchants and manufacturers are asked to give the new regulations a fair trial.

All freight traffic, in carloads or less, which is, or is to be, loaded or unloaded by the shippers or consignees thereof, shall be subject to the "Canadian Car Service Rules" approved by the Board of Railway Commissioners, as follows.

Toll.

Rule 1.—When cars are held under load, or waiting loads, beyond the free time allowed by Rule 2, for any reason for which the consignee or shipper is responsible, a toll of one dollar per car, per day of twenty-four hours, or any part thereof, shall be charged to, and paid by, the shipper, consignee, or other party responsible therefor, in addition to all other tolls paid, or payable, in respect of the goods carried, or to be carried, in or on such car.

Free Time.

Rule 2.—Twenty-four hours shall be allowed the consignee, after notice of arrival, in which to pay the tolls or charges (if any), and give orders for special placing or delivery; (subject to Rules 11 and 15).

Forty-eight hours free time shall be allowed for loading or unloading (except as hereinafter provided). On cars placed for loading, or unloading, before or at 11 o'clock a.m., the free time shall begin at 1 p.m. following; if placed after 11 o'clock a.m., the free time shall begin at 7 o'clock a.m. following.

Exceptions.—(a) Twenty-four hours additional free time shall be allowed for unloading coal, coke, and lime, in bulk, and for loading or unloading the following descriptions of lumber only, namely: boards, deals, and scantlings.

(b) Five days' free time shall be allowed at Montreal and at tide-water ports, for unloading lumber and hay for export.

(c) In the portion of Canada to which the Manitoba Grain Act, 1900, and its amendments, apply only twenty-four hours free time shall be allowed for loading grain.

(d) Twenty-four hours additional free time shall be allowed for clearance of customs, where the destination is a port of entry, making the allowance for clearance of customs, and for giving, placing, or delivery orders, forty-eight hours in all.

Where the destination is not a port of entry, forty-eight hours shall be allowed for clearance of customs at the outside port of entry.

Rule 3.—No car service toll shall be charged for Sundays or legal holidays.

Rule 4.—Car service tolls shall not be collected from the consignee for any delays for which the customs officials may be responsible.

Rule 5.—Cars shall be so placed as to be easily accessible at all times during the period allowed for loading or unloading. At stations where such placing is at the time reasonably practicable, cars shall be placed so as to be easily accessible on both sides. Time lost to the shipper for consignee through interruption, either by movement of trains, or shunting of cars, or any other cause for which the railway company is, or may be held to be, responsible, shall be added to the free time allowance.

Inclement Weather.

Rule 6.—If wet or inclement weather, according to local conditions, renders loading or unloading impracticable during business hours, or exposes the goods to damage, the time allowance shall be extended so as to give the full free time of suitable weather. But if the parties neglect or fail to avail themselves of the first forty-eight hours, or seventy-two hours, as the case may be, of suitable weather, they shall not be allowed additional free time by reason of such neglect.

Bunching.

Rule 7.—When, owing to conditions for which the railway company, or connecting railway companies, is or are responsible or to any neglect or default of its or their agents or employees, or to storms or floods, or to accidents on a railway, or accident to the equipment of the railway company or companies, cars are tendered to the consignee in numbers beyond his ascertained reasonable ability to unload within the authorized free time, such additional time shall be allowed as may be necessary, with the exercise of due and reasonable diligence on the part of the consignee, to unload the cars so in excess.

Notice of Arrival.

Rule 8.— The consignee shall be promptly notified of the arrival of his freight, and shall be held to have been notified when notice of arrival has been delivered at his address, or place of business; provided that, if such notice be given later than 6 o'clock p.m., it shall be considered not to have been received until 7 o'clock the following morning. If notice be mailed, the consignee shall be held to have been notified at 7 o'clock a.m. of the day following.

Rule 9.—If the consignee fail to give placing or delivery orders within the twenty-four hours allowed by Rule 2, the car shall be considered to be intended for public team track delivery, and shall be placed accordingly; and, if not unloaded within the free time, such car shall be subject to the car service toll.

Placing Cars.

Rule 10.—The railway agent shall notify the consignee or his carter, on application, where his car has been placed for unloading. Any time within the free time allowance lost to the consignee in so doing, for which the railway company is responsible, shall be added to the free time allowance.

If a car has been placed before 7 o'clock a.m., and at that hour the agent or his representative is unable or fails to inform the consignee or his representative, on application, as to the placing of the car and where it has been placed, then the free time shall not commence until 12 o'clock noon following, unless the consignee commences to unload before noon, in which case the time so lost

to the consignee shall be added to the free time allowance as aforesaid.

Rule 11.—Freight for which the railway company holds previous standing orders from consignee for placing on designated tracks or private sidings, shall not be entitled to the extra twenty-four hours allowed by Rule 2 for paying freight charges and giving placing or delivery orders, but when in bond shall be entitled to the twenty-four hours allowed by Rule 2 (d) for clearance of customs.

Rule 12.—When both cars and tracks are owned by the same private party, no car service tolls shall be charged.

Rule 13.—The delivery of cars to private tracks shall be considered to have been made when such cars have been properly placed on the tracks designated or when they would have been so placed but for some condition for which the shipper or consignee is responsible. If cars cannot be so placed the railway company holding them shall so notify the consignee, in order that he may have the opportunity of designating some other siding on which he is willing to load or unload, if he so desires.

Replacing.

Rule 14.—If, after placing, cars are ordered to another siding on the same road, at the same station, to complete loading or unloading by the same shipper or consignee, the free time shall be computed from the original placing, less the time occupied in replacing the car.

Rule 15.—If, after arrival at destination, a car is reconsigned under switching arrangements, the original consignee alone shall have twenty-four hours in which to give orders for special placing or delivery, and he shall pay one dollar per day, or any part thereof, for all time in excess of the twenty-four hours, so that the final free time of forty-eight hours, or seventy-two hours, as the case may be (authorized by Rule 2), shall still remain to the party who accepts delivery.

Congested Sidings.

Rule 16.—If an authorized employe upon a railway which performs switching services gives notice that such railway is unable to receive cars for private sidings, owing to conditions for which the shippers or consignees are responsible, then any other railway company having cars for such consignees shall so advise them, and the car service toll shall be charged until the cars on such private sidings have been unloaded or loaded, as the case may be, or until such sidings have been otherwise cleared.

Cars Waiting "Orders."

Rule 17.—Cars held for transit for inspection, grading, cleaning, bagging, completion or change of load, or change of destination, under a through rate from the original shipping point to the final destination, with or without a stop-over charge, and detained over the time allowed for such purpose in the published tariffs, shall be subject to the car service toll. If such shipments are transferred to other cars, the car service tolls shall follow on the cars to which transfer is made.

Logging or Industrial Roads.

Rule 18.—Manufacturers, lumbermen, miners, contractors or others, who have their own tracks and motive power and handle cars for themselves or other parties, shall be charged car service tolls on all cars delivered to them from the time placed upon the interchange tracks until returned thereto, after allowance has been made for the time necessary for them to do the switching (not to exceed twenty-four hours), and for the free time authorized by Rule 2.

Miscellaneous.

Rule 19.—Cars shall not be held back for the purpose of evading these rules. Loaded cars held back for cause must be reported.

Rule 20.—When cars are delayed or refused by consignees because of alleged incorrectness in the railway weights or charges, car service tolls shall not be charged if the railway weights or charges are proved to be incorrect.

Rule 21.—If payment of car service tolls properly due be refused, delivery of only the car or cars on which such car service tolls are due shall be withheld, by means of sealing or locking, or by placing where such cars only shall not be accessible.

If the owners or users of private sidings, or the owners of railways referred to in Rule 18, refuse to pay any car service tolls which may already be due, delivery of cars to such sidings or railways shall be suspended, and deliveries shall be made on the public team tracks until such unsettled car service tolls have been paid.

Rule 22.—In this order and the rules therein contained :

(a) The singular includes the plural, and the plural the singular, and the masculine the feminine, as the case may be ;

(b) Any reference to a rule by number is to be considered as a reference to that one of the foregoing rules which is so numbered ;

(c) The expression "car service toll" means the additional or increased toll authorized by Rule 1.

BUSINESS NOTES.

Bradley & Son, of St. Catharines, have opened a branch store at Niagara Falls.

McCullough & Byce, general merchants, Cartwright, Man., have sustained loss by fire.

The Canadian Bank of Commerce are opening branches at Radisson, Sask., and at Stavely and Leavings, Alta.

Harry Barton, Clinton, has purchased King's bakery and confectionery business and will continue it and his present business as well.

James Hewson has purchased the business of A. Griffith, of Milton. Mr. Hewson sold out his own business a a couple of years ago and is getting into the game again.

The Canada Hay Co., Limited, Montreal, has purchased the mill owned by Messrs. McPherson & McBean and will operate it from now on. The mill is situated in Mile End, Montreal.

S. Ballachey, of Paisley, is reaping the harvest of enterprise. He recently moved into his handsome new store and since the first of the year business with him has been all that could be desired.

P. D. Martin, who for some years has conducted a fine grocery at Gerrard and Sackville streets, Toronto, has purchased the business of T. Maciver, Queen street east. Mr. Martin will conduct business in a progressive manner.

H. J. Colville, Arthur, has added a gents' furnishing department to his store. Mr. Colville is a very large shipper of produce to the Old Country, and he says business is eminently satisfactory.

The Carey Dry Goods Co. have purchased the Ritchie bankrupt stock at Wingham. They are putting in much new stock and the business will be a valuable addition to the trade of the town. Mr. Clarence Carey will be manager.

The Canadian Grocer's reporter got into wireless communication this week with C. M. McCallum, of Brantford, but he was too busy to express himself in the code. He is educating his customers to use the better class of goods, and it pays.

McEwan Bros., Goderich, have purchased the stock of G. M. Elliott, of the same place, and will continue the business. They are enterprising merchants and trade at both stores will hum. Will McEwan will have charge of the new undertaking.

W. A. Sherwood & Co., St. Catharines, has established a branch at Port Dalhousie. Their head clerk, Chas. Livingstone, has been installed as manager.

C. E. Blackburn, grocer, has removed from Dundas street and St. Clarence avenue, Toronto, to 1010 Bathurst street.

Mathison Bros., Whitby, have fitted up the flat above their grocery to accommodate their crockery department, which, hitherto, they have conducted as a separate store. A stairway is being put in and the consolidation of the business in one building will be a decided improvement.

T. J. Leary "The Chocolate Man," Montreal, has removed from D'Youville square to 30 Vallee street. The growth of "Leary's Chocolate" trade has been phenomenal during the past six months and since the opening of the new confectionery store on St. Catherine street, (which by the way is one of the finest in the country) business has boomed still more. In the new premises the company will be in a position to promptly fill all their out-of-town and city orders.

Mr. L. M. Buckle, representing Spratt's dog biscuits in Canada, was seen by the Grocer in Montreal this week. Mr. Buckle has opened up a branch at 988 Notre Dame street west, Montreal, where the various lines of the Spratt Co., Newark, N.J., will be carried in stock and shipped for the convenience of the growing Canadian trade. "Everything for the dog," as Mr. Buckle put it, will be carried in stock. Mr. Fred. Hughes, who has represented the company in the east for many years, will still continue to look after Montreal, Ottawa and Quebec.

FORGING AHEAD

(Review of Enterprise and Progress.)

BIG GROCERY GETTING BIGGER.

Michie & Co. will shortly undertake extensive improvements to their store premises at 7 King street west, Toronto. Major Michie last year purchased the building adjoining the store on the east, and the company contemplate using a portion of it in connection with the projected alterations. Every detail of the improvements has not yet been determined, but they will be carried out with the two-fold purpose of providing increased facilities for the building and improved fire protection.

The facilities of the present grocery store are equalled by very few stores in Canada, but such is the development of the firm's trade that every department is crying out for more room. First among the improvements, first that is to meet the public, will be a new store front. Improved natural lighting will be another feature of the changes, and it is expected to pay a dividend in economy of electric current, while making it one of the lightest long stores in the city.

Offices to be Moved.

Space will be found for Major Michie's office in the newly acquired building, and the general offices now at the Melinda street end will be raised a storey. Thus the entire ground floor space, thirty feet by one hundred and seventy, will be devoted to the purposes of the store and there will be separate shipping and receiving entrances on Melinda street.

Better Fire Protection.

Much attention is being paid to the feature of improved fire protection and expert advice has been obtained, and what is to be done will be in accordance with the latest approved regulations. All this will entail considerable expense. Two objects are sought, to isolate the store as far as possible from the danger of fire from the outside, and to meet fire within the store by the slow-burning method, that is, to adopt construction that will confine it to the apartment where it starts for a period long enough to permit the firemen to cope with it effectually. Wire glass and metal windows will be used at all exposures. Wire glass and metal doors will be used to reduce the exposed area, that is, to confine fire for a considerable period to the part of the store it starts in. All stairways and the elevator shaft will be enclosed. Water buckets and fire extinguishers will be installed and possibly a stand pipe. The entire electrical equipment will be thoroughly overhauled. While matches are not considered as dangerous as they once were, it is probable a separate air-tight compartment will be constructed for them.

Established Seventy-One Years.

The Michie business has exceeded the scriptural age of man and was never more flourishing than to-day. It was founded on the present location on May 1, 1835, practically 71 years ago, and has remained in the control of one or more members of the Michie family ever since. It is one of the most profitable grocery businesses in America, the profits having amounted in a single year to the handsome sum of $40,000.

Michie & Co., Limited, were incorporated last year with the following directors: President, J. Forbes Michie; secretary-treasurer, Chas. E. Stone, C. A.; H. J. Reeve, managing grocery department; Alexander Anderson, managing the liquor store. All the present directors have been associated with the business for periods ranging from 18 to 25 years.

MONTREAL'S NEW INDUSTRY.

Montreal is to have a large new industry in full operation in the near future. The Smart Bag Company, Limited, is the name of the new company, which will manufacture jute and cotton bags, Hessians, buckrams, paddings, ropes and twines. Mr. Charles A. Smart, the organizer of the new company, was for fifteen years with the Dominion Bag Company and for the past seven or eight years was the secretary and manager of that company. When the Dominion Bag Company amalgamated with the Canadian Jute Company under the name of the Canadian Bag Company, although offered a position with the combine Mr. Smart declined and formed the new company, with a capital of $1,000,000, of which amount $400,000 will be paid up.

The Smart Bag Company, Limited, have purchased the canvass and bag business of John Dick, Limited, with factories in Toronto and Winnipeg. It is the intention of the company to erect in Montreal a bag factory which will be the best on the continent. The necessary options have already been secured and building operations will commence immediately. The Toronto and Winnipeg factories will also be enlarged and made so that the company will be able to cope with the increase in business which they expect in the coming season.

Mr. Smart is one of the best known and most popular men in the bag business in Canada to-day. He has traveled from Halifax to Vancouver and has made the acquaintance of all the millers. Mr. Smart's business ability became known when he was with the Dominion Bag Company and in Montreal he is recognized as an honest and energetic business man.

Mr. Keene, who was for many years Mr. Smart's assistant, has resigned his position with the Dominion Bag Company to assume the office of secretary-treasurer of the new company. Mr. Keene is also well known in the milling trade. The new company has opened up offices in the Board of Trade building, Montreal.

A BRANCH IN WINNIPEG.

Mr. Fred. L. Ratcliff, of Douglas & Ratcliff, Limited, wholesale paper dealers, Toronto, has just returned from Winnipeg, where he was attending to the opening of a new branch office and warehouse.

This company has had gratifying success in their trade relations in Ontario, having built up a very substantial business, and it is therefore not surprising that they should be reaching out to the great western territory.

Mr. Ratcliff reports that his firm have been appointed sole agents for the Soo Paper Mills, whose building papers are largely in demand in the west, and who also manufacture manilla wrapping papers suitable for grocers' and butchers' use. Mr. Thomas Gam, who was for many years manager for the Lincoln Paper Mills, in Toronto, and more recently with Douglas & Ratcliff, Limited, assumes the position of manager for the branch house, with quarters at 58 Victoria street, Winnipeg.

TRINIDAD EXHIBITS AT THE MONTREAL B. O. T.

Some months ago it was proposed that in order to stimulate a further interest in Trinidad trade a permanent exhibit of its principal products should be placed in Montreal, and, on representations being made to the council of the Board of Trade, they generously offered to receive the exhibit and to allow it to remain in their hall. This was communicated to Mr. J. Russell-Murray, the representative of the Imperial Department of Agriculture of the British West Indies, who, by the way, was the originator of the idea, and the Agricultural Society of Trinidad took an active interest in carrying out the proposal and supplying the entire exhibit, which has been completed and transferred to the custody of the board through their secretary, Mr. Hardrill.

The exhibit consists of sugars, molasses, cocoa, coffee, asphalts (crude and refined), manjak, copra, cocoanut oil, angostura bitters, balata, petroleum, etc., and is placed in a very handsome oak and plate glass show case, specially built in Montreal.

The island of Trinidad is the most southerly of the West India islands, and lies at the mouth of the Orinoco river, the great waterway to the interior of Venezuela. Under a more stable government, Venezuela would be an immense source of trade to Trinidad, and in course of years that may be realized.

The population of Trinidad numbers about 240,000, of which 80,000 to 90,000 are East Indians. The chief industries are agriculture, cocoa and sugar being the principal products; fruit shipping is being encouraged and it is to be hoped it will prove a success.

The imports and exports, which form an attractive subject for review, have been ably compiled in a condensed form by Prof. Carmody, the government chemist of the island, and are available in pamphlet form. One of the features that calls for special remark is the limited

percentage of trade done directly with Canada in comparison with the United States, in products equally produced in both countries, the imports being as follows for 1904 :

Imports.

	From U.S.A.	From Canada.
Biscuits, bbls.	6,454	1,746
Flour, bbls.	225,537	5,264
Meal	9,920	54
Potatoes		£8,369
Oil meal, lbs.	4,849,020	
Oats, bushels	3,734	194,236
Maize, bushels	29,499	
Hay and bran	£2,793	£377
Butter, lbs.	43,708	28,723
Cheese, lbs.	204,883	26,961
Meat, lbs.	6,918,289	100,326
Fish	289,998	6,500,593
Lumber, feet	9,982,363	1,807,321

Exports.

	To U.S.A.	To Canada.
Sugar, crys. cwts.	326,261	47,364
Molasses, gals.		44,222
Bitters, gals.	11,178	
Cocoa, cwts.	136,543	
Cocoanuts	4,245,530	
Asphalt, tons	138,311	
Balata	£3,140	
Hides	£13,463	£11,220

The imports from the United States, however, contain a proportion of Canadian shipments estimated at 20 per cent. at least, but the figures as a whole show to what extent the United States has secured the trade. Does it not appeal to all men interested in the development of export and import trade to inquire into the reason why the United States should have such an overwhelming share of the trade in products so largely produced in Canada ? It is true that a small increase in trade is apparent since 1900, but it is far short of what it should be, and in the exports from Trinidad to Canada there has been a heavy falling off in lines such as

	1901-2	1903-4
Molasses, gals.	136,286	44,222
Sugar, crys. cwts.	59,647	47,364

One of the comparatively new industries of the island brought to a successful issue is the mining of manjak. This high-grade bituminous product is found in veins at 60 to 300 feet underground, and is used in the preparation of varnish, insulation, and for addition to certain classes of pavements. Of considerable interest are the crude petroleum samples from the southeast coast of Trinidad. where a Canadian syndicate is engaged in exploiting the concessions. Very little has been reported for the information of the public beyond that there are good prospects for a successful issue of their labors ; analytical chemists report very highly on the quality of the petroleum.

It is under such auspices as these that business interests can be extended, and why should not Canadian business men reciprocate such efforts in their own special spheres ? These are the stepping stones to increased trade, to preferential tariffs, better steamship communications and reciprocity.

AN INVASION OF THE SOUTH.

Mr. F. Menzie, superintendent sales department of the F. F. Dalley Co., of Hamilton, dropped into the Toronto office of The Canadian Grocer the other day to renew old acquaintances and to express his appreciation of the work The Grocer was doing for the trade.

Mr. Menzie had just returned from a trip down through the Southern States and was brim full of anecdotes concerning the sunny south.

Mr. Menzie did not make the trip alone. He was aecompanied by Mrs. Menzie and eight bright young men, six of them Canadians, and his mission was to introduce Two in One to gentlemen of the south. Starting in at West Virginia, the party swept the seaboard states down to Florida, around the Gulf, taking in Texas, and back up the Mississippi to St. Louis. The party included W. H. Thompson, Thos. Davies, W. C. Dowrie, F. Cairns, Hamilton ; Bert Seaman, Niagara Falls ; Frank Thies, St. Catharines ; W. H. Pugh, Philadelphia, and W. C. Gladding, Brooklyn.

The trip Mr. Menzie reports to have been both successful and enjoyable. He was enthusiastic in his description of southern hospitality.

"Hello, brother, come in and sit down," is the customary salutation to

Mr. Frank Menzie
Superintendent of Sales of the F. F. Dalley Co.

the traveler. After a comfortable visit the southerner stretches out his legs and drawls, "Well, brother, what have you got to show to-day ?" Selling goods in the south is one grand, sweet song.

The party set out in November and have just returned. Until they got down in Georgia no very marked difference in climate was noticed, but the negroes were everywhere. Of the blacks Mr. Menzie had not much of good to say. About two days a week was all the work that could be got out of them.

The lack of respect for human life, especially in Texas, was impressed very forcibly upon the Canadians. All the natives went armed.

At Navasota, a prettily situated little town in Texas, Mr. Menzie was admiring the place to a citizen, who replied appreciatively :

"You're right, stranger ; I tell you we'd 'a' had a right smart town here if there hadn't been so much killing."

In spite of the number of homicides, very few are ever brought to justice. Political influence is usually strong enough to get the culprit off.

Mr. Menzie has been with the F. F. Dalley Company about ten years, and reports business to be in good shape. The Two in One for the United States is manufactured at the company's factory at Jersey City.

Before leaving Mr. Menzie remarked that attractive as the south was, Canada would do for him. "You need this cold climate to feel good," he added, buttoning up his overcoat.

ENTERPRISE MANUFACTURING COMPANY.

Taking advantage of a few hours in Philadelphia recently the representative of The Canadian Grocer made a visit to the works of the Enterprise Manufacturing Company, whose specialties have for some years been exploited in the advertising pages of this paper.

The works occupy a whole block bounded by American, Third, Dauphin and Susquehana streets, and employ a staff of some eight hundred men.

The visitor was courteously received by Mr. H. R. Zesinger and shown through the several departments where cutting, grinding and pulverizing machines of all descriptions were being manufactured and assembled. They included coffee mills, bone grinders, meat and food choppers, sausage stuffers for hand or power propulsion. The coffee mills are of all sizes and are fitted with electric driving attachments if desired.

Among the other specialties made by the Enterprise Company are fruit presses, cherry stoners, raisin and grape seeders, vegetable slicers, meat shavers, syrup pumps, etc.

The company has its own printing plant for the printing of tags, bills, circulars, etc. They are just now engaged in getting out a new catalogue of their lines which will be distributed shortly.

A railroad runs right by one side of the plant and with an electric traveling crane the work of receiving and sending out shipments is greatly minimized.

ILL AWAY FROM HOME.

Mark Baggallay, of Jardine, Matheson & Co., Yokohama and Kobe, Japan, who has been calling upon the Canadian trade with Mr. W. H. Halford, representing S. H. Ewing & Sons, Montreal, the Canadian agents, was taken ill in Toronto last week. Recovering after a few days he went to Hamilton and while calling upon the trade there was taken ill with another severe attack. It was found necessary to remove him to the hospital, where it developed that the illness was a recurrence of a severe attack of malarial fever contracted by Mr. Baggallay while in Formosa some six years ago. Inquiry on part of The Canadian Grocer this week elicited the information that Mr. Baggallay was somewhat better and is slowly recovering. His many friends in the trade in Montreal and other Canadian cities who have been concerned on receipt of the news of his illness will be pleased to learn of his convalescence.

The Union Bank of Canada has opened a branch at Waskada, Man.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

Now is the appropriate time for fruit advertising. It is true some popular lines are rather scarce, but this fact serves to give the enterprising grocer an excellent opportunity to make attractive announcements.

More Fruit Publicity.

As a rule grocers do not devote much space to fruit advertising. Occasionally a good fruit ad is seen, but the number might well be augmented.

The Sales.

To make fruit-selling a success the turn-over should not be dragged out one day longer than necessary.

Newspaper Potency.

Good newspaper advertisements will, more than any other single factor, help facilitate fruit sales.

Specimen Ads.

Three specimen newspaper advertisements have been drawn up for this reason. With some slight changes these advertisements are suitable for any grocery store.

Advertising Space, Etc.

As will be noticed, different sized spaces are given to the different advertisements—45 lines to one on apples and grape fruits, 25 lines double column to oranges and pineapples, and 65 lines to fruit and vegetables.

"Apple" Opportunity.

The fact that apples are scarce and prices high gives the grocer an excellent chance to bid for custom in his particular field.

Grape Fruit Season.

Grape fruit is plentiful but the season will soon be drawing to a close so that a fruit advertisement might well incorporate this line.

Vegetables Also.

Combining fruit and vegetables in the larger advertisement presents the grocer with an opportunity to enumerate some of the seasonable arrivals, and considering prices, those most likely to be called for by the majority of buyers.

Oranges.

Just at present oranges might well be advertised, for the scarcity of some other fruits is counterbalanced by a plentiful supply of oranges.

"Now or Never."

Then as regards the marmalade oranges, it is a question of "now or never." Both the seller and the buyer have to be alert.

The Pineapples.

Cuban pineapples are due and profitable mention can be made of them.

Anent Dimensions.

The space apportioned to the different advertisements is representative, but for particular cases it might be found necessary to either add to or cut down.

Adaptability.

Where advertisements run in certain newspapers each week and the matter is grouped off into departments, why, then fruit and vegetable advertising would have to take its place in the general advertisement. A. A. B.

If you want

Fresh Fruit and Vegetables

this is the place to get them.
New arrival of

Grape Fruit

Oranges

Apples

I have a quantity of

Onions

Spinach

Cucumbers

What are your needs?

C. E. COLSON,

Winnipeg.

NOW FOR ORANGES

CALIFORNIA, MEXICAN, VALENCIA

We have the pick of the market, and at right prices, too.

Our **Marmalade Oranges** are "just right" now. Do not miss the opportunity. To-morrow may be too late.

CUBAN PINEAPPLES

are just to hand in prime condition. Call or 'phone.

Hodson & Evans, - Church St., Cornwall

AN IMPORTANT MESSAGE.

A traveler put up for the night at the leading hotel in a small town, and, before retiring, left very particular instructions to be called in time for an early train. Early in the morning he was disturbed by a lively tattoo upon the door.

"Well ?" he demanded, sleepily.

"I've got an important message for you !" replied the bell boy.

The traveler was up in an instant, opened the door, and received from the boy a large envelope. He tore it open hastily, and inside found a slip of paper, on which was written in large letters, "Why don't you get up ?"

APPLES

are scarce but you can get a supply at the Busy Corner.

GRAPE FRUIT

has had a big sale this season. Choice stock of both Florida and Bahama obtainable here.

SERVICE THE BEST

BROWN'S BUSY CORNER

In Brantford.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Bode's Gum Co., Montreal.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Maclure & Langley, Toronto.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Nelson, H. W. & Co., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk and Canning Co Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Cupon Co., Indianapolis, Ind.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
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NEW ADVERTISEMENTS.

Beland, B. O., Montreal.
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Fabien, C. P., Montreal.
German Starch Co., Montreal.
Maclure & Langley, Toronto.
Peterboro Cereal Co., Peterboro.
Quance Bros., Delhi, Ont.
Rowat's Pickles, England.
Stevens, Fred. B., & Co., Chatham, Ont.
Taylor, W. A., Winnipeg.
Taylor Alfred, Saskatoon, Sask.
Western Cartage Co., Calgary.
Wilson, W. H., Co., Limited, Tillsonburg.
Woodstock Cereal Co., Woodstock. Ont.

GET IN LINE FOR THE GROCERS' CLASS.

Nothing so important to the grocery trade has occurred in a long time as the announcement in last week's issue of The Canadian Grocer, by Dr. Packenham, principal of the Technical High School, Toronto, that at the opening of the school next Fall a free evening course of technical instructions for grocers would be established. He made it conditional upon a sufficient interest being shown by the grocers themselves to justify the new departure. Concretely that means a class of forty or more to start with.

There are several hundred grocers' clerks in Toronto, and a large number of grocers also, who would greatly benefit by taking the proposed course of lectures and demonstrations. What each one of them should do now, right away, is write to Dr. Packenham and state that they will become a member of the class. With a sufficient number of such assurances in hand Dr. Packenham will be encouraged to undertake the work of organizing the course. It is no light task.

The wholesale grocers owe this move a very hearty and substantial support. Dr. Packenham would be very glad of any suggestions from them, and their must be men in their employ who, with a little encouragement from them, would attend the course.

This departure in education is of scarcely less interest to the general public, because the great proportion of the food stuffs of the people is handled by the grocers, and every one will admit that there is wide room for improvement.

THE COMMERCIAL TRAVELERS' TAX.

The smouldering flame of discontent which has been burning and rankling in the breasts of business men in the Province of Quebec ever since the law was passed imposing a license fee on all non-resident commercial travelers doing business in the Province of Quebec broke out into a fierce flame of anger recently when it was learned that a commercial traveler representing an American house had been arrested and temporarily imprisoned for non-payment of this license.

The facts of the case are very well known to the trade. The revenue police, hearing that a commercial traveler representing an American house was selling goods in Montreal without the required license, visited his hotel and found this to be true. They left the hotel, however, without making an arrest. But they returned the next day and, explaining why they did so, arrested him. He made no protest, but said that he had not had his lunch. He was told, however, that he would not be detained very long and that he could wait. As soon as the arrest was made the collector of provincial revenue was notified and he endeavored to inform the attorneys for the revenue department by telephone, but they were not in their offices. Meanwhile the traveler had been taken to the magistrate's office, where he was, on his own request, allowed to telephone a friend. He was not able to get him at first, but after a number of trials was successful. Others were ahead of him, and consequently he could not be taken before the magistrate at once, but after a little while he was taken in. On being questioned by the magistrate, he admitted being a representative of an American commercial house, trying to sell goods in Montreal from samples. When asked if he pleaded guilty, he said he did not know, but that he supposed he did. He explained that he had telephoned his friend, who would be present shortly, but that he was not prepared to say anything until his arrival. The magistrate said this would be satisfactory, and asked for what date the case should be fixed and said that meanwhile a plea of "not guilty" would be entered. The case was fixed for two days later, and the traveler was asked if he had bail. He replied that he would have to wait until he saw his friend. When it was decided when the case should be continued, the revenue officers had done their duty and had left, leaving the traveler in the hands of the officers of the court, who did not, it is said, put him in a cell for some little time. It is not known just how long it was until the arrival of the friend, when bail was given, but it is said that it was not longer than an hour, or an hour and a half, as the remand was made out about half-past two and everything was done before four o'cock, the usual time for closing court. Later in the week the traveler called upon the collector of provincial revenue and admitting that he was liable for the tax and fine, saying that he did not know how to make out the former, asked if the proceedings could not be dropped if he took out a license. He was told that he would be given a license at once if he wished, and that it would be a good thing for him to have his lawyer write the department stating his case, when it was probable that a large portion of the fine would be remitted. This was done, and it turned out that the honorable treasurer dropped the prosecution, the traveler paying costs and taking out his license. But meanwhile the case was not proceeded with on the second day after the arrest, so that the lawyer might have time to write the department. The traveler took out a license immediately, and proceedings were dropped.

This story, which was set forth in a letter from the collector of provincial revenue and which appeared in one of the Montreal dailies, seems to be very reasonable, and most rational business men are inclined to think that this is about the way the whole thing occurred. The traveler claims that he was locked up with a criminal all afternoon. From the statement of the revenue officials, he

could not have been locked up more than two or two and a half hours, as the proceedings took only three hours. The traveler said that he was not permitted to telephone his friends. He was allowed to use the telephone as much as he desired. He claimed also that he was not allowed to take his lunch. This is true. Perhaps there is no excuse why he should not have been allowed to lunch, but the law cannot be expected to stop in its course in a case like this. The traveler's story seems to be somewhat exaggerated, which is excuseable considering what the state of his feelings must have been after this treatment.

The tax itself, however, is another matter. It is obnoxious to the non-resident commercial traveler and the house he represents; it is condemned by boards of trade; it restricts trade; it does little good and considerable harm. This law has its good points, certainly, otherwise it never would have been passed. Probably the strongest argument in its favor is that it prevents American houses demoralizing the Canadian market by "unloading" here whenever they find it convenient. In this way it is a protection. Through enacting this law foreign houses, thought the Government, would probably find it more profitable to establish branch houses here than to pay the license every time their representative made a call. The benefit which has been realized in this direction is small indeed.

Others reasons might be advanced in favor of the license; the action of the Government in enacting such a law might be defended in other ways; but the fact remains that the law itself is a poor one when the good of the majority is considered.

MARKET MEANINGS OF WORDS.

When J. Stanley Cook, assistant secretary of the Montreal Board of Trade, and secretary of the Dominion Wholesale Grocers' Guild, was on the stand in the Hamilton Police Court recently as a witness in the preliminary investigation into the charge of conspiracy against the officers of the guild, the prosecuting attorney asked him if he knew the difference between a jobber and a wholesaler. He replied that he did not, and none of the eminent lawyers or wholerale grocers present seemed ready with an explanation.

As a matter of fact the words are used interchangeably. They are not, however, commercially symnomous. A correct classification of traders in strict terminology of commerce, indicating the several relations to the trade, seemed quite worth while. In Britain it is as follows:

Merchant.—The original importer. It is immaterial whether or not he is foreign or where he lives. He is the man who puts the goods on the market.

Broker.—The agent who acts for the merchant or for the buyer.

Dealer. — The wholesale buyer who buys from the merchant through the broker.

Wholesaler. — (General) for distribution to the retail trade.

In New York the classification is practically the same, except that the dealer in usually called a jobber.

Any one class of trader may, and sometimes does, conduct business in a dual and even a triple capacity. But on the market when the word merchant, broker, dealer or wholesaler is used, the man of commerce knows what is meant.

The exact commercial significance of those words cannot be got from the dictionary. Chambers's definitions are as follows:

Merchant.—One who carries on trade, especially on a large scale; one who buys and sells goods; a trader.

Broker.—One who transacts business for another.

Dealer.—One who deals; a trader.

Jobber—One who buys and sells as a broker.

Webster gives these:

Merchant.—A man who traffics or carries on trade with foreign countries, or who exports and imports goods and sells them by wholesale. In popular usage, any trader, or one who deals in the purchase and sale of goods.

Broker.—An agent or negotiator who is employed by merchants to make and conclude bargains for them for a fee or rate per cent., or who transacts other business for his employers.

Dealer.—A trade, a trafficer, a shopkeeper, a broker, a merchant; a word of very extensive use, as a dealer in dry goods, a dealer in hardware, a dealer in stocks, a dealer in leather, a dealer in lumber, etc.

Jobber.—A merchant who purchases goods from importers and sells to retailers.

Wholesaler is not recognized, and jobber is given to signify what is now usually termed a grafter.

BETTER ACCOMMODATION NEEDED.

Canadian banks are attracting a great deal of attention to themselves by the palatial buildings which they are erecting, even for their branches. The fact that it is impossible to float a bank with any possible success without a very large paid up capital to begin with makes the banking business a practical monopoly. As a consequence, in spite of the fact that the older banks, at least, are paying ten or twelve per cent. dividends, they are piling up surpluses of over one hundred per cent. of their capital.

It is time the public received some benefit from this prosperity. An English business man who recently visited this country, mentioned as one element which counted strongly in making up the industrial prosperity of Lancashire, the fact that money could be borrowed very cheaply. This enabled the small spinners to buy in advance and set up their plants at the minimum expense.

The same result would follow here if the banks reduced their rates on commercial paper and extended accommodation more liberally to the industries of the country. The great profits which are accruing from the banking business show that a reduced rate of interest on loans is quite feasible. The expenditure on buildings might easily be curtailed; the stability of the institutions does not require the heaping up of a colossal reserve fund. Banking institutions are protected more than any other business by Government enactments. Consequently they owe a fair service to the public. This service should consist primarily in making loans at a reasonable rate, where the security is sufficient.

The complaint is made with great insistence that it is next to impossible to get reasonable accommodation in the smaller towns. The deposits are sent to the head office, where investments can be made in greater amounts. It would be well for bank officials to give heed to public criticisms of this kind. The many advantages of our banking system with its branches are quite apparent and we are sometimes soothed into forgetfulness of the defects which occur as a consequence of it. If the big banks do not grant more favorable terms it will only be a matter of time till some other system is devised to carry on the work. A lower rate of interest on loans would be a fair concession to the commercial interests of the country.

FLYING TRIP EAST.

Wm. C. McCuaig, of the Walker Bin & Store Fixture Company, Limited, Berlin, Ont., manufacturers of the Walker Bin Modern Grocery Fixtures, is making a flying trip through the Maritime Provinces. All merchants interested in this excellent line of grocery fixtures, and desiring more definite information with reference to them, would do well to address Mr. McCuaig, care of The Canadian Grocer's representative, Mr. J. Hunter White, 3 Market Wharf St. John, N.B.

THE SUGAR TARIFF CONTROVERSY.

The following correspondence on the above subject will be read with interest by those of our readers who have followed the various developments:

Editor The Canadian Grocer.

Sir,—I cannot let Mr. Hugh Blain's remarks in The Canadan Grocer of 9th inst. go by default. A good memory is essential when one enters a controversy, and I am afraid my friend Mr. Blain overlooked this fact when he begged the question by pleading his criticism was of necessity cursory, because he had not had an opportunity to study my paper I sent Mr. Blain a copy of my address to the Tariff Commission on Feb. 15, accompanied by the following letter:

"Dear Mr. Blain,—As you are naturally interested in the subject and probably have so far only seen newspaper references to the statement I made to the Tariff Commission at Ottawa on the sugar question, I take pleasure in enclosing copy of my address.

"I shall be glad to hear from you if there are any points you would like to discuss with me.

"Yours faithfully,

"(Sgd.) ROBERT ANDERSON."

To which Mr. Blain replied dated:

Toronto, Feb. 16, 1906.

"Dear Mr. Anderson,—I am just in receipt of your esteemed favor of the 15th inst., kindly sending me a copy of your address before the Tariff Commission, which I shall take pleasure in carefully examining, and should I find it necessary, will accept the privilege kindly extended to me, of writing you further with reference to it.

"Thanking you again for kindly sending me a copy, I am,

"Yours truly,

"(Sgd.) H. BLAIN."

Mr. Blain, therefore, had my paper before him for a whole week before his interview appeared in The Canadian Grocer, but he did not communicate with me, and his remarks in your issue of Feb. 23 were the next I heard from him. I did not send you a copy of my address until Feb. 23, but even if you got a loan of my paper from a mutual friend in Toronto and showed it to Mr. Blain previous to his receiving a copy from me direct, he had ample time either to amend his criticism or withdraw it after he had heard from me before his interview published on Feb. 23 went to press.

The rest of Mr. Blain's remarks read like an attempt to envelope the issue in a haze, but I think I let sufficient daylight into the matter in my letter in The Grocer of 2nd inst. to prove to your readers that Mr. Blain's dealing with "the practical aspect of the case" in his interview which you published on 23rd ult., was purely theoretical and not in accordance with the experience of practice.

Mr. Blain says he is not interested in the United States tariff, or the relative protection which the refineries of the two countries receive, but I venture to say that the consumers in Canada are deeply interested to know that the Canadian refiners are granted over 50 per cent. more protection than is given to the sugar refiners in one of the "great high tariff countries."

I defy anyone to disprove the facts of my arguments as a whole.

ROBERT ANDERSON.

Manager Robert Crooks & Co.

• • •

The following letter from our correspondent at Halifax, N.S., in reply to Mr. R. Anderson's comments on his reports, illustrates the wide attention that is given to this subject:

"Mr. Robert Anderson, of Montreal, manager for Robert Crooks & Co., seems to be a little disturbed over the sugar situation in Halifax. He evidently knows it all, but I fail to see where he is entitled to any "bouquets" for the recent cut in the price of sugar in this city. In fact, but few persons hereabouts knew that such a person as Robert Anderson, of Montreal, existed.

"Mr. Anderson carefully avoids mentioning the fact that the local refineries are attempting to force the Scotch sugar from this market. Mr. Anderson's letter in The Grocer was read with much interest in these parts and a portion of the local press also republished it. Some paragraphs of it were found most interesting, particularly that one referring to the cost of the sugar and the quality of the Austrian brand. Mr. Anderson, however, might have given the cost of the Scotch sugar, so as the consumer could really see how much he was paying for that article in camparison with the other.

"It is quite evident, however, that Mr. Anderson has an axe to grind, and the information that he is supplying the public with, is not alone for the benefit of his health, or for the sole purpose of philanthrophy. Strange, is it not that Mr. Anderson was not heard from long ago on this subject. The public of Halifax have been weighed down for years by the high price of sugar, and surely Mr. Anderson must have had some knowledge of the conditions and the prices here. After paying five and five and a half cents for Austrian sugar, and six cents for higher grades, the recent cut was most welcome to the consumer who could secure a bag at 3 1-2c. per pound. Surely that fact is worthy of special note, and it is needless to say that the benefit was very great, even if the Austrian sugar is not the equal of second grade Scotch.

"I have no apology to make for drawing Mr. Anderson out. It is an old saying that when the "cat is out of the bag," somebody squeals, and this fact is quite evident in the present case.

"Since my last report the refineries here have advanced the price of all grades of refined sugars ten cents per 100 pounds in sympathy with the Montreal and New York markets, and it is probable that before another week passes, a further advance of 10c. will be made. Now, if there is any way that Mr. Anderson can see to check this advance, he will certainly win the good graces of the "Bluenoses," and it will not be necessary for him or his friend, the Montreal Grocer, to think that we are such —— fools down this way after all."

AN ACTIVE BOARD OF TRADE.

Kentville, Nova Scotia, is a small town of 1,800 inhabitants, but it has a board of trade with enterprise and public spirit. It takes an interest in the town. At the recent annual meeting standing committees were appointed to deal with the following subjects: Schools, streets and public buildings, tourists, immigration, the press, trade and transportation, fire alarm, sewerage.

Why, the list reads like a subdivision of work by a municipal council. And these committees are not ornamental; they work. The annual report of the tourist committee should be laid before every board of trade in Canada, just for its suggestiveness.

Kentville has the kind of board of trade that is needed throughout Canada. Business men should be very much alive to their duties of citizenship, and how better or more effectively can they exercise their influence than through their business organization.

THE E. B. EDDY CO'S NEW PRESIDENT.

William Horsley Rowley, heretofore secretary-treasurer of the E. B. Eddy Company, Limited, of Hull, Quebec, was at the annual meeting of the company elected president and managing director in succession to the late E. B. Eddy.

Mr. Rowley was born at Yarmouth, Nova Scotia, in the early fifties. He began his career in 1870 when he entered the service of the Merchants' Bank of Canada at Montreal. He was afterwards stationed at the bank's branches in Windsor, Kingston, and Ottawa, respectively, and in November, 1880, was appointed manager of the Ottawa branch of the bank. This position he resigned on the formation of the late E. B. Eddy's business into a joint stock company, in 1887, when he became secretary-treasurer of the new company.

BRADSTREET'S IN CALGARY.

The Bradstreet Company, who have had a representative stationed in Calgary for some time, have decided to open a fully equipped office in that city. This move on their part is greatly appreciated not only by the local bankers and wholesalers, but also by all that trade which is more or less tributary to Calgary.

GROCER'S APPRENTICE TO SENATOR

Hon. Robert Jaffray, who was created a Senator last week, was of Scotch farmer stock, and began life for himself as a grocer's apprentice. The question that arises is: How did he do it? It is a far cry from the Edinburg grocery of J. R. Dymock to the Red Chamber at Ottawa; it is 60 years less one from the raw country lad and new apprentice of fifteen, just from school, to the tall, broad shouldered, athletic-looking old gentleman, financier, director of many companies, trusted counsellor of political leaders and captains of industry, now taking his seat in the Dominion Senate. How did he do it?

Unless there is no truth in the old adage, "The boy is father of the man," Mr. Dymock found his new apprentice absolutely trustworthy, generous, unobtrusive in manner, wonderously industrious, energetic and selfreliant in a marked degree. Latent then, but rapidly developed, was a keen, shrewd business acumen, combined with a farsightedness often remarkable.

Call of the New Land.

It is not surprising that such a lad, having served his apprenticeship of five years and grown to a young man of twenty, should respond to the call of the new world. He arrived in Toronto in 1852. There were 30,000 people in the then capital of Upper Canada, but the most northerly store on Yonge street was where what is now the corner of Louisa street, and it was kept by his brother-in-law, J. B. Smith. It was a grocery and provision store, and Mr. Smith, having other interests, placed his brother-in-law in charge of it. The young Scotchman found the business in an unsatisfactory financial position, but there was no daunting him. He was selfreliant and he obeyed the eleventh commandment, "Don't worry."

It is said of him at this time that he would go home at night with heavy obligations to meet on the morrow, and little in sight with which to liquidate; sleep soundly and come down in the morning as cheery as a lark to grapple with his difficulties. Well, in five years he was a partner and the year following decided to give his whole time to his other interest, and Mr. Jaffray took over the entire business. That was in 1858.

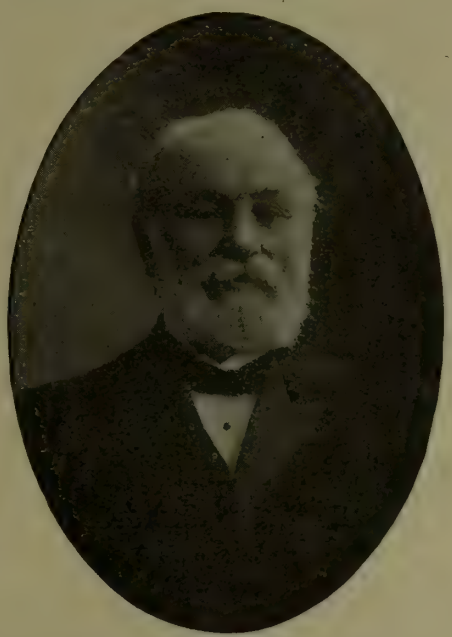
"I knew him well in those days," recently remarked the general manager of one of Toronto's banks. "I can see him now running down in his shirtsleeves to our bank to make his deposits; and his deposits were not very large in those days either."

The city grew past Louisa street. The business grew apace and added a wholesale department. That was before the railways had diverted traffic from Yonge street and the hundreds of farmers who teamed to Toronto dealt at the Yonge street store. A dozen men were employed and a manager.

From Grocer to Financier.

Gradually Mr. Jaffray relieved himself of the details of management and left himself time for other interests which his increasing means invited. He became one of the organizers of the Land Security Company, and an associate with him in that company was H. M. Alexander MacKenzie.

It is time to mention politics. Like most Scotchman in Canada, Mr. Jaffray was by profession and profound conviction a Liberal; his indomnitable energy had made him a worker of acumen; his capacity for organization, his sound judgment, clearsightedness and breadth of view had made him a leader in the counsels of his party. When Mr. MacKenzie became Premier in 1874, and was looking about for some one to represent the Government on the directorate of the Northern Railway, what more natural than that he should hit upon his friend Jaffray, whose business capacity and industry he knew. Parliament had made large advances to the railway and things were not looking too well. The Premier's choice could not have been bettered. Through the representations of Mr. Jaffray the Government instituted an inquiry into the affairs of the railway that resulted very beneficially, and largely because of Mr. Jaffray's efforts the indebtedness to the country was eventually paid.



The Honorable Robert Jaffray
of the Canadian Senate, and a credit to it.

Met Geo. A. Cox.

In good or evil ways one thing leads to another. It was not luck that brought Geo. A. Cox and Robert Jaffray together in the management of the Midland Railway, then a small affair from Port Hope to Peterboro with a branch to Lindsay. Sometime before this, how long it doesn't matter, Hon. George Brown had said to a friend and business associate whom he knew to be a friend of Mr. Jaffray, "Why don't you bring your friend Jaffray down? I would like to meet him." It shows Mr. Jaffray had become a man to be known. This request was complied with and the two Scots became and remained intimate friends.

The Philadelphia Centennial brought to America a Scotch gentleman prominent at least in his own town. Having a friend in Toronto he came on to Canada to see him, and a few leading Caledonians were got together to dine with him, among them Hon. George Brown and Mr. Jaffray. It came out in the course of conversation that Mr. Lyle, that was the visitor's name, had invested £6,000 in the bonds of the Midland Railway, and was much disgusted because it had never paid interest and there didn't appear much choice of saving the principal.

"A good property, but badly managed," declared Mr. Brown. "Why don't you get a good man on the board to look after your interests there?"

He wouldn't even go and look at the road, but the suggestion was not lost, for a year after a letter came from him stating that he and other bondholders were prepared to place to the credit of Mr. Jaffray and any one else he would select sufficient interest in the road to make them directors. Mr. Jaffray consented to undertake the task and decided his associate should be a Peterboro man. He did not know any one at Peterboro, but he knew others who did. Mr. Cox was selected and within a day or two the matter was arranged. When they took hold they found many of the employes unpaid and things in rotten shape. Within a year the bonds that had been worth nothing were quoted at 50 per cent. of their face value, and the Scotch holders offered to sell out at that to their two Canadian trustees. Messrs. Jaffray and Cox said "No, we'll do better than that," and they did. Finally the road was absorbed by the Grand Trunk under a 99 years lease.

The association of business interests between Messrs. Cox and Jaffray then established has been continued and has meant much to both of them. Probably there are not in Canada to-day two men of sounder judgment, keener business acumen or more industrious.

Varied Interests.

Of business and finance it only need be added that Mr. Jaffray is, since last month, vice-president of the Imperial Bank, after thirty years on the directorate; vice-president of the Crow's Nest Pass Coal Co., director of the Toronto General Trusts Corporation, of the Canadian General Electric Co., and president of the Globe Co.

His Great Single Service.

It is only as president of the Globe that Mr. Jaffray has become widely known. He was never much of a public speaker and so his political work was not of a kind to bring him before the footlights. He came upon the Globe directorate in 1880, and eight years later succeeded in the presidency Mr. James Maclennan, K.C., who had been transfered to the bench. It became his chief ambition to see the Globe a great newspaper, and in pursuance of that ambition Mr. Jaffray has probably rendered his greatest service to the public of Canada. It was not as a great party paper he was ambitious for the paper. He wanted it a newspaper eminently fair and absolutely reliable so far as its news columns were concerned. The fair conduct of a great newspaper is worth more to a country, and especially a young country, than many industries. Mr. Jaffray pursued his ambition with infinite patience and determination. For years the financial posi

(Concluded on page 39.)

MARKETS AND MARKET NOTES

Quebec Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK

MONTREAL.

Cherries—Advanced 10c.
Gallon Apples—Changed to $2.75 to $2.77½.
Evaporated Apples—Advanced ¼c.
Beans—Declined 5c. bushel.

GROCERIES.

Montreal, March 16, 1906.

Trade generally is reported quiet in grocery circles. Orders are light and travelers report that country buyers are complaining of dullness and consequently securing only small orders. Collections are, however, tolerably satisfactory and considering that this is settlement month, renewals are above the average. The sugar market is keeping buying still somwhat unsettled and buyers seem in a quandary as to whether to buy or to hold off. Teas have shown an improvement in demand, due to the firmer market in the east and London, also the fact that stocks in the country must be replenished soon. Canned goods interests centre around the Toronto situation, market being strong and inquiries for same active with holders disinclined to let go any quantity. Foreign dried fruits, contrary to normal conditions prevailing at this season of the year, are interesting, and the market being closely watched. Fish trade is flourishing, due to the extra Lenten demand. Eggs are interesting and the market vacillating. New fresh laid eggs are arriving freely and upsetting calculations of holders of any cold storage goods; these latter buy in small compass, however.

Canned Goods—Tomatoes continue in great demand. Supplies at present are very small, it being impossible to obtain tomatoes in quantites demanded. The price is unchanged at $1.10. A rise of 10c. is noted in all cherries, but it is not looked upon as serious, as it was probably made to draw out the held stocks. Gallon apples are offered from $2.75 to $2.77 1-2, but are subject to withdrawal or advance in price at any time owing to the scarcity of apples in any shape or form, and the high price asked for such as are obtainable. There is the usual demand for the corn and peas

Group No. 1 comprises—
"Canada Firat," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also a 1 private brands.
Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.
Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal.	2 57½	2 55
Pie, peeled	4 52½	4 50
ars—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, notpeeled 3	3 80	3 77½
Pie, not peeled, gal.	3 27½	3 25
" gal.		2 50
Pineapples—		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins		0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz		1 10
Gallon tins, per doz		3 02½

FISH

Lobster, talls		3 50
" ½-lb. flats		3 85
" ¼-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		95
½-lb. " less than 5 cases, "		97½

Sugar—There is no change to report in the condition of the market this week. Business is reported fairly good by jobbers, and orders from the country are satisfactory, though not of the volume desired. The recent advance of 10c. per hundred is cheeringly being taken advantage of, and although there was indication on part of country buyers to order more freely since the rise last week, the general conditions that have prevailed during the past year, have weakened confidence in a steady and rising, as well as permanent market. The foreign beet market, as well as the raw markets, are steady and indicate a firmer tone.

Granulated, bbls.	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, barrels	4 65
" " half-barrels	4 75
" " boxes, 100 lbs	4 65
" " boxes, 50 lbs.	4 75
Extra ground, bbls.	4 50
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Phoenix	3 95
Bright coffee	3 90
" yellow	3 85
No. 3 yellow	3 80
No. 2 "	3 70
No. 1 " bbls.	3 60
No. 1 " bags	3 55

Molasses and Syrups—No change at all is reported in the state of the local molasses market. A gain of one cent a gallon in the price at the Barbadoes, however, has a tendency to strengthen holders' views here. Latest advices from the Islands say that there is a good demand there at present, and sales are being made to points which hitherto very seldom purchased. Price is still 14c. Agood steady business is being done in corn syrups.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

Tea—Business during the past week has been fairly good, though no very large amount of business has turned. Ceylon and Indian blacks have shown considerable activity on spot and in London. Also in Autumnal Indians, ranging from, Ceylons, 6 1-2d to 8 1-2d, and for Autumnals, from 7 1-2d to 10d. Ceylon greens have also been in fair demand, principally for Young Hysons and Hysons No. 1. Japans have met with rather slow sale, except for teas from 12 1-2c. to 16c., but as this grade is somewhat scarce, it is quite likely that lower grades will be fetching more money before the season opens. There is no change to note in China greens. The market is steady. Formose Oulongs

and sented orange Pekoes have been in fair demand, several parcels having changed hands during the week.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 21
" " pinhead	0 28	0 32
Congous—Moning, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 12½	0 15
Pakling,—boxes	0 15	0 20
fine	0 2	0 30

Coffee—The market locally is quiet. The conditions reported from New York and Brazil are proving somewhat puzzling to the trade, as despite the statistics which indicate a very great shortage in stocks on hand, and for future, the market is easy, with a tendency to weakness. In some quarters this is attributed to the manipulations of speculators. In the meantime it can be said that the market is in an unchanged position.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 18½	0 19
Rio, No. 7	0 09	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

Foreign Dried Fruits—There is little of importance to note in connection with the dried fruit situation. The market is rather quiet.

Currants: The market is firm abroad. At the slight advance for the week, import orders have been general throughout Canada. Figs: Contrary to usual condition at this season, demand for choice layer goods has been active at prices that have proved attractive. Shelled Walnuts: It is reported that E. M. Dadelszen, Bordeaux, now control the greater part of the small stocks remaining in France. Shelled Almonds: Most Malaga sales have withdrawn, owing to the scarcities of supplies. This scarcity is due to a further drop in Spanish exchange and has brought about considerable augmentation of import costs. Taragona Almonds: Spot stocks continue to be obtainable at somewhat less than import quotations, but are rapidly getting into small compass. Valencia Raisins: Very good values are offering on spot and to arrive consignments, both in selected and four crown layers. Locally such deliveries are obtainable at below parity of New York or London markets. Anything of a desirable quality from Valencia has been cleaned up some weeks since.

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05½
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " " boxes		3 50
" Excelsior Window Clusters,"		4 50
" " ⅛		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08

Prunes—	Per lb.	
30-40s		0 08½
40-50s		0 08
50-60s		0 07
60-70s		0 06
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon prunes (Italian style), 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 04
" " 100-120s		0 04
Currants—		
Filiatras, uncleaned		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 05½	0 06
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Spices—There is little to report in the spice market. Business is on the quiet side and prices are steady and unchanged since last report. The firmness continues in peppers and nutmegs, as well as ginger.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 16	0 24½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

Rice and Tapioca—The demand for rice continues strong, and supplies are such as to cause no uneasiness as to the filling of orders. One large wholesale house said that they had done a very much larger business in rice during the winter 1905-6 than they did in that of 1904-5. Tapioca continues to advance and is scarce and hard to get, holders being unwilling to part with any quantity. The price demanded now is 6 1-2c.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	3 05
C rice, in less than 10 bag lots	3 15
Tapioca, medium pearl	0 06½

Beans—The position of beans ought to interest merchants at present. Choice prime are quoted $1.60 to $1.65. There seems to be very little demand even at this figure. Sales the past winter have not been so large as usual, consequently stocks are a little larger than they might otherwise be. It is said on good authority that certain western buyers are buying up beans at such a price as it would be impossible to sell them in Montreal.

Choice prime beans	1 60	1 65
Lower grades	1 55	1 60

Honey—There is nothing new to report about honey. The usual demand of this season prevails. People generally use honey until the stock of new syrup arrives, and until that time it is likely the situation will remain unchanged. Quotations for buckwheat remain from 7c. to 7 1-4c.

Maple Products—Dealers expect to put new goods on the market shortly. The great demand now is for pure maple syrups; people are getting tired of maple flavor goods and compounds. Great business is anticipated in new stock, for which many orders are already filed.

Maple syrup, in wood, per lb	0 05½	0 06
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 08	0 09
Pure Beauce County, per lb	0 08½	0 09

Evaporated Apples—The situation in evaporated apples is very acute. One large dealer remarked that it was very improbable that there were two cars to be obtained in Montreal at the present time. No relief is in sight. The price asked is 11 3-4c., an advance of 1-4c. since last week.

Fish—As is usual during the Lenten season the demand for all kinds of fish is very brisk. The mild weather this year has had some effect on sales, but not enough to be serious. Labrador herring are very scarce, in fact they are practically out of the market. There is a good supply in nearly all lines of frozen fish, and prices in several lines show a decline. A scarcity is felt of large green cod in salted fish, but smaller sizes are plentiful, and these will meet with better sale in the future owing to the fact that salt herring are scarce. In smoked fish there is a fairly good demand for haddies, and prices are lower than usual. The usual volume of business is being transacted in oysters and lobsters.

Fresh haddock, per lb	0 06	0 07
Fresh frozen fish—		
Single frozen haddock	0 03	0 03½
" " market cod, per lb	0 03	0 03½
" " steak cod, per lb	0 04	0 05
B.C. salmon, per lb	0 08	0 08½
Halibut, per lb	0 08½	0 09
Gaspe salmon	0 12	0 13
Dore, per lb	0 07	0 07½
Large whitefish, per lb	0 08½	0 09
Small whitefish	0 05½	0 06
Round frozen grass pike	0 04	0 04½
Lake trout "	0 08	0 08½
Striped bass, per lb		0 15
Large herring, per 100 fish	2 00	2 10
Medium	1 10	1 20
Smelts, No. 1, per lb		0 07
Extra large		0 10
Mackerel		0 10
Tomcods		1 40
Smoked fish—		
Haddies, 15 and 30-lb. boxes, per lb	0 05½	0 06
Kippered herring, per box	0 70	0 80
St. John bloaters, 100 in box, per box		1 10
Yarmouth bloaters, 60 in a box	1 10	1 25
New smoked herring, in small boxes, per box		0 13
Oysters and Lobsters—		
Standards per imp gal		1 40
Selects, per imp. gal		1 60
Oyster pails, pints, per 100		0 90
" " quarts, "		1 25
Live lobsters, per lb		0 15
New boiled lobsters, per lb		0 16
Prepared fish—		
Winterport, 1-lb. bricks, cod		0 09
Golden, 2 " "		0 08
Boneless cod, favorite		0 06
" fish, 1 and 2-lb. bricks, per lb		0 05½
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, 100-lb. cases, per case		6 25
Salt and pickled fish—		
No. 1 Labrador herring, per half bbl		3 00
" " per pail		0 80
" salmon—		
" " in bbls		13 00
" " in ½ bbls		7 50
" B.C. salmon, bbls		12 50
" " half bbl		7 00
" lake trout, per keg		4 50
" mackerel, per pail		2 00
" large green cod, per lb		0 05
" medium, " "		0 04
" small, " "		0 03
Pollock, med., green, per lb		0 03
Haddock, per lb		0 03½

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, March 5, 1906.

BUTTER—Market unchanged in tone. Offerings of choicest, 22 to 22½c.

CHEESE—Situation uninteresting Very little demand Stocks about cleared up. Quotations 13 to 13½c.

EGGS—Receipts lighter. Firmer feeling. Fresh stocks, 16½ to 17½c. Some held offered at 11 to 13c.

PROVISIONS—Dressed hogs steady. Abattoir dressed show slight decline at $9 75 to $10.25 per 100 lb Country dressed rather scarce. Hams and bacon continue in good demand.

Ontario Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

TORONTO.

Canned Apples—Gals., up 25c.

Canned Cherries—Up 10c.

Prunes—Practically higher and firm.

Seeded Raisins—A cent lower.

Low Grade Dates—Fractionally lower.

Honey—Firm; sections slightly higher.

Fresh winter caught halibut, haddock, cod and trout, higher.

Hand-picked and prime beans, 5 to 10c. higher.

Calfskins, a cent lower.

Some changes in fur skin prices.

GROCERIES.

Trade is quiet, and until the opening of navigation and the Spring movement will probably remain so. Price changes during the week have not been numerous. Canned apples and cherries are advanced, and there are some changes in the prune and raisin quotations.

Canned Goods—The Canadian canners have advanced the price of standard gallon apples from $2.50 to $2.75, and in their advice to the trade state that their stock is very low and that there is a good demand from England. The new pack will not be in before October 1, and they urge immediate purchasing. Canned cherries are also raised 10c. all round. Tomatoes are not above last week's quotation, but the market is very bullish. One dealer said he expected to see them $1.20 within a month. They are too scarce to be classified, and $1.05 to $1.10 is the range of prices on the street.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	....	1 00
" preserved, 3's	....	1 25
" standard, gal.	....	2 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 12½	2 10
2's, " not pitted	1 17½	1 65
2's, black, pitted	2 12½	2 00
2's, " not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, " not pitted	1 92½	1 90
Gallons, standard, not pitted	7 12½	7 10
" " pitted	8 62½	8 60
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 [illegible]	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 8[illegible]
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25

VEGETABLES.

Asparagus, California—		
2½'s	...	3 90
2's, Canadian	3 00	....
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	....
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
1's, Baked, plain	0 40½	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 50	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	1 00	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	[illegible]
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 [illegible]	1 20
Sweet wrinkle	0 82½	0 80
Early June	0 70	0 67½
2's, standard	0 65	0 62½
Pumpkin—		
3's	0 80	0 77½
Gal.	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's	1 05	1 10
Gal. all kinds	....	3 15
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" gal.	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
Sardines, French ¼'s	....	0 14
" ½'s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 35
" 2s, "	....	2 40
" 6s, "	....	7 20
" 14s. "	....	16 80

	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 65
" 1½'s "	2 40	....

Sugar—Conditions of the sugar market are unchanged. Both buyers and sellers are indifferent. Large supplies of raw are arriving to United States refiners which make them independent of offerings at the moment; while on the other hand, sellers have sold so much recently that they adopt the same attitude. Europe continues to improve slightly. Latest quotations for 88 per cent. is 8s. 4 1-2d, basis f.o.b. Hamburg, which is equal to 30c. per hundred above the parity on cane sugar duty paid at New York. There is a good demand for refined without any special indications.

In local refined since the recent advances the deliveries on account of sales have been quite heavy, but we hear of no further purchases of moment. Until stocks are somewhat depleted, it is not to be expected that there will be further free buying. Prices remain as below.

Willett & Gray, New York, say of the world's visible supply: "Total stock of Europe and America, 4,050,557 tons, against 2,902,816 tons last year at the same uneven dates. The increase of stock is 1,147,741 tons, against an increase of 1,229,252 tons last week. Total stocks and afloats together show a visible supply of 4,160,557 tons, against 3,012,816 tons last year, or an increase of 1,147,741 tons."

The increase was in Europe, America showing a decrease. Last week's summary of the statistical position shows stocks in the United States and Cuba together of 351,557 tons, against 325,249 tons the week before and 404,816 tons last year, a decrease of 53,250 tons from last year. Stock in Europe is 3,699.000 tons, against 2,498,000 tons last year.

Hamburg shows no shipments of raw or refined sugar to the United States last week.

Willett & Gray, reviewing last week's market in raws, say: "The week before

we said that the chances are that we have seen the lowest prices of the year and indications point to continued firmness with a slowly hardening tendency. We are further confirmed in this opinion by the course of the market during the week under review, with quite considerable transactions. Quotations on the spot and for shipment have slightly advanced to 3.44c. per lb. for 96 degrees test centrifugals, duty paid, and its equivalent 2 3-32c. c. and f. for Cuban sugars. The advance is not important, but the fact remains that there are chances of a hardening tendency which should lead to further improvement. The important feature tending in this direction is the fact that Cuban planters are selling so far below the Hamburg parity for beet sugars, now 29c., as to cause a loss to them of nearly all the concessions made under the Cuban Reciprocity Treaty. While prices of beet sugars continue steady and even have an advancing tendency, it is natural to suppose that after the liberal sales made by Cuba, of her first production, from crop, she will be able to maintain a firmer pretention for the remainder of the crop, especially as at this time the total crop production to date is considerably less than at the corresponding time last season, although by no means too late to be recovered from before the end of the campaign.

"Our special cable from Cuba gives production to March 1st of 333,411 tons, against 539,194 tons for same time last year and total stock in the island is 138,828 tons, against 239,392 tons on same date last year.

"Several sailing vessels are said to have been chartered to load sugar in Cuba for the Western Refinery, San Francisco, to make up part of the deficiency in their supply of Hawaiian sugars, caused by the opening of the Crockett, California, refinery.

"It is reported that Demerara and other West India sugars to the extent of 20,000 tons, for shipment up to June, have been placed in Canada and, finding no more of available sugars which would be admitted under the preferential tariff, the Canadian buyers have recently accepted San Domingo centrifugals for March shipment at 1.80c. c. i. f. to New York, being 1-16c. above the value in this market.

"At the close it is rumored and believed that 2 1-8c. c. and f. has been paid for cuban centrifugals for March and April shipment, although full particulars are not given.

"European markets remained quiet during the week, closing with an advance of 3-4d., to 8s. 3 3-4d. for prompt and 8s. 7 1-2d. for August beet."

Paris lumps, in 50-lb. boxes	4 83
" in 100-lb. "	4 73
St. Lawrence granulated, barrels	4 18
Redpath's granulated	4 18
Acadia granulated	4 13
Berlin granulated	4 08
Phoenix	4 18
Bright coffee	4 08
Bright yellow	4 03
No. 3 yellow	3 98
No. 2 "	3 88
No. 1 "	3 78

Granulated and yellow, 100-lb. bags, 5c. less than bbls

Syrups and Molasses — The market continues firm, but bidding is confined within narrow compass and quotations remain unchanged.

Syrups—		
Dark		
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
" open kettle		
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

Tea—Conditions on the London market are slightly improved. Quality is still to be searched for, but common grades are going more easily. Gow, Wilson & Stanton, in a circular of March 2, say: "The ill effect on prices produced by the heavy supplies with which the market was surfeited during the opening sales of the year is at last disappearing, and prices show a tendency to steady again under the influence of regular supplies of moderate and workable dimensions."

Thompson's tea circular says: "The tone has tended to further improvement, particularly at the Indian auctions, where buyers are beginning to realize that the supply of useful liquoring grades is likely to be none too large during the next few months.

"The consumption outside the British Isles of British grown teas Indian and Ceylon was, in 1905: India, 54,785,200 lbs.; Ceylon, 74,068,600; in 1904: India, 55,713,300; Ceylon, 67,598,700. These figures show a falling off in Indias and a very large increase of Ceylon."

Coffee — The market continues firm, with improving chances of realizing the advance spoken of in these columns a little while ago.

Willett & Gray, reviewing the situation at the close of last week, say:

"The outturn of the present crop so far is an object lesson to the trade as to how little attention the crop prospects of Brazil deserve when told far ahead. It is very evident that Brazil's experience is only an exhibition of human nature, the same as all others in speculative ventures, that is, after being hopeful and bullish for seven or eight years, continually predicting smaller crops which turn out large ones, they finally become demoralized and as bearish as they were formerly bullish, predicting larger crops, when due to the neglectful state of their plantations, smaller crops is the inevitable result. The planters do their share to mislead the exporters by reporting their respective crops to be very large, in order toobtain full advances at the beginning of a crop. The demoralized state of trade during the last two or three years added to the representations of the farmers were conducive to estimates on the part of Brazilians of 12 and 13 million bags, which actually turns out less than 10 millions. The trade continues to be extremely cautious, which must eventually lead not only to small stocks in the interior, but probably to higher values at a time when they are hoping for lower ones, as results are usually opposite from expectations.

"Rio No. 7 continues at about 8 3-8c., while Santos grades, according to quality and roasting merits, commands from 9 1-8c. to 9 1-2c. for 4's and 9 3-8c. to 9 3-4c. for 3's, regular store terms."

Visible supply of the world in bags, was on March 1, 11,324,581; on February 1, 11,931,631, and March 1, 1905, 13,271,745.

Foreign Dried Fruits — Prunes are somewhat higher. The market is quite firm at the coast, and smaller sizes are very hard to buy. The approach of Easter is creating a demand for larger sizes. There are some alterations in the quotations below.

Prices of California raisins are yielding somewhat. Earlier in the season a well informed broker said the Californians put the prices too high; a reduction was made a couple of months ago, but they are still too high compared with other imported fruit.

Dates are slower for commoner grades. Evaporated apples are advanced from 1-2c. to a cent.

	Per lb.			Per lb.	
Prunes, Santa Clara—					
90-100s, 50-lb boxes	0 06	0 06½	60-70s, 50-lb boxes	0 07½	0 07¾
80-90s "	0 06¾	0 07	50-60s "	0 08	0 08½
70-80s "	0 07½	0 07¾	40-50s "	0 08½	0 09
			30-40s "	0 10	0 10½

Note—25 boxes ½c. higher.

Candied and Drained Peels—					
Lemon	0 10½	0 10½	Citron	0 8	0 20
Orange	0 11½	0 12			
Figs—					
Elemes, per lb		0 10			0 14
Tapnets, "		0 04			
Apricots—					
Californian evaporated, in 50-lb boxes		0 14			0 15
Peaches—					
Californian evaporated, " "		0 14			0 15
Pears—					
Californian evaporated, per lb		0 13			
Currants—					
Fine Filiatras	0 05½	up	Vostizzas	0 07½	0 08½
Patras	0 06	0 06½			
Raisins—					
Sultana		0 05½			0 07
" Fancy		0 10			0 14
" Extra fancy		0 15			0 16
Valencias, selected		0 05½		0	05½
Seeded, 1-lb packets		0 09		0	10½
California, loose muscatels—					
3-crown					0 07½
4-crown					0 09
Dates—					
Hallowees	0 04½	0 04½	Fards new choicest	0 09	0 10½
Sairs	0 03½	0 04	" new choice		0 09½
Domestic evaporated apples				0 10	½0 11

Foreign Nuts — Prices continue unchanged and trade is quiet.

Almonds, Tarragona, per lb	0 12½ 0 13
" shelled Valencias	0 25 0 28
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 20 0 25
Filberts, per lb	0 10
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 14½ 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 10

Spices—The market is firm, with quotations unchanged. On the primary markets strength is everywhere noticeable, and nutmegs are slightly higher. Pepper also is quite firm.

Spices—	Per lb.
Peppers, blk	0 18 0 19
" white	0 27 0 28
Ginger	0 20 0 25
Cassia	0 21 0 25
Nutmeg	0 45 0 75
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 28
Allspice	0 15
Mace	0 80 0 90

Rice and Tapioca—The markets are firm, and locally that's all there is to say. A Singapore cable states: "In our opinion prices will go gradually higher during this year. We do not think there will be an average supply before early next year."

Rice and Tapioca—

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Java	0 06½	0 07
Sago		0 07
Carolina rice	0 08	0 08½
Tapioca, medium pearl		0 07
" double goat		0 07½

Honey—Prices have firmed up somewhat, and trade is good. Two dollars is now the lowest for No. 1 sections, and for No. 2 as high as $1.60 is obtained. There is no buckwheat honey in sections on this market.

Honey, extracted clover, in 60-lb. cans, per lb		0 08½
" " " in 5 lb. & 10 lb. cans, lb.		0 09
" sections, No 1, per doz		2 00
" " No. 2, "	1 40	1 60
" Buckwheat, per lb	0 04½	0 05

Beans—The market is firm, with an advance of from 5c. to 10c. for hand picked and prime.

Beans, handpicked, per bush	1 85	1 90
" prime, No. 1	1 70	1 75
" Lima, per lb	0 06½	0 07

Fresh Fish—Stocks of frozen fish are pretty well cleaned up, and the new catch is beginning to come in and is going out freely at better prices. Dealers expect fresh caught trout and whitefish from the Georgian Bay in a fortnight.

Frozen halibut, per lb	0 12½	0 15
Haddock, fresh caught, per lb		0 08
" frozen		0 05
Trout, frozen per lb	0 08	0 09
" fresh winter caught		0 15
Fresh cod steak, per lb		0 05
" fresh winter caught		0 08½
" lobsters, boiled, per lb		0 30
Frozen B.C. salmon, per lb	0 09	0 10
Shrimps per gal		1 25
Whitefish, per lb	0 08	0 09
" winter caught, per lb	0 08	0 09½
Herring, per lb	0 03½	0 04
Pickerel "	0 07	0 07½
Oysters, standard, small pail	4 00	4 20
" selects, pail		4 80
Finnan haddies	0 07	0 08
Ciscoes		1 25
Kippers, 60 to box		1 25
Bloaters, 60 to box		1 15
Mackerel, per lb		0 10
Labrador herring salt, No. 1, half bbl		3 25
Frozen sea herring, per 100		2 00
Smelts, No. 1	0 08	0 09

Dried and Cured Fish—Prices continue according to last week's quotations.

Boneless fish, per lb		0 05
Cod fish, 1-lb. bricks		0 07
Quail-on-toast, per lb	0 05½	0 60
Flitched cod fish, cases of 100 lbs		6 50

Hides—The hide market continues unsettled, and had it not been for heavy buying by a large tanner, local dealers say there's no saving where prices would be. Calf skins are quoted a cent lower, and sheep skins 5c. higher. Quotations on fur skins are very changeable, and there are more than the usual number of variations this week, some up, some down. Red fox, muskrat, timber wolf and prairie wolf are higher, pale mink and white weasel, lower.

Hides, inspected, steers, No. 1		0 10
" " " No. 2		0 09
" " cows, No. 1		0 09½
" " " No 2		0 08½
Country hides, flat, per lb., No. 3	0 07½	0 08
Calf skins, No. 1, selected		0 12
" " No. 2		0 10
Sheep skins	1 40	1 55
Horse hides, No. 1	3 00	3 25
Rendered tallow, per lb	0 04½	0 04¾
Pulled wools, super, per lb	0 22	0 24
" " extra "	0 24	0 25

Fur Skins.

	Prime	No. 1,
Badger	$ 1 50	$0 .0
Bear, black	15 00	7 00
" yearlings	7 00	3 00
Fisher	6 00	2 00
Fox, red	3 25	1 50
" cross	10 00	3 00
Lynx	6 00	3 00
Marten, dark	20 00	4 00
Mink, dark	4 50	2 00
" pale	3 00	1 25
Muskrat	0 25	0 15
Raccoon	1 40	0 60
Skunk	1 65	0 65
Weasel, white	0 50	0 10
Wolf, timber	3 50	1 00
" prairie	1 75	0 50
Wolverine	5 50	3 00

N. B. Markets.

St. John, March 15, 1906.

There is fair average business. There is little in general markets to encourage buyers. It is yet early for Spring business. The president of the board of trade and a representative from the city council had an interview during the past week with the Minister of Public Works in reference to improved harbor facilities here; the city standing ready to build the wharves if the Government will do the dredging. The Government are doing some dredging, but it is absolutely necessary that immediate steps be taken to extend the present contract and to hasten the completion of the work. Unless this is done at once the large amount already expended particularly by the city, will be almost entirely useless in meeting the demand for increased facilities for next season's business.

In markets, ginger is higher. Nutmegs also show advance. Pepper unchanged. Cloves firm. Cream of tarter rather higher. Rice is little changed.

Oil.—Burning oil is still unchanged at the low price quoted; sales continue good. There is a good business reported in lubricating oil, chiefly for later shipment. This will be a season of high paint oils, linseeds in particular being higher than last year, when a record was made as regards low prices. Turpentine continues at the very high figure ruling for some time. Business in cod oil now light; full prices rule.

Salt.—More interest is being shown in Liverpool coarse salt, contracts for Spring business are being made. Prices show little change from last year. In fine salt, while some Liverpool factory filled is sold and some extra quality repacked here in boxes Canadian has the large sale. Spring demand now manifest.

Canned Goods.—The chief interest is the effort to get vegetables up to fair market values; good stocks are held, prices keep low. Fruits are unchanged. There is improved demand for gallon apples at somewhat higher prices. Salmon unchanged. Lobster higher. Oysters firm. Meats are low. In domestic fish, sardines the only line in which there is much stock. Business has been quiet.

Dried Fruit.—In California seeded raisins local prices rather lower but coast prices show an advance from the low prices named after the new year. In loose raisins Malagas supply the market. Valencias are low. Currants are rather higher. Prunes have a steady sale, prices are higher and small sizes scarce. Apricots are also higher. Peaches but a fair sale. Dates show an advance, a steady demand particularly for package goods. In peels, citron, new goods, is quoted high, and it is said even higher prices will rule. Evaporated apples are high and sale limited. In onions just fair business, Valencias chiefly offered.

Sugars.—Dealers have bought rather more freely. The advance of the past week gave a better tone to the market, but there is still much lack of confidence.

Molasses.—Each West Indian steamer brings a fair quantity of Barbadoes molasses, chiefly fancy. While the question of duty on this grade is somewhat unsettled it is likely to be applied. Prices are quite low. In the regular grade first shipments seldom show best quality. In Porto Rico a fair stock of old held; just a fair sale.

Fish.—It is getting late for frozen stock. This means rather lower prices for fresh fish. There are some small arrivals of dry fish; while prices are high, market hardly as firm. Smoked herring are quite high; stock light. Picked are scarce and full prices are obtained. Finnan haddies are rather dull.

N. S. Markets.

Halifax, March 14, 1906.

The grocery markets are fairly steady and prices show little change. The Spring trade is slow in opening up, and is looked upon as being a trifle backward. According to cables received here from Barbadoes, the molasses market is somewhat firmer, and that stocks of the old crop are pretty well exhausted. The price of beans has dropped a little, and it is reported that some jobbers in the Maritime Provinces have started in to cut prices.

Fruit.—Good apples are very scarce on this market. The growers in the valley who have stock on hand are asking $4 per barrel, and some of them are even holding out for better prices. Northern Spys and russets are $4.50 here for No. 1's, and $3 to $3.50 for No. 2's. These prices are considered far too high for the country of production.

Jamaica oranges are selling here for $6.50, and navals from $4.25 to $5.75. Lemons are quoted from $2 to $2.75.

Germans Tax Lobsters.

All parties interested in the lobster business in these provinces will be affected by the action of the German Government in increasing the duty on all canned lobsters, and discriminating especially against Canadian lobsters to such an extent that the consumption of this article will be very considerably curtailed, if not entirely stopped.

This action is no doubt taken in reply to the surtax against German goods which has been enforced in this country. The extent of the effect cannot be judged by any reference to the direct exportations of lobsters from Canada, because large quantities shipped from this country to London, Liverpool, New York and other points, have eventually drifted into the German markets, where very high prices have been obtainable for strictly choice qualities.

Word has been received in this city that the rate of duty has been increased since the first of the month to 100

marks per 100 kilogrammes. The weight taken is the gross weight of the package, and represents about $7.50 per case of 48 x one-pound cans, or 96 x half-pound cans. This is regarded as prohibitory, and no business will be possible.

To the fisherman, packer and shipper this is a serious blow. The goods will have to be disposed of in other countries, and the market price will likely decline in consequence. Lower prices in these markets for the shipper means lower prices to the packer, and eventually lower prices to the fishermen.

It is learned also that some other European countries, such as Austria and Switzerland, have increased the duty against canned lobsters in their revisions of tariff this year. The cost of tin and other metals used in canmaking has materially increased, and the prospects for the packers for the coming season are very unfavorable.

WORTH THE GROCERS' ATTENTION

Every grocer has experienced the great difficulty in weighing out small quantities of cheese so as to secure to himself the full weight of the original cheese, and undoubtedly, at some time or other, has exclaimed. "There is no money in selling cheese."

All this, however, can now be happily ended with the advent of modern methods of utility and convenience. The Walker Bin & Store Fixture Company, of Berlin, are issuing a handy little folder in which is fully described a contrivance called the "Standard Computing Cheese Cutter," by means of which the original large cheese can be divided and cut into small portions of any size, apparently without the slightest loss.

To the grocer who considers that "money saved is money earned" this cutter is worth investigating.

IMPORTING ORANGES FROM SEVILLE.

T. Upton Co., Hamilton, have just completed their pack of marmalade and report they have had this year the finest lot of oranges they ever saw. The company used about three carloads, which they imported direct from Seville, Spain, and this year in the lot there were scarcely one dozen spotted oranges.

About four years ago the company made their first direct importation and it proved a success. A remarkable fact in connection with this importation was that the shipment was noted by A. Wallace & Co., importers, Glasgow, Scotland. They were astonished that any firm in Canada should use a sufficient quantity of oranges to import them direct or that they could be landed in this country in good shape. The next year a representative of A. Wallace & Co. came out to Canada and interviewed the Upton Co. with regard to the success of the shipment and, as a result of their enterprise, since that time the Upton Co. importations have been placed through this firm.

MAJOR'S NEW CATALOGUE.

An attractive and useful catalogue has just been issued by S. J. Major, Limited, of Ottawa, which will prove a handy reference for grocers. Copies are mailed on application to their Ottawa office.

GROCER'S APPRENTICE TO SENATOR.

(Continued from page 33.)

tion of the company was precarious and the directors have had to give their personal security to the bank for large sums. Globe's stock could be bought for 15c. on the dollar. Now it is above par, and difficult to get at any price. But it was not for money he labored.

Industry, Kindliness, Foresight.

Every intimate friend of Senator Jaffray will tell you of his untiring industry, his kindness of heart and his business foresight. If he promises a chap to try and get him a position he doesn't just write a letter, or perhaps forget it. If he gives a promise he has it on his conscience and he hustles to find a place. Practically worthless stock of the Crow's Nest Coal Co. was kicking about and Mr. Jaffray undertook to investigate the proposition. He traveled 200 miles through the mountains and went over the coal areas at a tremendous expenditure of exertion. Then when he and other capitalists took it up and the stock began to advance, a widow whose husband had left her nothing but a block of it wanted to dispose of it. Mr. Jaffray persuaded her not to, and it finally returned her a handsome competence.

Mr. Jaffray had always great faith in Toronto's future. In the 70's he said to a friend who was going to sell property on Yonge street, just north of Bloor, "I wouldn't sell for three times what you paid for it. It will be the centre of a business district some day." The "some day" has come, though there was nothing then to indicate it to the ther, himself a shrewd Scot. Some years ago Mr. Jaffray foresaw that ultimately certain blocks of Yonge street property would bring large values, and he became heavily committed. The bad times delayed the fulfillment of his expectations, and for a while the property was a grievous burden, but the last year or two have more than justified his judgment.

Other Interests.

Aside from business and the Globe, Mr. Jaffray has few interests. Some years ago he gave some attention to theological and philosophical problems as recreation, and a sort of club comprising the best known university leaders and others used to meet at his home for the discussion of such questions. He was chairman under the late Liberal Government in Ontario of the Temiscaming Railway, and is now a member of the Queen Victoria Park Commission.

Mr. Jaffray's home relations have been sacredly beautiful and tender, and a great sorrow is now resting upon him in the serious illness of Mrs. Jaffray, a woman of deep piety and saintly living. There are four children, two daughters, both married, and two sons, one a stock broker the other a missionary in Africa.

To approach an adequate appreciation of this man's sterling worth, large business ability and kindly nature, the stranger need talk with the friends who have known him longest and enjoy the enthusiasm of their panegyrics.

James Cain, Huntsville, is selling out and retiring from business.

MERGER OF SYRUP FACTORIES.

Within the past few days a merger has been effected between the Imperial Syrup Co., Limited, Montreal, and Ramsay Bros. & Co., of Vancouver, and a large plant will be established in Winnipeg for the manufacture and distribution of cane syrups, maple syrups and molasses. In conversation with Col. Fred Welker, of the Imperial Syrup Co., Montreal, today, The Canadian Grocer elicited the following facts :

"As you are well aware, the British Columbia Sugar Refining Co., of Vancouver, manufacture a pure cane syrup, which Ramsay Bros. & Co., of that city, have been pushing on the west coast, while our company here, the Imperial, has been supplying maple products, both of these lines being largely consigned to Winnipeg and distributed from that point. It was calculated that by the establishment of a plant in Winnipeg, where the products of the Ramsay Bros. Co. and our Imperial Co. could be handled more satisfactorily, that the merger is put through. New Orleans molasses can be laid down as cheaply in Winnipeg as in Montreal and by continuing the shipments of eastern goods and western cane syrups, as well as the New Orleans molasses, it was felt that a great saving could be made and the business conducted much more expeditiously. The trade of these companies in Western Canada has developed to such an extent that it was found necessary to establish a central factory at Winnipeg. We expect within a very short time to have the plant in operation."

Mr. Ramsay has just returned from a tour through the United States markets and purchased the most modern machinery for the preparation of the various lines controlled by this and the affiliated Imperial Syrup Co., and every effort will be put forth to push the factory to completion in as short a time as possible.

Manitoba Markets

ABBREVIATED MARKET NOTES FOR CURRENT WEEK

Pork and Beans—Advanced.
Sugar—Advanced 10c. per 100 lbs.
Walnuts—Shelled, advanced 4c.

(Market quotations corrected by telegraph up to 19 a.m. Thursday, March 15, 1906.)

Wholesale grocery trade continues very active. There are few price changes to note this week. Values are steady with a tendency to advance.

Canned Goods—Except for the continued scarcity of tomatoes and strawberries, the canned vegetable and fruit market is without features of interest. Clark's pork and beans have been advanced and the new prices will be found quoted below.

FRUITS.	Group No. 1.	Groups No 1 & 2.
Apples—		
gallons, per doz.	3 10	3 05
3-lb. "	2 49	2 44
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new "	4 08	4 03
Lawtonberries— " "	3 83	3 78

Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 25
2's, whole, " "		3 75
2½'s, whole, " "		4 50
2's, grated, " "		4 50
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries—		
new "	4 00	4 25

VEGETABLES.

Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 53	1 48
(No. 3) 2's "	1 68	1 63
Succotash—		
2's "	2 63	2 58
Tomatoes—		
All groups, per case		2 60
Salmon, Fraser River sockeye, per case		6 25
" Skeena River, " "		6 00
" River's Inlet, " "		5 90
" Red Spring, " "		5 75
" humpback, " "		3 75
" cohoes, " "		4 85
" Clover Leaf, Fall delivery, 1 to 4 cases		6 30
" " 5 to 9 cases		6 20
Pork and beans (V.C.P. Co.), 1's, per doz		1 25
" " 2's, "		1 90
" " 3's, "		2 60
Clark's 1 lb. plain, per case		2 10
" 2 " " "		1 80
" 3 " " "		2 20
" 1 " tomato sauce, per case		2 30
" 2 " " "		1 85
" 3 " " "		2 40
" 1 " Chili " "		2 30
" 2 " " "		1 95
" 3 " " "		2 40
Soups (Van Camp's), per doz		1 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey " "		3 25
" chicken (Aylmer), per doz		3 30
" " (Delhi), "		3 20
" turkey (Aylmer)		3 30
" " (Delhi)		3 20
" duck (Aylmer)		3 30
" " (Delhi)		3 20
Corned beef " 2's "		2 75
" " 1's "		1 55
Roast beef (Man. Can. Co.), 2's, per doz		2 65
" (Clark's), 1's, per doz		1 50
" " 2's, "		2 65
Potted meats, ½'s, per doz		0 55
Veal loaf (Libbey's), ½ lb., per doz		1 25
" " 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 50
Lunchtongue (Clark's), 1's, "		3 45
" (Aylmer), 1's, "		3 00
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.		1 80
" " 1-lb. tins, "		3 10
" " 1-lb. glass, "		3 35
Chipped " " ½-lb. tins, "		1 45
" " " 1-lb. tins, "		2 50
" " " 1-lb. glass, "		3 05
Sliced bacon, " 1-lb. tins, "		3 10
" " 1-lb glass, "		3 25
Corned beef (Clark's), 1-lb. tins, per doz		1 50
" " 2-lb. " "		2 65
Lobsters (new), ¼-lb. flats, per 8-doz. case		16 00
" " ½ lb. talls, per 4-doz. case		10 25
" " 1-lb. talls, " "		14 50

Sugar—Prices have been recently advanced 10c. per cwt., for all points. Quotations now are:

Montreal granulated, in bbls	4 85
" " in sacks	4 80
" yellow, in bbls	4 45
" " in sacks	4 40
Wallaceburg, in bbls	4 75
" in sacks	4 70
Berlin, granulated in bbls	4 75
" " sacks	4 70
Icing sugar in bbls	5 45
" " in boxes	5 65
" " in small quantities	6 05
Powdered sugar, in bbls	5 25
" " in boxes	5 45
" " in small quantities	5 70
Lump, hard, in bbls	5 55
" " in ½-bbls	5 65
" " in 100-lb cases	5 55
Raw sugar	4 50

Syrups and Molasses—Quoted as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per lb	0 04
New Orleans molasses in ½-bbls, per lb	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

Coffee—Prices are quoted as follows:

Whole green Rio, per lb	0 10½
" " roasted, per lb	0 15
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb. "	0 24

Foreign Dried Fruits—Prices continue firm in nearly all lines. Four Crown muscatel raisins are lower, being quoted now at 8 3-4c. per lb. Peaches have been advanced. We quote:

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs. per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 35 1 50
" " selected	1 60 1 75
" " layers	1 70 1 85
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 09
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 10½
" " fancy seeded, 1-lb. packages, per package	0 11
Prunes, 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 08½
" choice silver, per lb	0 10½
" silver, per lb	0 08½
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 13½
Apricots, standard in 25-lb. boxes, per lb	0 12½
Peaches, choice, per lb	0 13½
" standard "	0 12½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 11
Nectarines, choice	0 12

Candied Peel—Trade is quiet now at unchanged prices.

Lemon, per lb	0 11
Orange "	0 11½
Citron "	0 18
Mixed, in 1-lb drums per doz	2 30

Nuts—New shelled walnuts are quoted at 30 cents per lb. We quote

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 10
Peanuts	0 10
Jumbos	0 14
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

Spices —

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, in 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz	0 75

Rice, Tapioca and Sago—Prices are quoted as follows

Japan rice, per lb., cwt. lots	0 05½
" " 50-lb. lots	0 5½
Rangoon rice, per lb	0 04 0 04½
Patna "	0 04½
Tapioca, per cwt	6 50
Sago, per lb	0 04½

Pot and Pearl Barley.

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Beans—New white beans are still quoted at $2.05 per bushel.

Woodenware—

Butter tubs, wooden hoops, 2 in nest, per nest	0 42 0 45
" " 3 hoops, 2 in nest, per nest	0 70 0 73
Butter wire hoops, 2 hoops in nest, per nest	0 63
" " 3 hoops in nest, per nest	1 00 1 25
Pails, 2 hoops, per do	1 95
Pails, fibre, per doz	3 25
Wash tubs, common and wire hoop, per nest of 3	2 00
" " " No. 0, per doz	41 00
" " " No. 1, per doz	8 75
" " " No. 2, per doz	7 50
" " No. 3	5 40
" " Nests of Nos. 1, 2 and 3	1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lb	0 56
" " 2, to hold 14 and 28 lb	0 26
Butter tubs, fibre and cover, per doz	4 00
Butter moulds, for 1-lb. bricks, per doz	1 85

Honey—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz	2 50
" " " per case	4 75
New honey, 1-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb	0 10

Glass Fruit Jars—Prices for the season of 1905-06 are quoted as follows:

Glass fruit jars, pints, per gross	7 75
" " quarts, per gross	8 75
" " half gallons	11 75

Salad Dressing— There is some demand still at following prices:

Durkee's, per 2-doz. case	7 00
Royal, small, per doz	2 85
large. "	4 75
Vinegar (C. & B.), bottles, pints, per doz	1 20
" " quarts, "	2 10

Sauces—

Worcestershire, Lea & Perrins'		½ pints, per doz	$3 65
" "		pints, "	6 00
"	White's	½ pints "	0 90
"	Paterson's	½ pints "	0 90
"		pints "	1 75
Essence of anchovies (C. & B.), per doz			3 00
Yorkshire relish (Goodall & Backhouse), per doz			1 90

Buckwheat — Quoted as before at $1.70 per half sack.

Oatmeal and Cornmeal—

Rolled Oats, 80-lb. sacks, per cwt	2 15
40-lb. " "	2 20
20-lb. " "	2 25
8-lb. " "	2 55
Cornmeal, in sacks	1 70

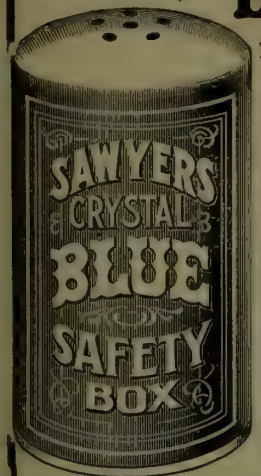
Fish and Oysters—

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 12½
Red Snapper	0 15
B C. Salmon	0 09
Halibut	0 08½
White fish, per lb	0 07
Pickerel	0 05½
Jackfish	0 03½
Finnan haddie	0 07½
"Halifax" b rand salt cod, fish cakes 24-1's	0 07½
" Acadia " " " 2-1's	0 08½
" Acadia " " " 20-1's	0 07
" Bluenose " " 2-lb. boxes	0 10
" " " 4-lb. boxes	0 10
" " " shredded, 24 cartoons, per box	1 80
" " " bulk, in 15-lb. bxs.	0 08
Large, Labrador and Nfld. salt herrings per 100 lb	4 00
" " per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12½
Smoked halibut strips	0 11½
Kippered gold eyes, per doz	0 45
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz in box, per doz	0 40
Oysters, selects, per gal	2 25
Standards, per gallon	2 00
Holland herrings, in kegs, per keg	0 68 0 71
Herring ½-barrels	4 00
Digbys, chicks, per box	0 17

Sawyer's CRYSTAL

50 Years the People's Choice.

See that Top **Blue.**



For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.

67 Broad Street,

BOSTON - - MASS.

M. F. EAGAR & SON, *Mfrs. Agents*

HALIFAX, Nova Scotia

Maple Syrup

JUST MAPLE SYRUP THAT'S ALL

Pure Tested Maple Syrup only is sold under **Small's brand.** When customer asks for tin of **Maple Syrup** it's nice to be able to produce same, and particularly a world-renowned brand.

Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark syrup in the British Empire. 2nd—Small's Brand has been awarded with but one exception all Gold and Silver Medals ever offered in Canada, and many from abroad.

You certainly have a first-class line.—WOOD & STEVENS, New York.

Is superior to anything I have seen on the market.—H. MOCKFORD, London, Eng.

All Jobbers.

Product of **THE CANADA MAPLE EXCHANGE**

MONTREAL

FOR SALE BY TENDER

A general stock, consisting of dry goods, ready-made clothing, boots and shoes, crockery and groceries, amounting to about $6,000. Sealed tenders will be received until March 30th. Stock open for inspection.

W. McMULLEN & CO.,

Mount Forest, Ont.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

GROCERY BROKERAGE—Young man would purchase outright or an interest in established concern with good connection. Apply, Box 110, THE CANADIAN GROCER, Toronto. [12]

BUSINESS CHANCES.

FOR SALE—Eastern Ontario Town — Established grocery and fruit business; stock, $3,000; turnover, $20,000; must be sold at once. Apply Box 109, CANADIAN GROCER. (10)

SITUATIONS VACANT.

WANTED—A respectable honest, live representative, thoroughly familiar with all the Nova Scotian apple growers and shippers along the D. A. route to drum up consignments during next (1906-7) season for large European markets and British provincial towns. Reply, "Hustler," London office CANADIAN GROCER, 88 Fleet street.

AGENCIES WANTED.

VANCOUVER firm of manufacturers' agents is open for a few good lines; highest references. Box 119, Vancouver. [15]

SITUATIONS WANTED

WANTED a position of trust by a young, active business man, a university graduate and Canadian Barrister at Law. Might be willing to invest a small sum in a good sound manufacturing concern to secure junior partnership. Best of references as to character can be furnished. M., care of The MacLean Publishing Co.

POSITION as traveler wanted by first-class salesman, three years' experience and good connection in Ontario. Apply, Box 111, THE CANADIAN GROCER, Toronto. [10]

AGENTS WANTED.

SUTCLIFFE & BINGHAM, LIMITED, Manchester, England, are open to appoint a sole buying agent in St. John, N.B., and in Halifax, N.S., for "Kkovah" jellies and other "Kkovah" specialties; liberal terms to those prepared to devote energy to pushing same. Write at once Mr. Sutcliffe, care of Sutcliffe & Bingham, Limited, 17 St. John street, Montreal.

ARE YOU

GETTING YOUR SHARE

of the

LARGE BUSINESS OFFERING in ALBERTA?

IF NOT Write us. Secure our services.

Excellent Storage Accommodation. Correspondence Solicited.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

Do You Sell Tea?

If you do you cannot afford to overlook the many merits of

Gold Standard Tea

"Guaranteed - the - Best"

Possessing a value far in excess of the price. The foundation of its popularity is built solely on its superb value.

Packed by

THE

CODVILLE-GEORGESON CO.,

LIMITED

WINNIPEG, MAN.

EASTERN MANUFACTURERS AND SHIPPERS

Keep in touch with the

WINNIPEG TRADE

We sell all lines handled by the

Wholesale Grocers

Write or wire us your offerings

NICHOLSON & BAIN, WINNIPEG,

Wholesale Brokers and Commission Merchants.

Established 1882

First-class storage for all kinds of goods

"If You Would Advertise"

that is the answer of to-day. We are doing it and doing it well. It is a fact that in the past we have done **excellent** work in the advertising line, and this week we have opened in the City of Toronto with one of the largest and most unique methods of advertising that has ever before been seen in the Dominion of Canada. This line of advertising we intend to carry on from Halifax to Vancouver.

Our aim is to **advertise** to **please** the **trader** and the **consumer.** We think we have struck the **right method,** yet we are open for **criticism** and **suggestions** from our many good patrons.

Do not neglect to place your order for **Bode's Menthal "Pepsin" Gum** either with your Jobber or direct with the

BODE'S GUM CO.

LIMITED

We are also manufacturers of

Bode's Crushed Fruit Gum
Bode's Pepsin Gum
Bode's Chulets Kandy Koated Gum
Bode's Buster Brown (large 1c. package)

28-30 St. George Street

MONTREAL

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

There is no change to report in the local cheese market. Stocks have been further reduced so that there are probably less than 5,000 boxes unsold in all Canada, which is a mere trifle, especially as stocks in Great Britain are also reported as being very light and the natural consequence will probably be very high prices ruling at the opening of the new season.

At present most of our exporters are on their annual visit to the different British markets, calling upon their regular correspondents and discussing the possibilities and probabilities of prices and conditions of the coming season. Some radical business changes are indicated and altogether there is an air of doubt and uncertainty about the future which causes more or less anxiety among the merchants. The trade will go on as usual; cheese and butter will be made, sold and consumed, although there may be changes among those handling this vast product of the Dominion. However, the future will tell what effect these changes may have and it is difficult to make any predictions at present. It is to be hoped that the ensuing competition for trade will not be such that it becomes ruinous to the merchants.

The first annual dinner of the Sherbrooke Dairymen's Exchange was held a few days ago in the Sherbrooke House. There was a large attendance of creamerymen from all over this section of the Eastern Townships. Mr. James McKinnon, general manager of the Eastern Townships Bank, is president of the exchange.

Mr. J. A. Ruddick, the Dominion Dairy Commissioner, of Ottawa, in replying to the toast, "The Dairy Industry," referred to the great strides that had taken place in the butter and cheese industry since 1897. Then a system of refrigerator cars had been instituted by the Department of Agriculture. During the last season there were from 120 to 130 iced cars running over the various railways, carrying this product to the market in Montreal.

The demand for butter and cheese was growing in the Old Country and he anticipated a very much larger demand during the coming season. He counselled the creamerymen not to lose sight of the fact that, while cold storage was a good thing for this industry, it would not change the quality. It depended upon the farmers to pay attention to the milk they supplied the creamery and the latter to see that all modern appliances and care was exercised to bring about a uniformity of quality. He remarked that while in Great Britain last year he saw a brand of the Eastern Townships butter selling for 120 shillings, while alongside was Danish butter selling from 118 to 122 shillings.

Mr. H. S. Foster, of Knowlton, also replied to the toast. He spoke strongly against the unbusinesslike method followed by many of the farmers in handling the milk. Good milk was essential to good butter and they could not be too careful in this respect.

A circular has just been issued by the Department of Agriculture stating that, in order to encourage in the Province of Quebec the production of hogs suitable to the requirements of the British bacon trade, a large number of boars and sows of the bacon breeds have been collected and will be distributed through the province by means of auction sales at central points. The work is being conducted by the live stock branch of the Dominion Department of Agriculture in conjunction with the Quebec Provincial Department of Agriculture, the pork packing companies of Montreal, and the Montreal Produce Merchants' Association.

Up to the present time Quebec has contributed little to the export bacon trade. The hogs raised within the province have been almost entirely for local consumption. Canada supplies about 20 per cent. of the bacon for the British markets; of this about 15 per cent. is supplied by Quebec, the Maritime Provinces and the west; Ontario supplies the balance, or 85 per cent., amounting in value to about $12,000,000 annually.

The facilities for hog production in Quebec are perhaps unsurpassed by any other province in Canada. Comparing the existing conditions with the sister province of Ontario, lands in Quebec are cheaper, the climate is better for pasturage, common cereals are produced at small cost, and dairying is the leading industry, affording great quantities of skim milk, than which there is no better feed for hogs.

Considering what the farmers of Ontario have derived from this industry by using the proper type of bacon hog, individual farmers, agricultural clubs, and other organizations interested in the welfare of agriculture, should avail themselves of the opportunities of these sales, which will be held as follows, viz: Huntingdon, March 26; Cowansville, March 28; St. Hyacinthe, March 30; Joliette, April 2. At each point about 25 animals will be offered, including boars from three months of age upwards, and young sows, most of which will be in farrow. The animals have been selected by an expert on bacon hogs, and only such animals have been accepted for the sales as are calculated to improve the stock of the province.

Addresses on the bacon hog and on the possibilities of bacon production in the Province of Quebec will be delivered before commencing each sale.

THE PROVISION SITUATION.

There has been practically no feature of interest in the provision situation during week under review. At Montreal and eastern points supplies are reported as much below requirements and receipts of hogs for the current week were considerably below previous week. Notwithstanding this, however, prices for live hogs declined slightly. At Toronto and western points practically the same condition rules.

The quality of hogs delivered are inclined toward the light kind, which virtually means that farmers are hurrying supplies to market before maturity in order to secure the present high prices. This cannot continue, however, as it is impossible for the market to rule long on existing basis except for highest of quality. The English markets are somewhat slow to increase stocks at present values, and there are clear indications that unless prices are shaded to meet their ideas their supplies will be drawn from other sources.

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In their endeavor to secure the interest in hog raising which the industry deserves, the Wm. Davies Co. of Toronto are showing every anxiety to help the farmer ascertain the cost of producing bacon hogs, and intended to pay fifty cents per hundred more than the prevailing market price to farmers who would co-operate with them and report the results of experiments conducted for this purpose.

Prof. Day when speaking at Ottawa recently, indicated the factors to be taken into consideration when estimating the cost. In his own work he said he had found that pigs at weaning cost about $1.30 each, and may be prepared for market for about $4 a hundred weight. By having the best type of bacon hogs and feeding plenty of roots, the cost would be less. One pen of hogs that were fed solely on grain for a definite time cost $10 for each hundred weight of grain, but by feeding roots the cost was afterwards reduced to $4.75. He emphasized the necessity of each farmer using the weighing scales on all his feed and on his hogs at each period of their growth.

The present situation, whilst a serious one, could easily be met if the farmer were to take up the question of hog raising on a scientific basis. He would then find that his hog pens paid him probably better than anything else.

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

Nothing new of interest is to be noted in the provision market, which is steady. Dressed hogs are unchanged. Hams, bacon, etc., for local consumption, are in fair demand. Abattoir dressed hogs bring from $10 to $10.25, and country dressed from $9 to $9.50.

Lard, pure tierces		0 10¾
" " 56-lb. tubs		0 11
" " 20-lb. pails, wood (10¾)		0 11¼
" cases, 10-lb. tins, 60 lbs. in case		0 11½
" " 5-lb. "		0 11⅝
" " 3-lb. "		0 11¾
Lard, Boar's Head brand, tierces, per lb		0 07⅝
" " ½-tierces, per lb		0 08⅛
" " 60-lb. fancy tubs		0 08⅛
Cases, 20 3-lb. tins, per lb		0 08¼
" 12 5-lb. tins "		0 08⅜
" 6 10-lb. tins "		0 08⅜
20-lb. wood pails, each		1 68
20-lb. tin pails, each		1 58
Wood net, tin gross weight—		
Canadian short cut mess pork		$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Breakfast bacon, per lb		0 14½
Hams	0 12½	0 13½
Extra plate beef, per bbl	11 50	12 00

Butter.

The finest creamery is becoming scarce and the market for it is very firm, with prices showing a tendency to advance further in the near future. Present quotations range from 22½c. to 23c. The lower grades are in rather short supply but as yet neglected.

Choice creamery	0 22½	0 23
Good to fine creamery	0 21	0 22½
Western dairy	0 19	0 20
Manitoba dairy		0 18
Fresh dairy tubs	0 20	0 20½
Fresh rolls	0 19	0 20½

Cheese.

Colored cheese is entirely off the market. White is firm. There are probably not more than 25,000 boxes in Canada, of which not more than 5,000 are for sale. The market is firm and holders are asking 13c. to 13½c. The market in the U.K. is strong.

Eggs.

Held eggs are almost entirely cleaned up now and dealers are doing the greater part of their business in fresh laid goods. Already the latter are commencing to arrive by freight, but it will be a week or so at least before there is a very noticeable decline in express shipments. The fresh laid are selling from 16c. to 17c.

Cold storage	0 13	0 14
Pickled	0 12	0 14
Fresh laid, guaranteed	0 16	0 17

TORONTO.

Provisions.

People must eat, and the provision market keeps active with prices firm or higher. Stocks of heavy mess pork, at the present price of hogs, are not being added to, and some of the provision men are asking $2 more a barrel. Lard is very firm and prices in some quarters are up ¼c. all round. Beef is bringing 50c. more; no particular reason except that this is the season for a rise.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb		0 14
Roll bacon, per lb	0 11	0 12
Small hams per lb		0 13½
Medium hams, per lb		0 13
Large hams per lb		0 12½
Shoulder hams, per lb		0 10½
Backs, per lb		0 16
Heavy mess pork, per bbl	18 00	20 00
Short cut, per bbl	21 50	22 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 10⅛	0 10⅜
" tubs "	0 10¾	0 11¼
" pails "	0 11	0 11
" compounds, per lb	0 07½	0 08
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	7 00	8 50
" front quarters	5 00	6 00
" choice carcases	6 50	7 50
" common	4 00	5 00
Mutton	0 08	0 10
Yearling lamb	0 12	0 13
Veal		0 10
Hogs, street lots	8 75	9 25
" dressed, car lots		8 75

Butter.

Butter is higher this week than last and quite firm at the advance, owing to the short supplies of both creamery and dairy. Lack of quality is still complained of. Buyers everywhere report choice grades very scarce.

	Per lb.	
Creamery prints	0 26	0 27
" solids, fresh	0 22	0 24
Dairy prints, choice	0 20	0 22
" " ordinary	0 18	0 19
" in tubs		0 18
" large rolls, good	0 18	0 19
" large rolls	0 17	0 18

Cheese.

The market is in the process of moving upward. Some houses still quote last week's prices but get more in special cases. Others are asking half a cent more. Stocks are high and demand is good. Some new cheese, 'tis said, has reached the Montreal market, but none has been seen here yet.

	Per lb.	
Cheese, large	0 13¾	0 14
" twins	0 12	0 14½

Eggs.

The only commodity in the provision market showing a weak tendency is eggs. The hens appear to have got their second wind and there is no stopping them. Lent, however, has helped the demand and the stocks are going out rapidly. Prices are a cent lower than last week. That is for new laid; for storage eggs the fairest quotation obtainable is from 12c. to 14c. One dealer said stocks were pretty well cleaned up and he had refused 13½c. Another declared that they were a good deal longer than the holders liked to see them, and that 13c. was high. For good eggs, however, 14c. is being asked.

New laid eggs, per doz. (nominal)	0 16	0 18
Storage and pickled	0 12	0 14

WINNIPEG.

Butter.

Creamery.—Prices for creamery are holding firm in view of a strong demand for good stock. Ontario pound prints are commanding a premium of 2c. to 3c. per lb.

Finest fresh creamery, in 56-lb. boxes		0 23
" " in 28-lb. boxes		0 23
" " in 14-lb. boxes		0 23
" " in 1-lb. bricks (eastern)		0 27
" " " (western)	0 23	0 25

Dairy.—The market is glutted with poor quality dairy and there is very little demand for it. Prices paid average 14c. per lb., but better prices are paid for the fancy article.

Cheese.

Finest Ontario, large		0 14
" Manitoba, large		0 13¾
" " twins		0 14
" " small		0 14

Lard.

Prices are unchanged since last week.

Tierce basis, per lb		0 11
Small packages take the following advance:		
50-lb. tin cans, per lb		0 00½
20-lb. tin pails, in 80-lb. cases, per lb		0 00⅝
10-lb. " in 60-lb. "		0 00⅝
5-lb. " " "		0 00⅞
3-lb. " " "		0 01
20-lb. net white wood pails, per lb		0 00⅝

Cured Meats.

SMOKED MEATS.

Hams, selected stock, special mild cure		0 15½
Bacon, " " "		0 18
Backs, " " "		0 15
Picnic, " " "		0 09½
Hams, sugar cured, assorted sizes		0 14½
" heavy, 20 to 30		0 13½
Picnic, " assorted sizes		0 10
Shoulders, "		0 10
Bacon, " breakfast bellies		0 15
" " breakfast backs		0 15
" " Wiltshire sides		0 15½
" " spiced rolls, long		0 14
Manitoba butts		0 09½
" " skinned		0 10
" " boneless and rolled		0 11
" rolls, boneless		0 11

DRY SALT MEATS.

Bacon, dry salt long clear		0 11½
" " " smoked		0 12½
" " " boneless backs		0 12½
Shoulders " "		

BARREL PORK.

Heavy mess pork, boneless, per bbl		17 00
" " " per ½ bbl		9 25
Standard mess pork, per bbl		16 50
" " " per ½ bbl		9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb		0 03½
" hocks, " "		0 04

Eggs.

Local produce houses are paying 18c. per dozen for new laid eggs delivered in Winnipeg.

ST. JOHN, N.B.

Provisions.

In barrel pork markets show a further advance. There is but a limited sale. Beef is unchanged and very uninteresting. Smoked meats high. It is like old times seeing the quantities of American pure lard here. The high prices fully maintained. Refined compressed is low and sell freely. Fresh beef is dull; prices low. Mutton holds firm but has light sale. Some little veal offered. Full prices obtained. There is no lamb. Pork is high.

Mess pork, per bbl	$20 00	$22 00
Clear pork, "	19 00	22 00
Plate beef, "	13 00	14 50
Domestic beef, per lb	0 05	0 06½
Western beef, "	0 08½	0 09
Mutton, "	0 07	0 08
Veal, "	0 08	0 09
Lamb, "	0 08	0 10
Pork, "	0 09	0 10
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard pure, tubs, "	0 11½	0 12
" " pails, "	0 12	0 12½
Refined lard, tubs	0 08½	0 08¾
" " pails	0 08½	0 09½

Butter.

The difficulty is to get good quality. Prices are quite well maintained.

Creamery butter	0 23	0 25
Best dairy butter	0 20	0 22
Good dairy tubs	0 18	0 20
Fair "	0 16	0 18

Eggs.

Receipts have been rather lighter during the past week and better prices have been obtained.

Eggs, strictly fresh	0 20	0 25
Eggs, fresh	0 18	0 20
" case stock	0 16	0 18

Cheese.

The market is almost bare. Twins have the demand. Prices are higher.

Cheese per lb	0 14	0 14½

HALIFAX, N. S.

Butter and Eggs.

Both butter and eggs continue in fairly good supply, though the receipts of the latter have slackened off some of late. This refers principally to fresh

laid stock. The price quoted is from 17c. to 18c. The demand is not quite as good as might be expected, considering the low price. Cold storage eggs are still in abundance on the market and very little sale can be had for them. A Halifax commission man who was in the Western States recently endeavored to market some stock there, but failed, the prices quoted for eggs in Chicago and other cities being so low that the jobber would not get more tham the cost of transportation out of the deal. Fifteen cents is about the jobbing price here, some of those holding stock being eager to dispose of them at these prices.

The butter market continues to improve, and it is a little easier. Some shipments of country butter in large tubs sent to the city during the week sold for 19c. The dealer found no difficulty in disposing of the stock at that price. The outlook is good for an increase.

—

CHINESE DIGNITARIES IN RETREAT.

Squealing pigs a few days ago stampeded his Imperial Highness Prince Tsai Tse, cousin of the dowager empress of China and leader of the commercial commission touring the world. He and nine other dignitaries who arrived at Chicago from St. Paul, had been dashed out to the stock yards in automobiles and were led directly into the killing department of the Swift plant.

The Chinese nobles suddenly found themselves looking at the pigs in their death throes. Just one glance was enough for the Chinese dignitaries. They rushed back outdoors falling over each other in their anxiety to get away.

—

HOW THE DANES SELL EGGS.

Up to 1867 nobody in Denmark thought of exporting eggs, and little attention had been paid to the raising of poultry. From that time on efforts in this direction were made with surprisingly good results, and in 1895 a company for the export of eggs was formed. In 1896 the value of exported eggs was nearly $2,000,000, and reached $6,000,000 in 1902, the number of eggs exported in the latter year being 36,000,000 dozens. The dividends paid to the members of the association were more than $1,000,000 in 1902.

This Danish company has now 33,500 members and 500 local branches, which are under the direction of a central office. Each local branch collects the fresh eggs in its district and ships them to a certain export port. From the moment they leave the collecting district all expenses are defrayed by the company, who also guarantee to the purchasers the fresh quality of the eggs. Each local branch has at least ten members. The eggs collected must be shipped within four days. At the central station the eggs are weighed and divided into grouns of which the lowest weighs 14.3 pounds and the highest 19.8 pounds per ten dozen. The eggs are also tested as to their freshness and are afterwards placed in pine boxes which bear the mark of the company, the number of eggs and a sign denoting their quality.

Successful Grocers

are finding it pays to handle only The Best when it comes to Food Supplies.

Clark's Sliced Smoked Beef

has an established reputation, due to its superior quality, and can be relied upon to win trade

Purity First and Always

Nicholson's Mince Meat

is the purest there is. It will keep any length of time because the spices and other constituents are the best

Order the Pure Mince Meat—NICHOLSON'S

Did you write us about

N. & B. JELLY POWDER N. & B. ICING POWDER
N. & B. PUDDINE N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK
9 Jarvis St., TORONTO, ONT.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels. Land Salt.

C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

Butchers, Merchants and Hide Buyers

Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freights. He pays full market values. He wishes to arrange with some on in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

SAUSAGE

Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now, for delivery later,

it will Pay You

WALTER WOODS & CO.
Hamilton and Winnipeg.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

FLOUR AND CEREAL FOODS

The outlook at the present moment is not an encouraging one. The sharp break in prices of wheat in Manitoba and the American markets recently has undoubtedly put a ston to flour sales, as buyers hold off, looking for lower prices. This is unfortunate, as prices have held fairly steady for some time, and buyers were just beginning to have confidence in the market and to place orders, but a dull market must now be looked for until prices show a steady advance from whatever may prove the low point.

* * *

Export demand has been only indifferent, and the only basis reached for closing business is a good 25c. per sack below prices obtained a few days back. When brokers were getting 22s. 6d. — Glasgow freight—they felt they were being let out with the smallest of margins ; now, however, offers have dropped to 21s. 6d. To set off the difference in the parity, ocean freights are a little lower and brokers are on that aecount disposed to let go at that.

* * *

The domestic demand for flour during the past week has been very irregular. The mills that have an established trade in the Maritime Provinces report orders coming in more freely and that prices are satisfactory. On the other hand, a number of mills report it is impossible to sell flour, some of them stating that they have never known the milling business to be in such an unsatisfactory state, especially when the price of Ontario wheat has been as steady as it has been lately. The high price of millfeed is the only satisfactory feature.

* * *

The grain market made a further downward movement, and has thus lost some of the partial recovery reported at our last going to press.

The present reaction in the American wheat markets and in a lessened degree, in the Canadian markets, is believed to be the result of the inflation of a vear ago, when prices ran well beyond a dollar a bushel. Speculation encouraged by the Chicago operators was then carried to excess. Many who made money bulling wheat were infatuated with the speculation, which has ultimately brought about their own undoing. From $1.23 a bushel the Chicago wheat futures have now dropped nearly 50c. a bushel, without even showing evidence of a bottom at this decline.

* * *

The visible supply in Canada and the United States this week is more than 11,000,000 bushels above that of a year ago. To all appearances much of the reserve now held will have to be marketed and this can only be done by shipment to Europe. Latterly Liverpool quotations have retained a confident steadiness under full offerings from Russia, Argentine and other exporting countries. If the excess in the United States has now to be thrown into European competition, the prices there, unless something unforeseen should happen, will more than likely respond by a steady decline.

* * *

The domestic breakfast cereal trade is not by any means satisfactory. Quotations are practically run wild as regards bulk goods. By far the most satisfactory lines for the retailer under present conditions are the carton goods of popular make.

WINNIPEG'S NEW ELEVATOR.

The large elevator erected by the Western Canada Flour Mills Co. in connection with their new mill in St. Boniface, Winnipeg, was used for the first time recently and everything found to be in splendid working order. There are seven motors working in connection with the plant of the elevator, the power for which is supplied at present by the Winnipeg Electric Railway Co. The company are now prepared to take in wheat, and it is expected that the mammoth mill will be put in operation about June 15.

FLOUR MILLS CLOSE DOWN.

Over half the flour mills of Minneapolis have shut down. "There is no demand for flour ; our sales have dropped off heavily and we are forced to suspend operations for the next two weeks at least," declare the millers.

WORLD'S WHEAT SUPPLY.

The world's stocks of flour and wheat March 1, as compiled by the Daily Trade Bulletin, were the largest in more than seven years, being 208,704,000 bushels, as aganst 181,902,000 bushels a year ago. The increase in February was 4,935,000 bushels, as compared with an increase of 2,140,000 bushels in January and a decrease of 2,896,000 bushels in February, 1905. American stocks are 112,000,000 bushels, a decrease of 8,000,000 bushels in February, and are 27,000,000 bushels more than last year. European stocks in store and afloat, increased 12,842,000 bushels during February, and are 96,554 bushels, or 110,000 bushels less than last year.

A SCHEME TO INSURE GRAIN ELEVATORS.

Grain dealers of the Dominion have in process of incubation a scheme for forming an insurance syndicate to insure all elevators and their contents. In a circular issued it is shown that while grain elevators have paid to insurance companies something like $446,000 in the past four years, losses by fire on this class of risks have been but $40,000, leaving profits to the companies of about $400,000.

In the scheme outlined each elevator will be called upon to contribute a certain amount as capital towards the formation of company.

MONTREAL MARKETS.

Flour.

Very good business is reported in flour at the prices quoted, which are unchanged since last week. Nothing new is expected to develop in the near future. Prices, it is thought, will remain as they are for some time.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	2 00	2 10
Royal Household		4 50
Glenora		4 10
Manitoba spring wheat patents		4 50
" strong bakers	4 00	4 10
Buckwheat flour	2 00	2 10
Five Roses		4 50

Grain.

The grain market is very quiet just now. The demand both local and export is dull. There has been a slight decline in oats, and a small rise in corn, otherwise quotations remain unchanged.

No. 4 barley		0 47½
No. 2 white oats	0 39	0 39½
No. 3 white oats	0 38	0 38½
No. 3 yellow corn	0 51	0 52
No. 2 peas, basis 78 per cent. points		0 76

Rolled Oats.

The rolled oats market is slowly recovering from the effects of the recent price cutting war among Ontario millers. There has been a short small drop in prices since last quotations.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	1 90	2 00
" 80-lb. bags	1 80	2 00
" bbls	4 25	4 40

Feed.

There is a splendid demand for both Ontario and Manitoba bran and quite a business is being done in these two; but outside of this there is not a great deal going on.

Ontario bran	19 50	20 00
Ontario shorts	20 00	21 00
Manitoba shorts	19 00	20 00
" bran	18 50	19 00
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed Flour	1 15	1 25

Hay.

The local hay situation is not very satisfactory to dealers. The demand is none too good, considering the stocks on hand. Prices are rather lower than than they were last week.

In the United Kingdom a similar state of affairs exists to a certain extent. The demand is much scmaller than the supply and prices have dropped considerably, quotations by latest cable being 55s. c.i.f. A further decline is expected unless the shipments from this side cease.

No. 1		8 50
" 2	6 50	7 00
Clover mixed	5 50	6 00
Clover, pure		5 00

SEED CORN

Try us for choice seed corn naming varieties required—germination guaranteed—samples and prices on application.

FRED B. STEVENS & CO., Chatham, Ont.

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

Canada Flakes

Just a little bigger than the rest,
Just a little better than the best.

Less than a year ago this delicious cereal food was placed on the Canadian market.

It was made in Canada of good Manitoba No. 1 Hard Wheat.

It was put up in a handsome package that indicated its Canadian origin.

The trade liked it. The consumer liked it. It proved the most popular Cereal wherever tried. A trial order will convince you.

Peterborough Cereal Co. Limited
Millers
PETERBOROUGH

ROELOFSON & ROELOFSON, Ontario Sales Agents
152 Bay Street, TORONTO

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF
The LAKE HURON & MANITOBA MILLING CO., Ltd.
AND
A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

Money in It

There is money for a grocer in handling first-class flour. The best Northwest wheat is used in

"Gold Crown" Flour

Our methods are scientific and we are not ashamed of the product.

WRITE FO PRICES.

Sutcliffe-Muir Milling Co., Limited
Moosomin, Sask.

Why not handle the Best Goods,
That give you the Best Profit,
And that are the Best Sellers ?

That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit

Ask your wholesale grocer for it or write us for prices

The CAPSTAN MFG. CO., Toronto, Ont., Can

TORONTO MARKET.

Flour.

There has been only very ordinary demand for flour since our last issue. Orders have been practically on a hand-to-mouth basis as far as domestic trade is concerned. Markets are weak, but prices remain as last quotations on a nominal basis. The eccentric movements of the wheat markets have not materially affected the flour quotations.

Manitoba patents, No. 1, per bbl. in bags	4 40
" " No. 2, " "	4 10
Strong bakers " "	3 85
Ontario patents, No. 1, " "	3 75
" " No. 2, " "	3 50
Straight roller " "	3 50

Grain.

There is still an unsettled feeling about the grain market. Prices have continued the weakness reported in our last and quotations stand at from 1c. to 2c. below previous lists. It is felt on the market that prices will still further decline before any reasonable basis will be fixed. Buyers are slow to move although fair activity has been in evidence.

(F.o.b. elevator; 4c. more N. Bay.)

Manitoba wheat, hard, No. 1, normal	0 87
" " Northern No. 1	0 82½ 0 83
" " " No. 2	0 80
" " " No. 3	0 78
Red, " per bushel. 78 per cent. points	0 75½
White, " " " "	0 75½
Mixed, " " " "	0 75
Spring, " " " "	0 73
Goose, " " " "	0 73
Barley, No. 1, " " "	
" No. 2, " " "	0 48½ 0 49
" No. 3x, " " "	0 46 0 46½
" No. 3, " " "	0 44
Oats, white, " " "	0 34½
" mixed, " " "	0 33
Peas, " " "	0 77
Buckwheat "	0 49 0 49½
Rye, per bushel. "	0 69 0 70

Breakfast Cereals.

The cereal market shows no change since our last issue. The condition is a most unsatisfactory one as regards bulk cereals, there is little or no uniformity as to price. Buyers are falling into the old plan of setting prices of one dealer against another until quotations are practically only nominal.

Oatmeal, standard and granulated, carlots, on track, per bbl	4 50
Rolled wheat in boxes, 100 lbs	2 25
" " 50 lbs	1 20
Rolled oats, standard, carlots, per bbl., in bags	4 00
" " " " " in wood	4 25
" " " " for broken lots	4 20

N. B. MARKETS.

Flour, Feed and Meal.

In flour there is little change; market seems somewhat unsettled.

Oatmeal is unchanged at the lower price.

Cornmeal is also easy.

Beans keep easy; there is but a fair sale. Yellow Eyes and whites about same price. This is extremely low for yellow eyes, which have sold quite freely.

Seeds are higher, clover particularly.

VISITORS FROM NEWFOUNDLAND.

T. A. MacNab, of the firm of W. A. Munn, St. John's. Newfoundland, is at present in Montreal. During his stay he paid a visit to the offices of The Canadian Grocer. Mr. MacNab, who was formerly with Mathewson's Sons, wholesale grocers, Montreal, representing them in the city for nearly nine years, went to Newfoundland about fifteen months ago and joined Mr. Munn in the manufacturers' agency and brokerage business, and he reports most satisfactory trade. Among the number of firms represented by them are the Edwardsburg Starck Co., F. F. Dalley Co., Hamilton; Lake of the Woods Milling Co.; A. F. McLaren Imperial Cheese Co.: Truro Condensed Milk Co.; Canada Salt Co.; Canada Maple Exchange and Goodwillie & Sons. Of foreign firms they represent the Cudahy Packing Co., South Omaha, U.S.A.; Jas. Robertson & Sons, Paisley, Scotland, jams, jellies, etc.; and Bensdorp's cocoa and chocolate. They are also large importers of Ceylon teas, having the sole control of the well-known Bee brand package goods. Mr. MacNab stated that the past season was a most satisfactory one for cod fish, as prices obtained were exceptionally high. Business generally is the Ancient Colony is good, and promises better for the future. Mr. MacNab will be in Montreal during the next week or so, as he is making arrangements for representation of other large firms.

A NEW FISH COMPANY.

A new company is being formed in Prince Albert, Sask., to be known as the Saskatchewan Freezer Company. The company purposes to take the fish from the northern lakes and keep them in cold storage till Summer and then ship in refrigerator cars all along the lines of railway that radiate from Prince Albert. There are millions of the finest salmon trout, white fish and pickerel in the northern lake and the new company propose to handle these fish on a large scale all the year round.

Their plant will be a modern one and will have a capacity of about four hundred cars of fish to start with.

The fish industry at Prince Albert is already assuming large proportions and the new company think they have solved the difficulty of handling the fish business during the Summer months.

FRUIT AUCTION IN MONTREAL.

At the fruit auction which took place on Mountain street, Monday morning, March 12, the following sales were made: 3 cars oranges at $3 to $3.35 per crate; 1 car Mexican oranges at $2.50 per crate; 2 cars lemons at $2.50 per crate; 2 cars apples at $3 to $4.85 (averaging $4 to $4.25 per barrel).

ENLARGING STEAM CAPACITY.

T. Upton & Co., jam manufacturers, Hamilton, are planing to enlarge the steam capacity of their plant by the addition of a large boiler room and installation of a new one hundred horse-power boiler. In recent years their plant has been increased several times without increasing the steam power. The projected improvement will put their factory in good shape.

The GRAY, YOUNG & SPARLING CO., Limited
Salt
Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

The McLEOD MILLING CO., Limited
Stratford, - Ontario.
olicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

QUANCE BROS.
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

ROLLED OATS
Every sack of our ROLLED OATS that you sell sells more. We know it. You should try it.
Woodstock Cereal Co., Ltd.,
WOODSTOCK, ONTARIO.

California Washington Navels will have to be shipped from there under ice from now on, which means an advance of 25c. per box

Are offering this week at the old prices:

car Rose
2 cars Chinook
1 car Arch
1 " Carnation
brands, all fresh arrivals

Have also car

St. Nicholas } *brands*
Kicker

LEMONS

Also full supply of FRESH VEGETABLES, etc.

Cucumbers, Boston Head Lettuce, California Asparagus, Sweet Potatoes, Bermuda Potatoes, Pineapples, Rhubarb, Lettuce, Radish, Onions, etc.

SEND US YOUR ORDERS.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.

Packers and Expoters

57 Market St., - HAMILTON

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

There has been no feature of particular interest in the Dominion situation during the week under review. From all points a steady, progressive trade is reported.

* * *

The condition in the Maritime Provinces is one of fairly good activity, the bulk of demand running on apples, and any good quality fruit commands high figures.

* * *

At Montreal and points east, dealers are somewhat discouraged at the trade; whilst demand is firm, still there is not that life and spirit on the market that is usually apparent at the opening of Spring.

* * *

At Toronto and western points a much better report is in evidence.

It has been frequently noted that oranges have been making considerable headway since the opening of the year, and values have in consequence been well maintained, with prospects of advancement at no great distant date. Recent sales at New York all speak of enhanced prices, especially for medium and small fruit. The larger fruit was not so well competed for and in consequence was not so strong.

* * *

The lemon situation is still a strong one and likely to continue so, on account of light supplies from primal points.

* * *

The first arrival of the Sama banana crop has reached New York since our last issue, and sold well, although reports are that quality was not well to the front. It is, however, thought that future arrivals will be fuller and better.

FRUIT TRADE OF MIDDLE CANADA

The fruit industry of the Niagara peninsula, confined though it be to a very small area, turns into the pockets of the growers between the middle of May and the end of October from a million to a million and a half dollars. That is an estimate by a man very intimately associated with the fruit industry, and one of the largest dealers on the distribution side. The fruit area is more limited than most people imagine, or perhaps few of the multitudes who enjoy the luscious children of the sun and soil ever paused to think of it. The district is in two parts. From Port Credit, a few miles west of Toronto, to Waterdown, within hail of Hamilton, and extending back from the lake three or four miles—that is the smaller portion. The other is the narrow strip of territory between the lake and the uplands, beginning a little east of Hamilton, where it is quite narrow, to the southern side of the peninsula, where it widens out as far as the Falls.

The Four Interests.

Think what strenuous effort is involved in gathering, marketing and distributing in practically four months, from so restricted an area, a million to a million and a half dollars' worth of small fruits, berries, peaches, pears and grapes, besides great quantities of apples and vegetables. There are four parties to the transaction—grower, wholesaler or commission man, retailer and consumer. The grower and consumer are the important people and no one more readily than the progressive and thoughtful commission man or retailer will admit that in all matters relating to the fruit industry it is the interest of the grower and consumer that must finally and permanently prevail. But the other two, who form the means of communication between the grower and consumer, are important considerations. The retailer is a fixed quantity, but the commission man or wholesaler—well, the former often wonders if he couldn't get along very well without him. The grower covets or rather regrets the 10 per cent. commission. But the fact is that the wholesaler is becoming a more important and stable factor in the fruit industry.

Commission Men Going.

The tendency both in the domestic and export fruit trade is towards the actual purchase of the fruit by the wholesale middleman f.o.b. at the point of production. It may surprise some, even of the trade, to learn that last year in the Niagara district 60 per cent. of the fruit was purchased outright by the wholesaler and only 40 per cent. was consigned to commission.

Just here it might be well to insert a note of explanation and warning. Inquiry has shown that it is somewhat difficult to obtain exact statistics of the fruit industry. The collection of them is a task the Government might very well undertake. The figures submitted in this article are not official, but are approximations by the best informed and most capable men associated with the business.

But to proceed. The manager of one of the trading companies stated to The Canadian Grocer that in five years, he believed, all of the fruit of the district would be sold outright by the growers, f.o.b., and the commission business would be a matter of history. Last year some of the leading commission houses had sent out purchasing agents where consignments were not as large as they would like. The tendency in regard to the export trade was evident at the Fruit Growers' Association annual meeting last year. A. E. Sherrington, in a report on co-operative associations, said:

When the Fruit-Growers Met.

"After visiting all of the principal fruit markets in England and Scotland, I am more convinced than ever that co-operation among the growers and shippers of Canada and other countries is an absolute necessity if the growers are to retain that market and receive a share of the profits on the products of the orchard. I saw some dickering in Great Britain last Summer that could scarcely

be called square dealing, in fact, it was anything but square. Who was the loser in this particular transaction? No one but the shipper. The commission merchant had his commission and was at no loss. The time is coming when our fruit and other produce will be sold f.o.b. here instead of by consignment."

On Comfortable Terms.

Taking them as a whole, the Ontario commission men are on comfortable terms with the fruit growers. A grower ships a consignment of fruit this morning and tomorrow morning he gets a report from the commission merchant. His neighbors have the same for their consignments to other houses. They compare notes and if he doesn't like his returns he can change his commission man next day.

Existence Tends to Doubt.

But in regard to western and Old Country shipments when nothing is heard of the consignment for ten days or a fortnight this simple solution does not apply.

The Ontario shipper has about the same regard for the western dealer as the child has for the fire after it has been burnt. Here's a little incident that happened last year. A man in Toronto sent a carload of apples, 192 barrels, to a wealthy Winnipeg firm, the rate quoted being $3.25. The bill of lading was made to the bank. He got a wire stating that the apples had arrived in very bad condition and he would have to throw off 50c. a barrel or they would have to turn them down. He wired a friend in Winnipeg to look at the apples and sell them for what he could, and gave him an order on the bank for the bill of lading. He went first to the consignee and they would not let him even see the apples, so he went to the C.P.R. freight agent and he told him to get his bill of lading and the car was his. He did, and found the apples in first-class condition. He sold the apples to the original consignees at $4.50. They had to have them because they had already sold them, and they explained their 50 cents off demand as a mistake.

Market of the Future.

That's a story from the Ontario end and may illustrate only a point of view. It is a fact that 300 cars of small fruits were shipped last season from the Niagara district into Manitoba and the Northwest. One firm alone shipped 146 cars and the fruit arrived almost without exception in first-class condition. There was some wasting of plums because of faulty packing. "One bad plum," said an expert, "will do more damage than a gas stove."

This fruit was all shipped by fast freight and the time to Winnipeg was five days. The C.P.R. runs daily out of North Bay a first-class freight that operates on schedule time. The time will come when special fruit trains will deliver daily to the people of Manitoba and the west the fruit of the Niagara district. The market is there. The people are anxious and able to buy. At present there is talk of competition between British Columbia and Ontario growers. It won't be for long. The territory to be served is so great and the population is increasing so rapidly that before long the fruit gardens of Niagara and the Pacific slopes will be taxed to supply the demand.

Toronto takes about a quarter of the fruit output of the Niagara district. The rest is scattered from the Gulf to the Rockies. There was brought into Toronto last year approximately 807,000 packages of small fruits. Ninety per cent. of it came by express.

Alex. McNeil, addressing the fruit growers' convention last year, said: "Speaking particularly of small fruits, any further expansion must be in the direction of long distance markets." The commission and wholesale men do not agree with that. The consumption of fruit in Toronto has doubled, it is said, within five to seven years, and the wholesale distributors believe it capable of much greater expansion.

Packing and Shipping.

But if the wholesalers do not agree with Mr. McNeil in regard to the expansion of the local market, they are one with the leaders among the growers in advocating improved packing. The two large factors in the improvement of the fruit industry are better packing and improved shipping facilities.

"There is a good deal of slovenly packing," said a leading dealer. "If it was stopped, improved packages adopted and care taken to make the fruit look its best, the grower would reap the bulk of the advantage, just as he now pays for the defects. The improvements I suggest would increase consumption and improve prices. The wholesaler would profit by the increased trade, but the grower would be the greatest gainer."

Railways Slow to Improve.

On the question of better railway facilities, growers and wholesalers stand shoulder to shoulder. One prominent middleman speaking of this phase of the question illustrated the situation by one station not far from Toronto.

"What accommodation is there?" he asked. "I have seen fruit standing in the rain waiting for the train and when not in the rain it is in the sun. The growers load their own stuff. The commission men unload it. The heaviest thing the express companies have to do is to collect the charges."

The cars are better now than they were, but the temperature of a car when it reaches market full of fruit is in hot weather often between 80 and 100 degrees.

Another advantage to the trade in Toronto would be effected by getting all the fruit for the day on the market in the morning. It would save the retailer's time and he would have the assurance in buying that the market would not slump in the afternoon.

Views of the West.

Inquiry among the fruit men of Winnipeg shows that they unanimously recommend the Ontario grower to give more attention to his packing.

"Tell them to pack their fruit; they are not packing it now," said K. J. Johnston, of Bright & Johnston, Winnipeg, when asked what he had to say to Ontario fruit packers.

"Ontario currants and gooseberries always come to this market packed only in market baskets and there is a big loss every season. This fruit is packed about as carefully as one would pack potatoes. Currants and gooseberries should be packed in small strawberry boxes and shipped in strawberry crates."

Copy California.

"As to pears, tomatoes and peaches, they should be wrapped separately in paper and packed tightly in baskets or crates in the same way that California fruits are packed. Ontario tomatoes come in here in baskets with green and ripe fruit mixed indiscriminately; the consequence is that the hard green tomatoes crush the ripe ones and about half of what comes to Winnipeg from Ontario is damaged in this way."

"Pears are often shipped out here in cars with other goods and they are badly bruised when they arrive here. The Ontario shippers must pay more attention to careful and scientific packing if they want to extend their business in this market."

Barrels for Apples.

"What about Ontario apples" queried The Canadian Grocer.

"There is no necessity for putting Ontario apples in boxes," was the reply.

"A few shippers have been sending out apples in boxes, but there is no need of this if the apples are graded properly. The Winnipeg fruit men have made certain recommendations to the Ottawa Government regarding the grading of apples. They are asking that the XX apple be the same as the XXX apple except in respect to size and color. It must be a good sound apple."

Missing a Great Opportunity.

R. A. Rogers, head of the fruit and commission house of R. A. Rogers & Co., said there was great necessity for the more careful packing of Ontario small fruits as Ontario shippers were losing a big trade in the western market by their inattention to this important matter. He was much interested in the requests of the Winnipeg fruit men for a change in the law regarding the grading of apples.

B. McDonald.

B. McDonald, Winnipeg, manager of the Ottawa Fruit and Produce Exchange, said that the greater part of the Ontario small fruits arrived in Winnipeg last season in fairly satisfactory condition, but at the same time there is great room for improvement before the Ontario shipper can get the hold on the western market that he should have. A neater package is required for plums in order that the Ontario article may compete with the American and the British Columbia plums.

"Our system of handling fruits," said Mr. McDonald, "is by auction, and we think that in that way every package of fruit must stand on its merit; hence we watch qualities and packing pretty closely.

"Pears and tomatoes should be wrapped in paper and packed tightly in baskets or crates if they are to arrive in this market in good condition.

"British Columbia fruit has given good satisfaction on this market and generally speaking it is becoming more popular than the Ontario. The apples seem to be more uniform in quality.

"As to the packing of B. C. fruit, it is fairly satisfactory, but more attention should be given plums and pears."

USEFUL POINTERS ON FRUIT EXPORT

Probably no time is more opportune than the present moment to take account of the prospects and conditions of the English export market. The great opponents to Canadian fruit on that market are our cousins across the border; they have set themselves to capture the trade if there is any possibility of doing so, and have studied the situation most carefully.

An estimate, pending the completion of official figures, gives the last year's exports of American fruit into the United Kingdom as upwards of eight and one-half million dollars, and states that during the past five years the fruit market for American products in the United Kingdom increased fully 95 per cent.

These statements are full of meaning to the Canadian fruit grower; it means the possibility of extending Canadian fruit trade to certainly an equal extent as these figures represent. When account is taken of the fact that the British demand is a constantly increasing quantity, it will be easily seen that the possibilities are practically unlimited. The Detroit Business Man's Magazine in a recent issue gives an instructive article under the heading, "American Fruit Exportations," which will be instructive reading to those who have vital interests in the fruit question. After stating that during the last five years the American apple export to the United Kingdom had increased in value from one million two hundred and fifty thousand dollars to three million seven hundred and forty thousand dollars, it goes on to say:

"The producers and commission merchants of this country have more to fear from the energy of the Canadians in supplying the British market with certain fruit, than from any other source in the world. The figures desired to support that assertion will likewise demonstrate that initiative and honest, modernized methods are as vital factors in maintaining and extending British fruit markets as the natural resources and favorable climate existing in such abundance in this country. A glance at the figures furnished by the Canadian authorities, relative to a particular fruit, will show with what results their efforts have met. During the five year period, the British market for Canadian apples has likewise increased nearly 100 per cent., the value of the sales during the latter year being four million two hundred and eighty thousand dollars.

"England is the clearing house of the world—her geographical position, merchant marine and fiscal system rendering that commercial advantage certain at least; and where it is possible to overcome the decaying influences of distance in the marketing of fruit, the continued good will of the British commission men will be the powerful factor in increasing our fruit markets in other portions of the world. Considered, too, in another selfish light, it appears that even to-day the British market is more valuable than any other in the world to the fruit producers of this nation. The British market for American fruit exceeds by 100 per cent. that of Germany, which is the second highest on the world-list. The fruit markets in the Netherlands and Dutch India are third in the list, each taking two million dollars' worth of our fruits yearly. Comparatively speaking, the British Isles, leading three or four other countries, absorbed during the year indicated, 50 per cent. of the seventeen million dollars' worth of fruit exported by the United States. Our real interests, then, lie in the cultivation of the British market; knowing that the confidence of their merchants and the favorable taste of the retail public will assure an increasing market in the kingdom and an enlarged demand throughout accessible dependencies.

"It is apparent that the apple, more than any other fruit, has found favor with the people. The producer and commission merchant must understand that the market for expensive fruits is necessarily limited because of the vast working population compelled to live on a narrow margin of wages. But whenever continued employment affords a degree of prosperity, the Baldwin and the Spy are the favorites of the working people.

"Pears, including in particular Bartletts, Bosc, Dutchess and other varieties find a ready market in England, and Consul Dav reports that in the Bradford market, the varied canned fruits prepared by American houses are receiving increasing attention upon the part of commission houses and small merchants.

"It may be proper to remark at this juncture that more credit is due to our natural resources, coupled with the slight tariff levies of England, than to the wisdom displayed by our commission men in handling this feature of export trade. The latter can win the commendation of publicists by readily eliminating such questionable methods as have retarded the development of trade in general, and by adopting those systems which experience demonstrates is winning increasing fruit trade for Canada and other nations. Certainly the merchant who fails to retain his existing fruit market in the isles cannot place the blame upon the English statutes; but rather must he attach it to poor production, a sufficient crop abroad to meet the demands of the trade, or to the confidence-killing practices of brother merchants. Fruit is sold by the pound throughout the kingdom, and that is a fact which should be remembered by the commission men in packing for export. The basis for tariff levies is on the hundred-weight or 112 pounds. The British tariff act provides that all raw fruits, dates, and fruits otherwise unenumerated shall be admitted free of duty."

It will thus be seen that the American authorities are fully alive, not only to the immense importance of the British markets, but also to the important factor the Canadian fruit grower is likely to be on that market.

Three Dominion Fruit Inspectors at the Ontario Horticultural Exhibition.

P. I. Carey. A. McNeill (Chief). A. Gifford.
Giving final decision. "A ticklish proposition."

THE GREAT WEST AS A MARKET FOR FRUIT.

The growth of the Great West is so rapid and unexpected that it is really questionable whether its possibilities as a great market for both eastern and British Columbia fruits is realized. In a recent report by Inspector Philip, of Winnipeg, some idea is given of the vast importance of these fields.

Mr. Philip recently took a trip through Saskatchewan to Prince Albert, and in his report to the Fruit Division at Ottawa says:

"In June, 1902, I covered the same ground in connection with the enforcement of the Fruit Marks Act. The progress which this country has made since that time has been far in excess of what I had expected, although I have kept close track as I supposed of the improvements which this country is mak-

ing. Towns have sprung up in many localities, prosperous and thriving, where on my previous trip there was nothing to distinguish them from the rest of the broad prairie. Other places consisting then of only a few shacks and a name are now bustling busy towns, in many instances commercial centres of no small importance such as Rosthern and Saskatoon.

"The situation in Saskatoon will illustrate a common experience throughout Manitoba and the new provinces. On my previous visit it consisted of two stores, a few dwelling houses and one very ordinary hotel, and was practically of no importance at all as a fruit market.

"One merchant told me that in October, 1902, he started a small fruit store on an exceedingly limited scale; to-day he has a stand that without the buildings is estimated to be worth $12,000 and the stock worth $40,000. His fruit deals on my first visit consisted of a few baskets; this year he handled seven carloads of British Columbia fruit and two carloads of Ontario fruit with several smaller lots of grapes. The British Columbia fruit was mostly berries—and this in a place that four years ago was almost unknown.

"It might be well to say, in this connection, that this merchant says he has no use at all for Ontario small fruits except grapes. Ontario apples he is glad to handle.

"Although Saskatoon is here used it is only a sample of what is taking place over thousands of miles of territory, and will illustrate the enormous growth of the northwest trade in fruit. At the same time it demonstrates the fact that the Ontario fruit growers are not making a successful bid for the trade in any lines but apples and grapes, while British Columbia is finding a market."

A WARNING TO FRUIT-GROWERS.

An interesting interview on the fruit situation in California was recently published in the Montreal Herald between the correspondent of that paper and Mr. R. A. Carruthers, a McGill graduate, and who is now proprietor of the San Francisco Bulletin.

The substance of the interview reads as a salutary warning to Canadians against permitting the system of monopoly to reach the development which it has attained in the United States.

Mr. Carruthers says California has been extraordinarily prosperous in recent years and the city of San Francisco, which has now with its suburban and adjacent municipalities, a population of half a million souls, has benefited enormously by the trade with the Philippines, which has reached as high a figure as $1,000,000 a month.

Fruit Pays Better than Wheat.

The basis of the prosperity of that part of the Pacific coast, Mr. Carruthers said, is the growing and shipment of fruit. The wheat farms which have been turned into fruit farms are yielding their occupiers from $500 to $600 an acre—and before the fruit age they were worth just what the ordinary wheat lands in Canada would bring. Great areas of country that were once barren deserts are now smiling orchards, orangeries and vineyards, the transformation having been effected by irrigation which has reached a degree of development there that is seen nowhere else.

Iced Car Monopoly.

But in this fair Eden there is the trail of the serpent and it lies in the iced refrigerator car that transports California's choicest fruits down east.

These cars are not owned by the railway companies there, but by the great Armour packing houses, who have a monopoly and practically control the railways.

The practicability of the shipment of fruit in a thorough iced car service was demonstrated about the time Mr. Carruthers went to California, experiments having been made by the Thomases of Chicago, and the Hubbard Brothers, but their greed was their undoing for it brought into competition the Earl Fruit Company, one of the largest shippers in California, backed by Armour, organized refrigerator car lines. This routed the Thomases.

Armour having got his finger into the pie determined to have the whole of it. Having crushed all, he broadened his activities and to-day owns and operates some 14,000 refrigerator cars worth over $14,000,000, and he not only controls most of the fruit transportation of California, but in a measure the destiny of the fruit growers and penetrates the peach growing districts of Michigan and Georgia, and the strawberry fields of North Carolina.

Enormous Express Charges.

Armour acquired a domination over the railways by demanding that they should make contracts with him for the exclusive use of the Armour refrigerator cars. Armour replied to the shippers, who were furious in their complaints, "why don't you get your own cars?" but if they had got them they would have been of no use for no railway in all the fruit growing country was at liberty to use any cars except Armour's, who charges for the service four or five times as much as it would cost if the monopoly were broken.

The End in View.

"But," said Mr. Carruthers, "the end is in sight. President Roosevelt has taken the matter up and a bill is before Congress which will release the fruit trade from this bondage and make the railways do their duty in the matter of refrigerator cars."

MONTREAL INTEREST IN OTTAWA MEETING.

The approaching meeting of the Canadian fruit growers, which takes place in Ottawa on March 20, is causing much discussion in Montreal among fruit dealers and also among the retail grocers, many of whom handle fruit in various forms. The suggestion that a meeting should take place has been made many times and now that one has been arranged for much business will be gone through, it is expected.

Representatives will come from all over Canada, so that the provinces will all be well represented. Exactly what will be done it is of course impossible to tell; many matters will doubtless be discussed which will affect the fruit trade and allied industries. In Montreal especially, where so many are interested in the fruit business, interest is very great and the city itself will send delegates as well as other parts of the province, so that the interests of this large centre of the fruit trade may be well represented.

EVAPORATED APPLES—IMPORTANT DECISION.

The judgment of the Superior Court was maintained in the appeal made by Dougall in the case of Dougall vs. Chouillou. The Superior Court some time ago awarded Chouillou $1,232, being the amount lost in a transaction over 1,000 cases of dried apples. The case is briefly this:

In October last Chouillou purchased the apples from Dougall at 6¼c. per lb., f.o.b. point of destination, with the express understanding that they were to be "prime Fall fruit." To fill the order, Dougall bought 500 cases from Amos H. Baker, of Picton Ont., and 500 cases from Landy & Pease, Wallaceburg, Ont. Dougall was apparently under the impression at the time that the fruit was to be delivered at Montreal, when instead of this Chouillou ordered them to be shipped to New York, he objected, pointing out that inspection there was not the same as in Canada, and that there was a possibility of the fruit not being accepted. However, upon receipt from Chouillou of a letter stating that he was not bound to guarantee that the apples would be accepted there, but merely that these were prime Fall fruit, he caused the two cars to be forwarded to the destination indicated.

According to agreement, Dougall was to allow respondent's representative to examine the fruit upon its arrival in New York. Instead of this he commissioned one of his agents to select samples and forward them to respondent. Chouillou declared himself satisfied with the fruit, paid over the contract price to Dougall. Subsequently, the inspector of Coffin & Co., the buyers of the apples, pronounced the fruit of inferior quality, whereupon Coffin & Co. refused to accept it. Chouillou called upon Dougall to relieve him of his position, but appellant answered that his transaction was at an end, as the goods had been bought and paid for.

Upon Dougall refusing to submit the matter to arbitration, Chouillou notified him that he would hold him responsible and that he would cause the fruit to be sold at his own risk. Appellant then had the apples examined by another expert and found the report of Coffin & Co.'s inspector to be practically correct.

Meanwhile a broker named Mearns offered to negotiate a sale, but refused to disclose the name of the buyer. Chouillou finally accepted, and the apples were sold for 4½ cents per lb. After the transaction Chouillou found out that the buyer was Dougall, whereupon he sued him for $1,232, being the difference between the price paid to Dougall and the price of sale plus the profit that he would have realized had the fruit been accepted by Coffin & Co.

The Superior Court decided in his favor and awarded him the amount, whereupon Dougall went to appeal on the following grounds: 1. Chouillou having accepted the fruit upon receipt of samples, had no further recourse. 2. That the action had been taken too late. 3. Because Chouillou had failed to establish satisfactorily that the apples were of an inferior quality. 4. The recourse taken by Chouillou was not permissible by law.

The Court of Appeal, presided over by five judges, maintained the judgment of the Superior Court, and dismissed the appeal by a majority of three against two, the dissentients being Judges Hall and Trenholme.

MONTREAL MARKETS.

Green Fruits.

The fruit market is dull just at present, the demand being very light. The weather is such as should be beneficial to the fruit trade, but orders are not coming in as fast as they might. The prices of all fruits are very high and perhaps this may have something to do with the scarcity of good business. As it is California oranges, particularly navels, are the best selling fruit ; navels command $3.50. The supply of Jamaica oranges is limited as the season is about over. Apples are very scarce and as prices indicate, expensive.

The unprecedented great demand for fruit in the United States is given as the reason for the high prices prevailing.

Messina blood oranges, half box	2 50	2 75
Oranges, Florida, case	5 00	5 50
Tangerines	3 25	3 75
Navels	....	3 50
Dates, per lb	....	0 04½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples	....	6 50
Jamaica grape fruit, per box	....	6 00
Apples	4 50	6 00
Lemons, per box	....	2 50
Jamaica oranges, per bbl	....	5 25
Grapes, Almeria, extra fancy Longkeepers	6 00	7 00
" Fancy	....	6 50
" Choice	....	6 00
Cranberries, N. S., nominal	....	20 00
" Cape Cod, "	....	30 00
Spanish onions, cases	....	2 75
Grape fruit, Florida	....	6 50

Vegetables.

The vegetable market is very fair at present. Prices have not changed very much recently and the demand for most lines coming in is good. Stocks of certain vegetables are limited but it is expected that in a few weeks good supplies will be on hand. The really good stock of tomatoes is hard to get. What there is to be obtained, however, finds a ready market from $6.50 to $7. Lettuce, too, is in good demand, although rather expensive. Celery sales are reported good, but owing to the increasing scarcity the price is advancing and now $6.50 to $7 per crate is asked.

Potatoes, per bag	0 65	0 85
Parsley, per doz. bunches	0 40	1 00
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	1 00
Home-grown cabbage, per bbl	0 75	1 25
Cabbage, Florida, bbl. crates	....	4 00
Tomatoes, Florida	6 50	7 00
Egg plant, per doz	....	2 75
Red onions, brl	....	3 00
Turnips, bag	....	0 60
Water cress, per doz	....	0 75
Grand Rapids lettuce, per box	2 00	2 25
" " per doz	....	0 60
Boston lettuce, per doz	0 80	1 50
Sweet potatoes, per basket	....	2 25
" per bbl	....	5 00
Celery, per crate	6 50	7 00
Spinach, per bbl	3 50	3 75
Cucumbers, per doz	2 50	2 75
New potatoes, per bbl	....	8 50
Mushrooms, per lb	....	0 80
Brussels sprouts, per quart	....	0 13
Carrots, per bag	....	0 50
Horse radish, per lb	...	0 15

ONTARIO MARKETS.

Green Fruits.

The fruit trade continues active, and prices are firm all round, some with a tendency to advance. Oranges are in very active demand. Prices are the same as last week, but next week will see an advance of 25 cents a box for icing. The statement quoted last week that icing had begun was premature. Finest lemons have advanced 25 cents. The Sicilian fruit can be had at prices nearly as low as last week, but the top figures have moved up. Last Thursday 25,000 boxes were auctioned in New York and the top price was $3.80. Receipts are light.

The crop of pines though large is coming in very slowly. Last year they were coming in here in carlots by April

Green Goods

Not a green goods man but real trade winners and profit makers, such as most stores would like to handle.

California Celery and Cauliflower, Tomatoes, Rhubarb, Green Onions, Head Lettuce, Spinach, Cabbage, Parsley, Egg Plant, Green Peppers.

A regular supply always obtainable from us.

We will be pleased to hear your voice.

Phone Main 4106.

WHITE & CO., LIMITED

TORONTO and HAMILTON

$3.80 LEMONS

W. B. STRINGER & CO.
Sole Agents
TORONTO and MONTREAL

That's last weeks' New York price for Lemons—they cost the Wholesaler that—now the question is, where will you get off at, Mr. Retailer—your cue is to buy ahead now a little supply of Tracuzzis' Extra Fancy Brands

"St. Nicholas" "Home Guard" "Miss St. Nicholas"

You Can Beat Them

As Lent is now with us you will find it to your advantage to deal with a reliable fish house, one that carries a full supply at all seasons of the year.

THE F. T. JAMES COMPANY, Limited

76 Colborne St. 33 Church St. ***TORONTO*** *Wire, Phone, or Mail your Orders*

Arrivals this Week :

One carload Mapiolia Brand Navel Oranges.
" Blue Star " "
" Valencia Oranges.
" Celery.

Write us for Special Prices

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

SPANISH ONIONS—Large case, $3.00.
" " Small " 1.15.

EX. FANCY NAVEL ORANGES—Rapidly advancing, stock up now. Our prices reasonable.

Be Careful

not to get mixed up in police court episodes for it may cost you the good-will of your business.

Steer clear of Jams and Jellies not guaranteed.

I offer you the

E. D. S. Brand

at a fair price. My **Jams, Jellies** and **Sealed Fruits in Glass** are **guaranteed** to contain nothing other than **pure fruit** and the **best granulated sugar.**

Grocers who sell the **E. D. S. Brand** have no fear of the law.

The Eby, Blain Co., Limited, are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

FRESH ARRIVALS

JUST TO HAND ANOTHER CAR of the ***CELEBRATED EXTRA FANCY "GOLDEN ORANGE" BRAND NAVELS,*** and very desirable sizes. ***CAR FANCY SWEET SONORA ORANGES,*** bought on most favorable terms, which enables us to give our customers exceptional value. Also car ***FANCY BANANAS.*** Send us your orders which shall have our very best attention.

HUGH WALKER & SON, WHOLESALE FRUIT Guelph, Ont.

TRADE MARK

This design a guarantee of quality.

WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO. TORONTO LIMITED MONTREAL

Manufacturers' Agents—Continued.

CALGARY

WESTERN CARTAGE CO.,

Cartage and Warehousing

Storage and Brokerage for Eastern Wholesalers.
Handling and Forwarding of CAR SHIPMENTS.
Largest and Best equipped STORAGE Facilities in the WEST.

To Manufacturers and Merchants—Grocery and Allied Trades—Agencies required for one or two first-class firms.

ALFRED TAYLOR, Commission Agent, SASKATOON, SASK

The Dominion Brokerage Co.,

Wholesale Limited

Commission Merchants and Brokers

CALGARY and EDMONTON, ALBERTA

Excellent Trade Connection
Highest References

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

W. H. WILSON CO., Limited

HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES

TILLSONBURG, CANADA

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

1, but New York advices say cargoes are light and the receipts are picked up very quickly.

Bananas are very firm at present quotations and some dealers are asking more than a week ago, but the range on the street is about the same. The demand for the fruit increases from now on and the supplies are light as yet. The trust, however, fixes prices and the consumer must pay or do without.

Oranges, California, 96's to 126's, per box	4 00	
" " 150's to 176's to 200's, per box	3 75	
" " 216's, per box	3 50	
" " 250's to 288's, per box	3 25	
" Mexican, 126's to 250's, per box	2 75	
" Valencia, 420's, to 714's, per case	4 75	5 75
" Marmalade, 160's to 240's, per box	2 40	2 50
Lemons, Messina, 300's 360's, per box	3 00	3 50
Grapes, Almeria, per barrel	5 50	6 50
Cranberries, fancy Jersey's, per barrel, nominal	13 00	
" " " per case, "	4 50	
Apples Spies, XXX, per bbl	5 00	5 50
" " XX, per bbl	4 00	
" Baldwins XXX, per bbl	4 50	
" " XX, per bbl	3 75	
" other Winter varieties XXX, per bbl	4 00	
" " " XX, per bbl	3 00	3 50
" farmers', per bbl	2 00	3 00
Bananas, per bunch, firsts	1 75	2 00
" " Jumbos	2 00	2 50
Red bananas, per bunch	2 20	2 25
Strawberries Florida, per quart box	0 60	
Pineapples, Cuban's 16's, per case	4 75	
Grape fruit, Florida, 48's to 80's, per box	5 00	7 00

Vegetables.

There are no complaints on the part of dealers in green vegetables about slackness of trade. There is little new to list this week and prices have varied very little. Canadian cabbage is said to be scarce, but that feeling is limited. One market dealer said he had five tons. The price is firm though with an upward tendency. New Florida cabbage is in and is quoted at $4.50 a crate. The quality is very fine. California cauliflower is said to be getting scarce and one dealer is asking $4, but another was quoting $2 a crate. California asparagus is still very much of a luxury at 75c. to 90c.

Potatoes, kiln dried sweet, bushel hamper	1 75	2 00
" New Brunswick, per bag		0 90
" Ontario, per bag	0 75	0 78
New potatoes, Bermuda, per bush		3 00
Onions, per bag	1 00	1 20
" Spanish, per small crate		1 10
" " large cases		3 00
" green, per doz. bunches	0 10	0 15
Cabbage, per bbl	1 75	2 25
Cauliflowers, California, per crate	2 00	4 00
Beets, per bushel		0 50
Carrots, per bag		0 60
Lettuce, per doz. bunches	0 30	0 35
" imported, per doz	0 35	0 50
" Boston head, per doz		1 50
Radish, per doz	0 40	0 50
Cucumbers, hothouse, per doz	2 50	2 75
Mushrooms, 1 lb. boxes, per lb		0 80
Celery, Californian, per case		7 00
" " pony case		3 25
Asparagus, California, per bunch	0 75	0 90
Beans, white, prime, bush		1 75
" " hand-picked, bush		1 90
" Lima, per lb		0 07
Tomatoes Floridas, 6 basket crates		7 00
Rhubarb, 1 doz. bndls.	0 90	1 15
Broccoli sprout, pck		0 40
Spinach, bush		1 00
Leaks, per doz		0 15
Artichokes, per peck		0 25
Parsnips, per baz		0 60
Watercress, per doz. bunches		0 20
Egg plant, per doz		1 55
Peppers, green, per basket		1 25
Squash, Hubbard, per doz		2 00
" butter per doz		2 00
Oyster plant, per doz		0 40
Parsley, per doz		0 30

ST. JOHN, N.B.

Green Fruits.

Apples still have a fair sale. Good fruit is higher and scarce.

Oranges tend higher. Splendid Valencias and Jamaicas offered. California bloods are now here.

Bananas are more evident, but business is still very small.

Lemons while firmer are still quite low.

Grapes about out of the market.

Cranberries are not seen, prices being too high.

BUY SOMETHING

that you will have no trouble to sell and that your customers will ***want again*** and ***insist*** on getting

Ice Castle Kippered Herring

in oval cans, packed in cartons, and plain label, plain and in Tomato sauce.

EVERY CAN GUARANTEED *Now booking future orders for May delivery*

J. W. WINDSOR, - MONTREAL

Canadian Agents: Hamilton & Toronto, A. E. Richards & Co. Kingston, James Craig. Ottawa, James N. McIntosh. Winnipeg, Nicholson & Bain. Calgary, Nicholson, Bain & Johnson. Vancouver, C. E. Jarvis & Co.

To Wholesale Grocers of Canada

GET BUSY

is our Motto for 1906 and we want your orders for Canned Sea Foods:

¼ Oil Sardines	(Sanitary can)	100	tins	to case
¼ Oil Sardines	(Hand made)	100	"	"
¼ Mustard "	"	100	"	"
¼ Tomato "	"	100	"	"
¾ Mustard "	"	50	"	"

Also Herring in Tomato Sauce, Kippered Herring, Kipperines in Cartons and Tins, Clams, etc. Every tin guaranteed. Price lists and information furnished promptly on request. Write or wire your order to

CONNORS BROS., Limited

BLACK'S HARBOR, N.B.

FIT FOR A KING ARE

King Oscar Sardines

Choicest Small Fish
Pure Olive Oil
No Scales or Bones

Handsome Package
Moderate Price
Quick Seller

THE ORIGINAL AND THE BEST
OBTAINABLE THROUGH MOST WHOLESALE HOUSES

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COCOA, COMMISSION AND GENERAL MERCHANTS

Dealers in Canadian, American and Eastern Produce

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ONTARIO FRUIT GROWERS AND CO-OPERATION.

A series of educational meetings for the purpose of laying before the fruit growers of Ontario the advantages which accrue from adopting the co-operative system of packing and grading are being held under the supervision of Fruit Inspectors I. J. Carey and A. E. Sherrington.

The first meeting was held at Forest on Monday, March 12. Mr. A. Lawrie occupied the chair and briefly addressed the meeting. He pointed out the great benefits to the fruit growers of Forest district through co-operation in the handling and marketing of their fruit under the management of Mr. D. Johnson, president of the association.

Mr. A. E. Sherrington, of Walkerton, addressed the meeting and took up the different questions involved in the better methods of handling and marketing fruit. He gave a very interesting account of a recent visit to Europe, telling of the impression he had received at the different markets in England and Scotland. He declared that the handling of Canadian fruit in the Old Country was far from satisfactory. He had had interviews with a number of retail merchants and consumers who all expressed themselves as tired of the present methods, namely, the passing of fruit through the hands of a long line of commission men with little or no guarantee of quality. They were ready and anxious to deal direct with growers or co-operative associations where the "pack" would be uniform, and there would be some security as to quality. The co-operative movement was fully discussed in the course of Mr. Sherrington's address.

Mr. P. J. Carey, Dominion fruit inspector, Toronto, then addressed the meeting. Briefly touching on co-operation, he contrasted the cases of the growers in districts where co-operative shipping had been done the present season, and who had realized from $2.00 to $3.00 per barrel for their fruit, to those of the growers of the eastern counties who had sold to local dealers at from 50c. to $1.00 per barrel. Mr. Carey then took up the transportation question and gave an account of an experimental shipment to Winnipeg in September last, with which he had gone in charge. This gave him an opportunity of discovering many of the troubles the fruit grower has to contend with. He pointed out the bad effect of faulty packing, bad shipping facilities, and poor methods of handling fruit at the other end He declared that in his judgment, not more than 50 per cent. of our fruit landed in a good condition in the different markets, and assured the growers that when they received but a small price for their fruit it did not necessarily follow that the consumer had received a cheap article, but instead, a damaged and often a worthless article. He urged the necessity of cooling fruit before shipment, and pointed out that the inspector's reports at the port of Montreal would show that the fruit in the barrels in September last in some cases showed a temperature of 85 degrees.

The meetings will be continued in the following order: Thedfords, Arkona, Belleville and Newcastle.

NEW PACK LOBSTERS.

The new pack lobsters are now close on the market, prices however are not yet made public. The Montreal "Gazette" in a recent issue publishes an interview with a prominent packer of Charlottetown in which the situation is closely criticized, and in which he said:

"The prices for canned lobster are now as low as they will ever be. The cost of production is constantly increasing, while the supply available for canning purposes is circumscribed by various causes. Chief among these is the restriction of fishing operations by the government to prevent the extermination of the fish. As Canada furnishes the bulk of the output of canned lobster the effect of these restrictions upon the market supply can be readily appreciated. The canned product also is coming into wider competition with the fresh fish owing to the improved methods of transportation in refrigerator cars, which permit of the shipment of lobsters fresh to many inland markets which formerly were dependent entirely upon the canned article. The effect of this upon the latter is two-fold. First, by restricting the field of consumption, and second, by increasing the cost of the raw stock at the source of supply.

"The shortness of the season in which it is now permitted to catch lobster in Canada waters has caused the abandonment of cheap sailing outfits for steam vessels, which is another important item contributing to the increased cost of production. If the Canadian packers now get 25 fishing days out of the season it is all they can expect. The government regulations are very strict, the purpose being to in every way foster an industry threatened with extinction. The Canadian Government has built lobster hatcheries at various points along the coast and is alert to the welfare of the lobster fishery in every way.

"While American markets are reluctant to pay the higher prices, foreign consumers are becoming larger, in fact, the largest buyers of canned lobster. In the face of a duty of $4, fancy goods are being imported into Germany in large quantity for the reason that retail prices for the fresh fish are proportionately very much higher than those of the canned article.

It is understood that it now takes the choice parts of not less than four lobsters to fill a 1-lb. can. At the average wholesale price of 15 cents a pound for the fish in the shell you can easily figure out what a case of canned lobster is really worth at present."

NO DAMAGE REPORTED.

The fruit crops of Niagara district have not been seriously damaged by the alternating mild weather and frosts of the past winter.

There is every prospect of a good crop of peaches.

JAPANESE FISH INDUSTRY.

Awaya, Ikeda & Co., whose head offices are in Osaka, Japan, and who also have an office in Vancouver at 151 East Cordova street, in charge of S. Karoda, have started another industry on this coast.

This time the Japanese have started a canning business and fish guano factory in the Queen Charlotte Islands, on what is called Hot Spring Island, which is situated about sixty miles south of Skidegate, on Graham Island. There are at present large numbers of Japanese engaged there.

Awaya, Ikeda & Co. have purchased the large river steamer Dawson, a stern-wheeler, and transformed it into a floating cannery, in which they can several species of shellfish, such as abalones, sea eggs, etc. They are also gathering and curing a seaweed, which thrives in the waters of the Pacific in the vicinity of Hot Spring Island, and which has a ready sale in Japan. Expert divers have been brought from California and Japan, who go down in the green waters of the deep sea for the shellfish.

This same firm has entered the whaling industry and is catching many whales from which it extracts the oil and uses the residue which it puts through a process manufacturing it into guano. Hot Spring Island, where it is stationed, is stated to be an ideal spot for a whaling industry, as mammals are very numerous thereabouts. It is right in the usual course taken by whalers going north and south to and from Behring Sea. At certain times of the year very large schools of whales pass in that vicinity.

Awaya, Ikeda & Co. have purchased an 1800-ton schooner from San Francisco parties, and they expect it to be turned over to them by June 1. The ship will be used for carrying the products of their canning and whaling industries to Japan. It is also quite likely that this schooner will call at Vancouver and other coast ports to take on fish put up by the Japanese for their home market.

There will not be enough business offered to keep the ship purchased by this Japanese firm plying between this coast and Japan all the year round, and if the present plans of the company are carried through, part of the time the schooner will be used as an ore-carrier. A Japanese firm is negotiating at the present time for the purchase of a gold and copper mine on Moresby Island, one of the Queen Charlotte group, and if the deal goes through, part of the time this vessel will be used for carrying ore from the mines to a smelter on Vancouver Island.

GOOD STOREKEEPING

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

ROYAL BAKING POWDER CO., NEW YORK.

Everybody eats

Toblers

Delicious Swiss Milk Chocolate.

Once a customer has eaten Toblers chocolate no other make will satisfy.

Sell Toblers and your sales will repeat themselves. Your customers will tell their friends where your chocolate counter is.

Besides it pays you a profit of 33 to 70 per cent.

To be had from all jobbers or

Maclure & Langley
AGENTS Limited
152-154 Pearl Street, TORONTO

STEWART'S

Delicious
Chocolates and Bon-Bons
Pure and Wholesome

SPECIALTIES

FINE CHOCOLATES
ALAKUMA
MINT LOZENGES
MARSHMALLOWS
PAN WORK
COUGH DROPS
TURKISH DELIGHT
HARD BOILED GOODS
BON-BONS
ACID FLORAL AND FRUIT TABLETS

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S: No better Chocolate

MOTT'S MEANS MONEY

to every grocer handling

MOTT'S
"DIAMOND" - and - "ELITE"
brands of
CHOCOLATES

Every Jobber in Canada knows and sells them.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL
R. S. McINDOE, TORONTO
JOS. E. HUXLEY, WINNIPEG

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

BISCUIT MEDITATIONS.

It is evident that in many grocery stores sufficient importance is not paid to confectionery lines. Why this should be so is hard to understand ; confectionery should not be considered simply as a side line deserving of little or no attention, but as a component part of every up-to-date grocery.

Confectionery with many grocers is left to take care of itself. In their advertisement it is seldom mentioned, and in the store it is a little known quantity.

In many a store than is otherwise well regulated can often be seen a wooden or tin case with a half dozen compartments embellished with torn greasy blue paper and which constitutes the entire display of the store's line of biscuits. If by chance a customer sees it, as often as not some of the compartments are empty, save for an unappetizing accumulation of crumbs and small pieces in the bottom corner. If you have not a neat little biscuit case in a prominent part of the store that will command attention the moment one enters, why not have a small assortment tastefully arranged on neat little cake dishes in your showcase or silent salesman ? This would do away with the crumb situation and at the same time be a tempting suggestion to the customer. One dish could contain fruit biscuits, another might have wafers, while a third could contain an assortment, and so on.

How often one sees people stop to look in a confectioner's window at an enticing display of good things, who probably had no previous thought of them, but who nevertheless turned back into the store.

Why not have your little silent salesman just as temptingly arranged and give this line a little more prominence ? The staples do not need this display. Everyone knows you keep sugar, tea, coffee, coal oil and potatoes. Do they know you have this other line ? Think it over. It will pay you.

BUTTERCUP CREATIONS.

Standing in the office of a manufacturing confectioner recently, the tempting aroma of chocolates and bon-bons from the adjoining factory made the word to "come and see them created" a welcome invitation.

The general cleanliness and spick-and-span appearance of the factory, with its whitened walls, its clean benches and tables, and its neatly dressed employes, gave conviction that there need be no scruples in accepting these tempting sweetmeats.

First came the chocolate department. Here were forms with rows of molds of divers shapes into which was poured the cream or filling of the chocolate. These molds are set aside until they are cooled and hardened, when they are coated with chocolate and made ready for the market.

The making of buttercups was even more interesting than the making of chocolates. Buttercups are those glossy, silvery candies, in appearance like spun silk and in shape chisel-pointed at both ends.

Drawing near the stone table, attention is arrested by a large quantity of syrup thereon, resembling very much a huge flapjack. After a lot of kneading and rolling the coloring was added and with a little more working, to thoroughly distribute the color, the material took on a more solid form. It was then taken to a large hook and the pulling process was gone through. This was much the same as the old-fashioned taffy pull, drawing out and doubling back again. It is this process that gives the buttercups their silken appearance. Once more it was taken to the table, rolled out flat, and then covered over with a thin transparent sheet of taffy. The batter was then turned upside down and the filling—ground walnuts—added ; this was done by placing the filling on the flattened out batter and wrapping it completely in same, much as a grocer wraps a pound of tea. After this the whole thing was placed near an open fire and gently rolled into the shape of a huge long-necked bottle, the neck part being drawn out by continued rolling until it was about one-half inch thick. These long ends were then cut into two feet lengths and taken to the cutting machine which cut them into the little cushion-shaped sweets we know as buttercups.

A QUESTION OF CONVENIENCE.

Mr. Blower had had a difference with the local grocer, and he had openly vowed never to patronize the emporium again. Therefore, the merchant in question was agreeably surprised when one afternoon his late customer entered and ordered half a stone of sugar, with complete nonchalance.

Prudence would have dictated silence ; but human nature is weak, and as he tied the string the grocer could not resist saying :

"I thought you declared you would never darken my door again, Mr. Blower."

"That is true, and I should not have done so," was the retort, "but I've just received a fine lot of carnation cuttings, and I had no sand for potting them."

MAKING A COFFEE MILL.

On a recent trip to Philadelphia a representative of The Canadian Grocer had the pleasure of calling on the Coles

IT'S A MONEY MAKER
every time, but you will never know it if you never try it. Catalog tells all.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

It Is True
that the packages containing
Perfection Cream Sodas
are moisture-proof, dust-proof and the tins into which these packages are placed, air-tight. There are well-baked biscuits on the market that are carelessly packed.

are well-baked and well-packed, which makes them the ideal biscuits.

You, of course, want to invest your "order money" properly, and that is just what we want you to do.

When you are ordering soda biscuits specify **PERFECTION CREAM SODAS**. You will find them the most satisfactory to handle.

3-lb. Cards or Tins

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

DIAMOND
Brand

MAPLE SYRUP
has that delicate flavor of New Sap Syrup direct from the bush. Try it.
ALL JOBBERS
Sugars Limited, Montreal

"Biscuits de Luxe"

All our biscuits come in this class, but

CYCLIST CHOCOLATE

in particular.

Everyone knows the sustaining and nutritive properties of Chocolate, so that it's hardly necessary to point to the value of a heavily coated chocolate biscuit for travelling or outing use.

It's by no means unsuited to the tea table—in fact it's a delicious confection for all refreshment occasions. Each biscuit is wrapped in tin foil, and packages should be carefully kept in cool places.

A WHOLESOME SWEETMEAT

W. & R. JACOB & CO., Limited

DUBLIN, IRELAND

Canadian Agents:
Kenneth H. Munro, 324 Coristine Bld. Montreal
C. & J. Jones Bros., 424-425 Union Bank Building Winnipeg
Wilson Bros. Wharf St. Victoria, B. C.

Fortify yourself against inclement season.

VAN HOUTEN'S COCOA

Best and Goes Farthest

The Ideal Winter Beverage

Grocers make friends by recommending it.

There is money and satisfaction in handling Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

Shirriff's Flavoring Essences

are certain to please your customers.

Do not experiment with others.

MANUFACTURED BY

IMPERIAL EXTRACT CO., - Toronto

Figure On the Future

Present demand is not the only thing you must consider when ordering Jams and Marmalades. There are sealed fruits selling to-day which in the not very distant future will adorn the shelves. Find the reason in deteriorating quality.

SOUTHWELL'S JAMS and MARMALADES

are selling to-day because their reputation for Purity, etc., is fixed. The makers never depart from the standard.

Grocers, consider what the SOUTHWELL record means and you will clearly see that SOUTHWELL'S JAMS and MARMALADES will always be first.

FRANK MAGOR & CO.
Canadian Agents
MONTREAL

Manufacturing Company and being shown through their factory by Manager Herman Steiner. The Coles coffee mill is well known to readers of The Canadian Grocer, and The Grocer representative was anxious to see how it was made. He found Mr. Steiner a courteous pilot and the trip through the factory an interesting one.

A great variety of styles and sizes of coffee mills are made here, but particular pride is taken just now in their double grinder electric mill, a cut of which appears in their regular advertisement.

The strong point in the Coles mill is the evenness with which it grinds or pulverizes the coffee. The grinders are of cast steel and each mill is fitted with an ingenious breaker arrangement, so situated near the centre of the mill as to catch the berries with little expenditure of power. The grinders have consequently merely the office of reducing the broken berries to the proper degree of fineness, the teeth being arranged to this end. A thumb-screw adjusts the position of the grinders for the particular degree of fineness required.

In case of any foreign substance getting into the mill, a clever contrivance enables one by shifting a lever to throw the grinders apart and the foreign substance immediately drops out. Throw back the lever and you are ready to continue the grinding. The new electric mills are fitted for any current that may be required.

The company are also manufacturing a shaker for making milk shakes and all sorts of mixed drinks.

NEW COMPANIES INCORPORATED.

Provincial charter has been granted to James Lumbers Co., Limited, to carry on in all its branches the business of a wholesale grocer, the share capital of the company to be two hundred and fifty thousand dollars divided into two thousand five hundred shares of one hundred dollars each, the head office of the company to be at the City of Toronto, and the provisional directors of the company to be James Lumbers, James Henry Lumbers and Walter Glen Lumbers.

Provincial charter has been granted to the Lakeside Canning Co., Limited, to pack, can and preserve fruit and vegetables and meats, the share capital of the company to be twenty-five thousand dollars divided into one hundred shares of two hundred and fifty dollars each, the head office of the company to be at the village of Wellington, and the provisional directors of the company to be Willard Wesley Fitzgerald, James Wallace Wilder, Wilfrid Haight, David Burlingam, and Gilbert Jakcamiah Furman.

Provincial charter has been granted to the York Dairy, Limited, to buy, sell and deal in milk, cream, eggs, poultry and all kinds of farm and dairy products made therefrom, and to manufacture the same, and for such purposes, to manufacture and deal in all kinds of paper, wooden, metal, glass, stone or other wrappers, pails, boxes, cases, cans,

Known and Loved for **SIXTY YEARS**

COX'S GELATINE
needs no introduction.

It is one of the old institutions of all English-speaking lands.

PURITY and STRENGTH are the watch-words of the makers.

Canadian Agents:
C. E. Co & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

MAPLE SYRUP
MAPLE SUGAR

Get the brands of Maple Syrup called "Stony Creek" and "Royal" firmly fixed in your mind. Kenney makes them, and also an excellent line of

MAPLE SUGAR

Make it a point to ask your dealer for Kenney goods.

FOR SALE BY

Imperial Fruit and Produce Co.
Winnipeg, Man.

Provost & Allard
Ottawa, Ont.

Forbes Bros.
Montreal, Que.

T. KENNEY & SON
Hallerton, Que. Manufacturers

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufaoturers, OWEN SOUND, Canada.

IRRESISTIBLY DELICIOUS

A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS :—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices : Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

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45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 st. Peter St., Montreal, Can.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

vessels or receptacles and to do a general farming and dairy business. The share capital of the company to be one million dollars divided into ten thousand shares of one hundred dollars each, of which two thousand five hundred shares to be preference shares, the head office of the company to be at the City of Toronto, and the provisional directors of the company to be John Land Birney, George Edward Train and William Franklin Robertson.

Public notice is hereby given that under the Ontario Companies Act, his honor the Lieutenant-Governor-in-Council has been pleased to accept the surrender of the charter, by letters patent, incorporating the McDermott-Walsh Soap Co., Limited, and to direct that the same be cancelled, and that his honor has been further pleased to fix the twenty-fourth day of February, 1906, as the date upon and from which the McDermott-Walsh Soap Co., Limited, shall be deemed to be dissolved.

Dominion charter has been granted to the Canadian Bag Company, Limited, to carry on in all its branches the business of manufacturing and dealing in bags of every description, to manufacture and deal in jute, lime and cotton cloths and twines and all products thereof, to import, buy and sell jute, linen, cotton, and all other material used or required in such manufacture. The total capital of the company to be one million dollars divided into ten thousand shares of one hundred dollars, and the chief place of business to be at the city of Montreal.

THE OMISSION OF A CIPHER.

A man in Indiana made a deal recently for a flour mill at Hope, Ind. He claims that he agreed to pay $1,000 for the mill and has the firm's letter naming that figure. The firm claims that the mill is worth $10,000 and that it was at that price they wished to sell. The omission of a cipher in this case will probably lead to a lawsuit.

The Northern Bank has opened branches at Binscarth, Man., Qu'Appelle Station, Sask., Langham, Sask., and Moose Jaw, Sask.

UPTON'S Home-Made Jams

are delicious and guaranteed pure and of the finest quality. Season 1906 Orange Marmalade is particularly fine, and orders are being filled with new goods.

YOUR MONEY BACK

IF YOU DO NOT LIKE IT

ROCK CANDY SYRUP

is made from Maple Sugar and Rock Candy, contains nothing but sugar and water, is absolutely pure and as good for table use as maple syrup.

SEND FOR SAMPLES OR TRIAL ORDER TO

THE MONTREAL MAPLE CO.

88 GREY NUN ST., MONTREAL, QUE.

A SUCCESSFUL RETAILER'S REMARKABLE PROGRESS

THE LATE MARSHALL FIELD.

It seems hard to think of Marshall Field, of Chicago, as being no more. The great name has stood so long for perfection in business methods that most people have come to look upon him more as an institution than a man. But Marshall Field, the man, was behind all that was done in the institution. It was his high ideals, his absolute integrity, his large sympathy, and his understanding of human nature which made his store what it is.

The Farm Boy.

Marshall Field began life as a farm boy. When he reached the age of seventeen his father moved to a village and the boy entered a general store as clerk. At twenty-one he moved to Chicago, where he entered a wholesale dry goods house, and from then on his quickness, reliability, and progressiveness won him rapid recognition. It was not long before he was admitted to a partnership. He and Z. Leiter were associated at this time and maintained the connection for many years. Together they bought the business of Potter Palmer, and established what was the beginning of the retail store of Marshall Field & Co. In 1881 Leiter retired, and Mr. Field became the sole owner.

His Personality.

The growth of the comparatively small business in a city of 50,000 to an annual business of $50,000,000 in a city of over 2,000,000 inhabitants is one of the wonders of American development. The personality of Marshall Field supplies the key to the situation. Mr. Walter M. Smith, whose business dealings with him extended over half a century, thus estimates his character :

A Man of Magnetism.

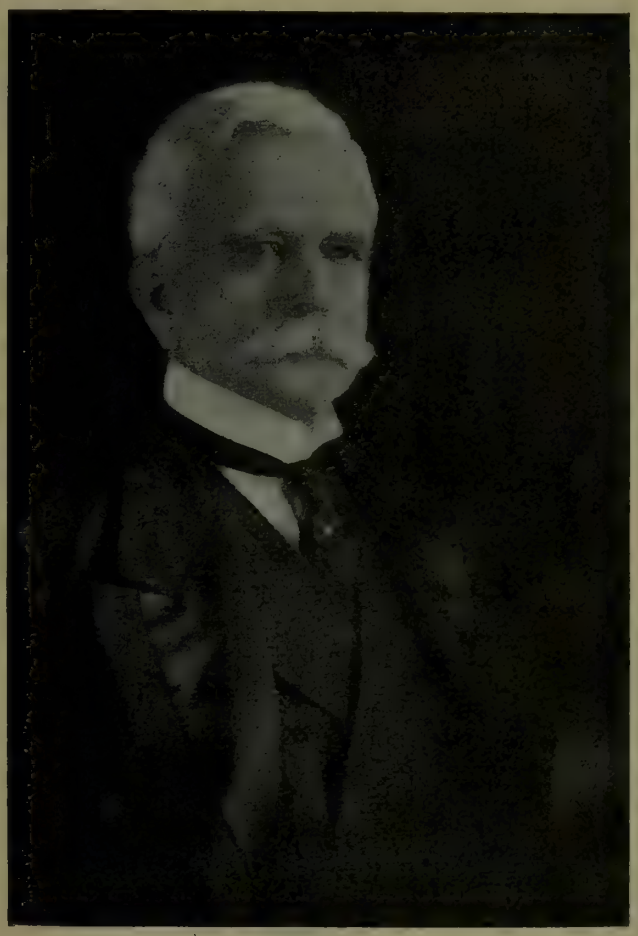
"His name and his fame as a merchant of consummate ability and sterling integrity are world-wide. It is no disparagement to his contemporaries to say that he has never been out-ranked as an honorable, successful business man. In transactions between our respective firms involving in the aggregate millions of dollars, I do not recall a single instance in which he was not always four-square. I formed his acquaintance in the 50's of the last century. It has been my pleasant experience to have continued this acquaintance and friendship through all the succeeding years. He was a man of wonderful magnetism. He was always ready to give good advice. While he seldom spoke for the public ear, I quote from remarks by him to young men a few years ago : 'What is needed to-day more than anything else is to instil in the minds of the young the desire above all to build up a character that will win the respect of all with whom they may come in contact, and which is vastly more important than a great fortune.' And to this he added as expressive of his own sentiments, a quotation from the will of a lately deceased senator, who in referring to his own sons wrote : 'I hope above all that they will realize early in life that there is nothing more difficult to build up, or more easily lost, than character, and that the only safeguards to character are the ten commandments and Christ's sermon on the mount.'

His Generosity.

"Mr. Field's influence was always on the higher side of life. He had a tender heart for the poor and unfortunate. I personally know of very many instances of his most generous treatment to employes who from sickness had become incapacitated. The rich or the poor alike had ready access to his office, and were received with equal consideration. His public benefactions are well known."

The Right Kind of Rule.

Marshall Field's rules were not numerous, but they were famous. They always appealed to the intelligence and



Marshall Field.

COBALT'S RAPID PROGRESS.

Mr. B. Trudel, manager of L. Chaput, Fils & Cie.'s Montreal tea department, spent a week in the Cobalt and Temiskaming district lately. Mr. Trudel reports that even now with the snow still on the ground and the country in the rigors of Winter, there is a rush of settlers, prospectors, miners, etc., to the Eldorado of Canada, every train being loaded. The indications are that by the middle of the coming Summer 50,000 people will be swarming into the district. Business is likely to be good, particularly in groceries and provisions, as all these people must be fed, and Mr. Trudel is of the opinion that a properly organized and well stocked and equipped grocery store would be a paying investment. Haileybury and New Liskeard are growing rapidly and it was a surprise to Mr. Trudel after only a three years' absence to find such remarkable development and growth in the district. Mr. M. J. Legge, the firm's regular traveler in that district, was laid by through an accident.

HANDSOME GROCERS' CATALOGUE.

S. J. Major, Ottawa, has recently issued a complete grocer's catalogue, which for general usefulness, convenience and style is hard to excel. The book is of convenient size for the retailer and is well bound, and will prove a useful book of reference in the hands of the grocer.

"Know why you buy and you will know what you get"—*J. Bruce Payne.*

You do not have to buy cigars because they are advertised no more than you have to buy cigars because they are having the "run."

But if the cigars that have "taken" are being advertised truthfully, and you are able to form a somewhat accurate estimate of them yourself, the work of buying is rendered absolutely safe and, therefore, is recommended on the ground of wisdom

Pebble and Pharaoh

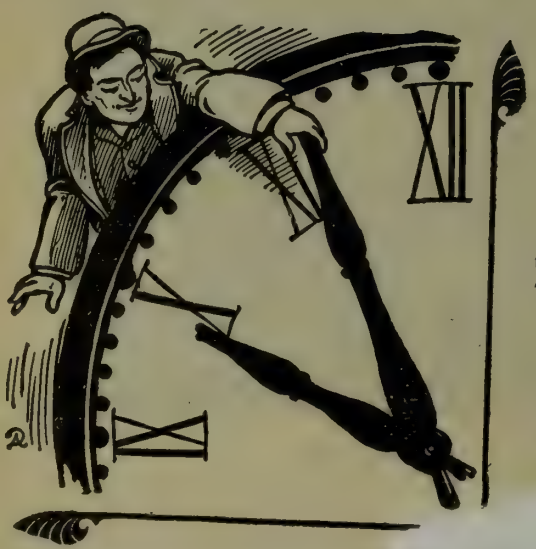
Cigars are always bought on "reason." I have laid the whole story before you grocers and you are your own jury, your own judges.

Some grocers think so much of the **Pebble** that they sell it at 10c., making double profit. I tell them to sell it at 5c., so if anything I underestimate the value of my own cigars, don't I?

I say that the **Pebble** is a high-grade Havana-filled cigar enjoying a large patronage. I say that the Filler of the **Pharaoh** (10c.) is made from personally-selected Manicaragua tobacco the Binder is a Connecticut broadleaf, and the wrapper comes from Holland. Smokers say the **Pharaoh** is unrivalled.

I am anxious that you should try an order plan of mine whereby the grocer takes no risk while getting an excellent chance to "start." If you are interested in the **Payne Plan**—the square deal—write me.

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.



YOU CANNOT PUT THE HANDS BACK

Opportunities come, opportunities go, and some grocers are no wiser. At the end of the year these very grocers are surprised to hear what their grocer-neighbors' profits for the year were and surprised to find Tobacco amongst the items.

We would astound you, if we gave the names of all the grocers selling

T. & B.

You perhaps think there is no business. **These grocers get the business**, so it is a matter of "thinking" and "getting." The latter is the most profitable.

...r puts off supplying smokers the further ... smoking trade.

The opportunity of yesterday i... ...y you will be better off than if you wait for to-morrow. Get **T. & B.** without

The Geo. E. ... Co., Limited

TOBACCOS, CIGARS AND ACCESSORIES

THE TOBACCO DEPARTMENT IN A COUNTRY STORE.

If retail grocers would put in a small stock of good but moderate priced cigars, choosing good brands and always keeping the stock up to the standard, they would speedily build up a profitable trade. While it might not be a large department it would add its proportion to the general profits and be another reason why customers should visit a grocery store.

It is said that the only men who buy cigars from grocers are the hired men who come off the farms on holidays and Saturday nights, but that isn't quite true, even if grocers have few cigars that are satisfactory to anyone else. The thing to do is to make the department attractive and undertake to compel customers to buy more freely of better goods.

A small stock of five-cent cigars, some good smoking tobacco, some good plug tobacco and some pipes and smokers' articles would not require much investment, nor much space, but they would add their quota to the business of the store and cause smokers to patronize it more freely.

There are many country villages where there is no regular cigar or tobacco store. These villages ought to be good places to establish such departments and place them upon a profitable basis immediately.

It would be well to advertise the department as freely as its size and importance appeared to warrant, in that way attracting attention to it at the opening. In some instances it might be possible to secure samples of tobacco or little cigars to distribute to such persons as might come in for the first time.

It would always be comparatively easy to replenish stocks, for wholesale grocers nearly all have large cigar departments. Many of them even sell to regular cigar stores that do a big business. It is not conceivable that they can't supply a small grocer. This matter can be looked up very easily, and if you haven't such a department it would be a good thing to establish one as soon as you can make arrangements.

It is merely a matter of knowing how and of trying the proper quality of goods. No smoker, no matter how little experience he may have had with rather low grade cigars, is going to buy freely of poor stock if it is possible to get better.

THE COMFORT OF A GOOD SMOKE.

Why should men smoke? There are some good reasons. Many break off from a brain-concentrating occupation for a smoke who would probably enjoy no interval at all otherwise.

Such breaks are not only advantageous, they are often positively necessary; therefore, the practice that encourages and helps to obtain them is a distinctly beneficial one.

Smoking helps the subject to rest. Sedentarily employed, a man may be induced to sit for many hours during the day without enjoying an interval if he have nothing to break off for.

But a cigar or pipe will give him occasion to put his hands in his pockets and walk up and down the room or may induce him to go out of doors a little, so that he may obtain a pleasant and reinvigorating change from labor.

Were he to merely stop his routine work and do absolutely nothing, his thoughts would be certain to wander back to duty again, and both he and his work would suffer in the end.

On the other hand, the more restless some temperaments are, the more will they derive advantage from smoking, in moderation. A pipe helps to smooth down irritability; it soothes a troubled spirit and gives comfort to the weary.

At no time of life is smoking of greater advantage than during retiring old age.

A CIGAR NOTE.

It is contended by many that the most constant and faithful devotee of tobacco cannot tell whether or not his cigar is burning if you blindfold him or put him in a pitch-dark room, unless he resorts to unlawful means, such as burning his fingers at the lighted end or inhaling the smoke. But, in default of one or the other of these expedients it is claimed the smoker has not the faintest idea whether he is smoking or not smoking. This claim, however, I have heard vigorously disputed. Not long ago a smoker said to me: "Why, that sort of talk is all stuff and nonsense. I can't imagine how any one can fail to detect the taste of the burning weed." It is nevertheless true that many old smokers admit that they cannot tell whether a cigar or pipe is lighted unless they can either see the fire or smoke.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

None equal. Insist upon McDougall's

There IS a Difference.

D. McDOUGALL & CO., Glasgow, Scotland

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

FRESH FROM THE SEA TO THE Breakfast Table

A Tin of Good Herring is worth 15 cents— or more

A Tin of Herring which is not good is worth nothing— or less

The work in the Enormous

MACONOCHIE

SCOTCH PLANTS

is so scientifically arranged, and the factories are so splendidly placed, that the Fish for their

Herrings in Tomato

are canned up practically alive!

So that they retain all their natural freshness and flavor!

Maconochie's Herrings, Pickles, Sauces, Marmalades, etc.,

are for sale by all the Leading Wholesale Grocers.

Agents for Ontario, Quebec, Manitoba and the United States,

A. F. MacLAREN IMPERIAL CHEESE CO., Limited

Head Office: TORONTO.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

March 15, 1906.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

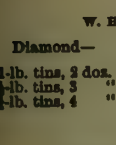
Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c.30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 " 12 "		1 40
2 " 12 "		1 45
4 " 16 "		1 65
2 " 16 "		1 70
1 " 2½-lb.		4 10
1 " 5 "		7 30
2 " 6 oz.		Per case
1 " 12 "		$4 55
1 " 16 "		

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

Reckitt's Zebra paste. ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—

Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—

Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Unsweetened, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homoeopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb	tins,	4½	doz. to case	per dos.,	$ .90
1 "	"	4	" "	"	2.40
½ "	"	2	" "	"	4.75
1 "	"	1	" "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's.	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, ⅛ and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.

12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins..40c.
12-lb. boxes, 6 boxes in case, ½-lb. tins..40c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins..42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins..32c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 34c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..33c
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs..33c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..35c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs..35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs...44c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, ½-lb. pkgs ... 35c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..35c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs..32c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. n case, ½-lb. pkgs..30c.
12-lb. bxs., 6 bxs. in case, ¼-lb . pkgs..30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs..23c.
12-lb. boxes, 6 boxes in case, ¼-lb. pkgs 23c.

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO. Per lb.

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S. Per lb

Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	1 50
Small size jars	"	3 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	3 40

"KLAUS'S" IMPROVED SWISS MILK CHOCOLATE

Is the best of all Swiss Milk Chocolate. Acknowledged to be the most delicious and wholesome. Manufactured with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. It is bound to be asked for more than ever this year, as it is held in high repute by everybody. It also possesses great nourishing qualities for invalids and children. Shows a nice profit to you and is a good seller.

Don't Be Without It.

Agents for Canada:
ROSE & LAFLAMME, - Montreal

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling

ROSE & LAFLAMME, Agents, - Montreal

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

CUP QUALITY vs. STYLE

CUP QUALITY WINS OUT EVERY TIME.

We critically test all Teas in the cup before purchasing; therefore flat, insipid and "Bodiless" teas are never sold our customers.

On the above grounds, we respectfully solicit your business.

A postal will bring samples and quotations.

WM. BRAID & CO., - Vancouver, B.C.

BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.

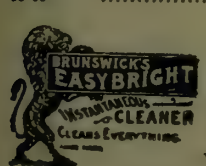
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.



	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails "	0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

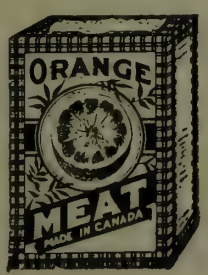
E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

¼-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35

Old Crow," 12-lb. boxes—

¼-lb. tins per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages... $4.50

5 case lots.... 4.40 (Freight paid.)

Cases, 20 25c. packages... 4.10

5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	11 00
Straw hat polish "	10 20

What can we say to you about

BORDEN'S BRANDS

of Condensed Milk and Evaporated Cream that the goods themselves have not told to thousands?

"EAGLE" Brand Condensed Milk

"PEERLESS" Brand Evaporated Cream

are the leaders in their line—Buy them!

—FOR SALE BY ALL JOBBERS—

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

(Fairbank)

GOLD DUST WASHING POWDER.

24 25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " 8-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

DOMAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

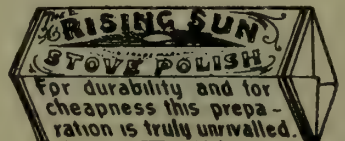
J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs. ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60

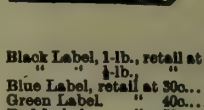
3 p.c. off 30 days or 3 months.

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 28
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Red Label, 1's ½'s, ¼'s and ⅛'s.	0 30	0 40
White Label, 1's, ½'s and ¼'s.	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Embossed Label, 1's, ½'s and ¼'s	0 70	1 00



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 19
" " ½-lb.	"	0 20
Blue Label, retail at 30c		0 22
Green Label.	" 40c	0 28
Red Label,	" 50c	0 35
Orange Label,	" 60c	0 42
Gold Label,	" 80c	0 55

Cases, each 60	1-lb.	$0 35
" " 60	½-lb. } 1-lb. }	0 35
" " 120	½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$0 42½	
" II 40-lb. boxes	0 37½	
" III 80-lb. boxes	0 32½	
EMD AAA Japan, 40 lb " at	0 30	
" AA " 40 "	0 27½	
Blue Jay, basket fired Japan, 70 lbs.	0 25	
"Condor" IV 80-lb. "	0 27½	
" V 80-lb. "	0 25	
" XXXX 80-lb. boxes	0 21½	
" XXXX 30-lb. "	0 23½	
" XXX 80-lb. "	0 19	
" XXX 30-lb. "	0 20	
" XX 80-lb. "	0 18	
" XX 30-lb. "	0 18½	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 26	

"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 25 at 0 30
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ¼s and ½s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46	
" Amber, 8s. and 3s	0 60	
" Ivy, 7s	0 50	
" Rosebud, 7s	0 51	
Chewing—Currency, 12s. and 6½s	0 46	
" Old Fox, 12s	0 48	
" Snowshoe, 6½s	0 51	
" Pay Roll, 7½s	0 56	
" Stag, 10 oz.	0 45	
" Bobs, 6s. and 12s	0 45	
" " 10 oz. bars, 6½s	0 45	
" Fair Play, 3s. and 13s	0 53	
" Club, 6s. and 12s.	0 46	
" Universal, 13s.	0 47	
" Dixie, 7s.	0 56	

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 35½
Condor, pure distilled	0 27½
Old Crow	0 25½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1

To sell an article of merit is to every progressive Grocer a true pleasure.

That is why grocers who have pinned their faith to

"Cow Brand"
Baking Soda

will sell and push no other brand.

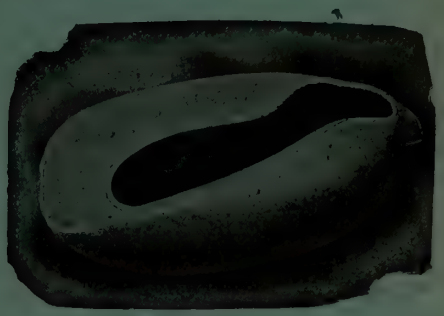
"Cow Brand" Soda has no equal for PURITY and STRENGTH.

CHURCH & DWIGHT, Limited
Manufacturers
MONTREAL

DWIGHT'S

BAKING SODA

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY
R. Campbell's Sons
Hamilton Pottery HAMILTON, ONT.

TEA HINTS
FOR RETAILERS
By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.
Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON
"GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
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Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

Glass Stand Lamps

Always staple and in demand. We have several nice little assortments of different styles.

Prices and illustrations on application.

GOWANS, KENT & CO. LIMITED
TORONTO

PUSH

packaged Mince Meat at this season.

WETHEY'S

is the standard of excellence, one package makes two large or three small pies.

LOOK UP YOUR STOCK

ORDER NOW

Be sure you get Wethey's. Sell every customer a package.

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Crosse & Blackwell's

MALT VINEGAR

Rep. Pints Rep. Quarts
Imp. Pints Imp. Quarts

C. E. Colson & Son
MONTREAL, Agents

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, MARCH 23, 1906. NO. 12.

Keen's Oxford Blue

Should SELL Everywhere in Canada

Are you selling

The Best Laundry Blue?

KEEN'S OXFORD BLUE!!

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

It needs only ONE sale to convince your customers that

"Crown" Brand Table Syrup

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

is absolutely one of the most delicious and healthful table necessities and appreciated by every user—

No purer or healthier product of corn is possible—

Other brands may please occasionally—

"Crown" brand Syrup pleases always.

EDWARDSBURG STARCH CO., Limited

53 Front St. East, TORONTO, Ont.

ESTABLISHED 1858
Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

PARTICULAR PEOPLE PREFER to wash many articles at home. They are particular enough to use

"QUEEN'S LAUNDRY BAR"

the good honest soap which 4 generations of Canadians have used. They know of its purity and usefulness. It is one of the excellent soaps manufactured by

THE ALBERT SOAPS LIMITED,
MONTREAL

Conviction Follows Trial

Those dealers who tried a sample order of Mathieu's Syrup are now convinced that it is one of the best and most reliable sellers upon their shelves.

MATHIEU'S SYRUP

OF TAR AND COD LIVER OIL

sells all the year round, but more especially just at this season when Coughs, Colds, etc., are so common. Your holding of this remedy cannot very well be too large.

Headaches are an all-the-year-round ailment; therefore Mathieu's Nerve Powders are good sellers all the year round.

The J. L. Mathieu Co., Props.
SHERBROOKE, P.Q.

Y. & S.
SCUDDER
M. & R.
} **STICK LICORICE**

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

R. S. McIndoe
Selling Agent, 120 Church St., Toronto

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

The owners of the "Shell" Brand of Castile Soap, as well as the owners of the "Tyne" Brand of Scotch Fish, have the principles, courage, enterprise and iron purpose that have enabled them to rise above all others in the high quality of their products. The liberal patronage they have won spells "success" in very large letters. The good has been a mutual one—for owner and retailer. Permanent trade has been established—and held most tenaciously. The retailer who is not handling these two lines is losing money every single day in the week.

Shell Brand Castile Soap

TRADE MARK

"SHELL BRAND"
(LA COQUILLE)

A soap containing 67 per cent. of pure oil. No animal matter in it. No smells or odors as found in common soap.

No Animal Matter

We repeat this because it's so unusual. No decay because there's nothing to decay. Unadulterated pure oil is only used. Unequalled for the bath or fine laundry work. In pressed cakes and bars.

"Tyne" Brand Scotch Fish

from Bonnie Scotland and from a "bonnie" house —The Shields Ice and Cold Storage Company, who are specialists at this one thing.

Full Weight Always

and always the best quality Herring that can be secured. Kippered Herring, Herring in Tomato, Fresh Herring and Herring Roes.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal
20½ Front St. E., Toronto

Manufacturers' Agents and Brokers' Directory

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JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
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CODES USED—Lieber's, Western Union, A. B. C., Watkins', Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

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The Dominion Brokerage Co., Limited
Wholesale Commission Merchants and Brokers
CALGARY and EDMONTON, ALBERTA
Excellent Trade Connection
Highest References

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
Montreal.
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 25.

W. E. FELLOWES
Manufacturers' Agent and Commission Merchant
6 St. Sacrament St. - - Montreal.
I am open to introduce a few new lines of high-class grocers' specialties. Could handle a line of Canned Goods and Sauces.

Phone Main 2881.
LEON TANGUAY
Commission Merchant
Manufacturers' Agent
Country Produce
197-199 ST. PAUL ST., - MONTREAL, CAN.
Correspondence solicited.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. E., TORONTO
Calling on best Grocers and Mfg. Confectioners.
Could handle another first-class specialty for Manufacturers.

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

BARBADOS RAW SUGAR
on the spot. Phone, write, or wire us your order.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

A. F. MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask.
Office, 8 Main Street.

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CALGARY STORAGE
In a new brick block centrally located
Dingle & Stewart
Winnipeg, Man. - Calgary, Alta.
COMMISSION BROKERS.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited.

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

(*Continued on page 54.*)

Ceylon Tea Gaining in Popular Favor

Alarmists would have you believe that **Ceylon Tea** —that great favorite of the Canadian public—is fast falling short, in fact is almost in its death throes.

Be not deceived by such self-constituted advisors. The growth of **Ceylon Tea** was never more flourishing or more perfect. The official statistics are now available and state that the quantity of **Ceylon Tea** distributed during the year 1905 reached the excellent total of 172,629,960 lbs., which was **13½** million in excess of the figures of 1904, and **23½** million in advance of 1902.

Ceylon Tea has won its place on intrinsic merit alone. The grocer who would stand ahead of competitors must see to it that he sells only

Ceylon Tea (Green and Black) Canada's Favorite

Hamilton, March 16th, 1906.

RE EARLY JUNE PEAS

Dear Sir,—

A few weeks ago we emphasized the handsome profit to you in selling Our Extra Fine Sifted Peas (Petit Pois), and we took occasion to point out the merits of these goods and their superiority over the imported article, thinking to assist you in making sales.

Last week we discussed with you our second highest grade of Peas—the Sweet Wrinkle, and we trust that you have put some of these Peas into stock, if you did not have them before.

This week we call your attention to our Early June Peas. Our Early June Pea costs you only a trifle more than the ordinary Standard Pea. At the same time it gives you a larger margin of profit.

As we mentioned last week, our aim in Packing Peas is to produce an article which when opened will present a bright, clear liquor, Peas evenly graded, uniform in color, tender, sweet and attractive in appearance.

While our Early June Peas are, of course, not as fine as our Sweet Wrinkle Peas, they are of excellent quality, and are good enough for the most fastidious. Do not forget to impress upon your buyers that our Canned Peas are preferrable to fresh Peas, as they are thoroughly sterlized, and are absolutely pure.

Do not forget our brands, viz.: "Aylmer", "Log Cabin", "Horseshoe", "Auto", "Little Chief", "Lynnvalley", "Maple Leaf", "Kent Lion", "Thistle", "Grand River" and "White Rose".

Yours respectfully,

CANADIAN CANNERS, Limited

Don't be blindfolded or grope around in the dark!

Don't be led astray by specious arguments in buying your teas; judge for yourself and buy what will please your trade and hold.

Japan Teas

are absolutely the Purest, Cleanest, Sweetest and Healthiest Teas for your best trade.

CANNED GOODS

We offer, in 15-case lots only, as follows :

5 Cases Quaker	1905 Tomatoes,	-	**$1.00** Doz.
5 " "	1905 Corn,	- -	**.80** "
5 " "	1905 Early June Peas,		**.60** "

Also Quaker Midget Peas, 82½c. Doz.

F.O.B. Kingston. **Terms : 30 Days.**

GEO. ROBERTSON & SON, - KINGSTON, ONT.

Your customers' interests are your own—sell them the best goods.

The hold that **Magic Baking Powder** has taken on the public is simply **marvellous**, an increase of nearly **200** per cent. last year; this in the face of the large number of baking powders on the market proves clearly that

Magic BAKING POWDER is the popular Canadian powder.

Do you handle it ?

If not, order trial lot.

(The Light of the Kitchen)

FOR SALE BY ALL JOBBERS.

E. W. GILLETT COMPANY LIMITED

London, Eng. **Toronto, Ont.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

This is a day when the grocer who is resolved on selling only "pure foods" is building about him a trade of the enduring kind.

STERLING BRAND RELISHES

can always be recommended as meeting the highest ideals in this respect.

Ask your Jobber for Sterling Brand Pickles and Relishes.

The T. A. LYTLE CO., Limited

TORONTO, Can.

CANADA'S GREATEST PICKLE FACTORY

Don't Get the Wrong Idea!

Because we are everlastingly talking up the matchless quality of "Salada" Ceylon Tea, don't get the idea that "talk" is the sum and substance of our plea—

Think a moment—Then ask yourself whether it would have been possible for us to have established the enormous sale that "Salada" now enjoys unless the quality and value was decidedly out of the ordinary—

That's it!! Noticeably Unlike all Others

14,000,000 Packets Annual Sale

WHOLESALE TERMS AND SAMPLES on application to "Salada." Toronto and Montreal

BLACK, MIXED OR GREEN

When You Want the BEST **PURE OLIVE OIL**

Ask and Get "RAYON D'OR"

GROWN, MANUFACTURED, PACKED BY

MENGERT, GAGNOLI & CIE, BARRI, LUCCA, NICE.

Formerly SUAUT & CIE.

Write for prices and samples to **J. RUSSELL-MURRAY, 6 St. Sacrament St., Montreal, Sole Canadian Agent**

Your Best Investment

So great is the demand for Coffee that the households in which it is not found form the exception.

It ought to give the Grocer his most profitable trade.

It can be made to do that.

To him who understands his community, great opportunities are offered. We quicken the business and promote the interests of all who adopt

WOOD'S COFFEES

as their standard.

Canadian Factory and Salesroom:
No. 428 St. Paul Street - - MONTREAL

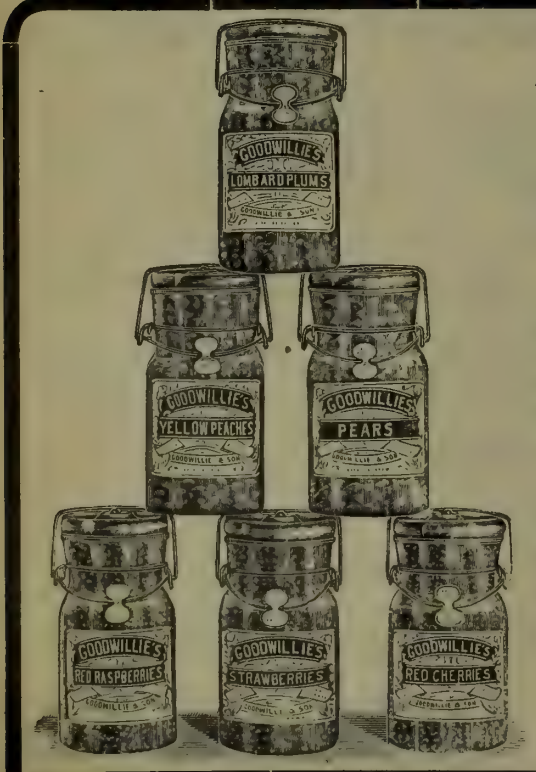
MAPLE SUGAR

Largest Exporters of

PURE BEAUCE COUNTY SUGAR

D. RATTRAY & SONS

QUEBEC **Montreal** **OTTAWA**



THEY

Sell Well

Show a Nice Profit.

Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE& LAFLAMME, - - MONTREAL

IN QUEST OF GOLD?

—then sell

Paterson's Camp Coffee Essence

Please your trade and bank your profits.

ROSE & LAFLAMME, Agents, Montreal.

RISING SUN STOVE POLISH AND SUN PASTE STOVE POLISH

Want Nothing Else

Almost every second of every minute of every hour of every day but Sunday, somebody somewhere is asking for **RISING SUN** Stove Polish in cakes, or **SUN PASTE** Stove Polish in tins. These goods are both put up under the well known trade mark of the **RISING SUN** which has had a world wide reputation for years. Families use them for generations without ever thinking of another brand. With increasing sales the **RISING SUN** sells on.

MORSE BROS., Props., - - Canton, Mass., U.S.A.

CHASE & SANBORN'S High-Grade Coffees are made from the choicest growths—nothing else—They cost a little more to produce than ordinary Coffee—but are worth twice as much to both grocer and consumer.

Chase & Sanborn

The Importers, - MONTREAL

There's a pleasure in pleasing, and a profit, too, isn't there? But if the teas you carry are not the kind that satisfy, your willingness to please is of no avail, is it?
Just the reason why you should be careful to ***always have*** a stock of

Tea Truths **Blue Ribbon Ceylon Tea** **Pleased Customers**

in your store.
Red Label line is a ***40c. marvel. It's a Trade Builder.***

New Crop

SHELLED WALNUTS

We Can Sell You

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Just a Splendid Line to Stock This Year

"MOKARA" is a home drink for everybody. It is the best and cheapest substitute for **Tea** or **Coffee** on the market.

If you want a rapid seller and profit maker, write for sample and particulars of Mokara.

Retails at 10c. pkge.

Mokara Mills

21, 23, 25 Cosford Street, - - MONTREAL

OUR PLATFORM

FOR REINDEER MILK JERSEY CREAM

Reliable goods—the best product from the purest material.

Attractively labelled cans—an ornament in every grocer's display.

Prices and terms to the wholesale trade arranged on a sound business basis—strictly adhered to.

The interests of the retail trade well looked after.

EVERY CAN ABSOLUTELY GUARANTEED

The above applies equally to

REINDEER COFFEE
REINDEER COCOA

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

DATES

Hallowees Sairs Fards

ANOTHER SHIPMENT JUST TO HAND

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

Are You Selling
Mother's Favorite
"MELAGAMA" Ceylon Tea?

The *BEST SELLER* on the market.
The *BEST QUALITY* on the market.
The *BEST PROFIT* of any package *TEA* on the market.

If you have not already "Melagama" in stock send for a sample order and market that which is most profitable. See our quotations on the last page.
Don't forget we are headquarters for (Bulk Teas) in any quantity and all varieties. Let us know your requirements.

MINTO BROS., - - TORONTO

RETURNED
26 1906

LARGEST SALE
IN THE
WORLD

"The favorite in the Mother Country; the idol of her Colonies."

HOLBROOK'S
GENUINE
Worcestershire
SAUCE

is made in England ONLY, and answers a long felt want in Canada.

"A genuine Worcestershire at a popular price."

25c. per bottle

Case lots (6 dozen) $2.15 dozen, freight paid to any Station.

WE CHALLENGE COMPARISON

HOLBROOK'S LIMITED, Canadian Branch: 28 Front St. E., TORONTO

FLAKED WHEAT

The distinguishing feature of

Greig's White Swan Flaked Wheat

is the large, thin flakey flakes that make it so vastly different from any other wheat produced in Canada.

No attempt is made to compete in price with ordinary kinds of rolled wheat, as there is no comparison in quality. It stands in a class by itself and readily commands its price from particular people.

All barrels are attractively lined with crinkled tissue paper, thus ensuring freshness and cleanliness at all times.

Samples and quotations will be cheerfully furnished.

The Robert Greig Co., Limited
White Swan Mills
Toronto

NEW GLASSWARE

We have added a number of new patterns to our large assortment in Decorated Glass. Our new "Rose Blush" and "Rose and Gold" patterns are just what you want—good sellers and inexpensive. Write us for description and prices of the assorted packages. Mail orders are given careful attention.

Large assortment of Gold and Plain Glassware always in stock.

THE JOHN L. CASSIDY
CO., LIMITED,
MONTREAL

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE CANADA SUGAR REFINING CO.
LIMITED
Montreal

Purnell's Sauce

England's Most Popular Worcestershire

Samples and Prices from our Agents:

Strang & Co., Fort Street, Winnipeg.

A. J. Hughes, Notre Dame Street, Montreal.

C. E. Jarvis & Co., Vancouver, B.C.

J. Westren, 630 Ontario Street, Toronto.

R. Jardine, St. John, N.B.

H. Haszard, Charlottetown, P.E.I.

Bickle & Greening, Hamilton.

ESTABLISHED 1750

Your Bank Account

The class of trade you win with "Standard Goods" is made up largely of folks who pay their bills and pay them promptly too. "Standard Goods" are just about the same thing as having money in the Bank. You can always sell "Standard Goods" for their full face value—one hundred cents on the dollar.

Windsor Table Salt

is as standard as sugar, potatoes, or flour. It is the salt of quality, through and through. It attracts and holds the best class of trade in all Canada to the retail grocer's store. Think of your bank account—increase it by selling Standard Goods that are wanted and bought by ***the class of trade that always pays its bills.***

Windsor Salt is always all salt.

THE CANADIAN SALT CO, Limited,
Windsor, Ont.

THE WISE GROCER

WILL APPRECIATE THE ADVENT OF

BLUE BELL TEA

In Fancy 3 and 5-lb. Canisters.

Red Label **Green Label** **Blue Label**

SELLS AT

30, 40 and 50c. lb.

We can confidently say these are the best values on the market. — The package will sell them.

Will be pleased to send you samples upon request.

THE **EBY, BLAIN CO.,** LIMITED

Wholesale Tea Importers **TORONTO**

ROWAT'S PICKLES and OLIVES

In all Sizes of Packages
Sold from Halifax to Victoria
Ask your Jobber for Prices

AGENTS :

Snowden, Forbes & Co., 449 St. Paul St., Montreal.

H. R. Silver & Co., Halifax, N.S.

F. H. Tippet & Co., St. John, N.B.

Reginald Lawson, Union Bank Bldg., Winnipeg, Man.

C. E. Jarvis & Co., Flack Block, Vancouver, B.C.

The merchant who knows his business talks

QUALITY

to his customers.

Cheap canned meats means goods made from cheap meat.

Do you ask your butcher for cheap meat when you want a good dinner?

When your customer has once tried our goods he will stick to our brand and to your store.

GROCERS

Ask your jobbers for our brand and compare with others.

All our goods are made in Canada from first-class Western Stock.

Corned Beef, Roast Beef, Chicken, Turkey, Potted Meats, Lunch Tongue, &c.

NICHOLSON & BAIN, Winnipeg and Calgary

Western Agents for

THE MANITOBA CANNING CO., LIMITED

GRANDE POINTE, MANITOBA

"CORONA"

BRAND

Selected

HAMS and BACON

The Universal Favorite.

Delicious Flavor.

A Very Special Sugar Cure.

—

ONCE TASTED ALWAYS WANTED.

—

SEND FOR TRIAL ORDER.

PRODUCE DEPT.

Choice Butter, Eggs, Poultry, etc.

MONTREAL PACKING CO. Limited

MONTREAL, Canada

Don't Starve Your Business

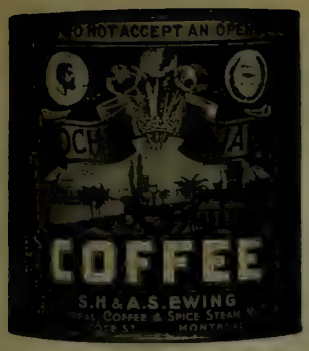
The best business needs the nourishment supplied by a good advertisement.

THE CANADIAN GROCER is just the tonic your "system" requires.

A space this size in THE CANADIAN GROCER every issue (52 times) for a year, will cost you only $6.73 per week.

Its results will appear in the larger totals in your travelers' order books.

The Canadian Grocer Montreal - Toronto - Winnipeg



"PRINCE OF WALES"

MOCHA AND JAVA COFFEE

Packed in 1 and 2-lb. Tins

It is RICH, AROMATIC, DELICIOUS—prepared by a special process that removes all the chaff, parchment, etc. This costs us a little more; but the improved quality and steadily increasing demand show the wisdom. Are you handling it? A trial will convince you.

S. H. & A. S. EWING, - MONTREAL

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers, **Indianapolis, Indiana.**

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Manufacturers' Agent

is open for a few good lines.

HIGHEST REFERENCES

E. H. PEACE - Vancouver, B.C.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

VICTORY

DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.
King's Cross
LONDON, ENGLAND

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 523.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ¼ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman, Eckert & Co., London, Ont.

The MONARCH TYPEWRITER COMPANY, Limited
TORONTO, ONT.

Gentlemen:—In enclosing you our order for another of your MONARCH VISIBLE Typewriters, we wish to state that the one we secured from you about a year ago has given us splendid satisfaction.

Yours very truly,
THE ONTARIO LUMBER COMPANY, Limited
(Sgd.) A. E. Cates, Secretary.

THE PERFORMANCE OF THE MONARCH VISIBLE WILL PLEASE YOU

The Monarch Typewriter Company, Limited
3 Toronto Street, Toronto, Canada
BRANCH OFFICES:
Montreal, P.Q., 23 St. John Street. Hamilton Ont., 14 Main St. East.
London, Ont., 110 Masonic Temple.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL, Aberdeen, Scotland, is always ready to handle consignments of Canadian produce. Aberdeen is a developing market. Won't you at least give it a trial? Others did so, were satisfied, and continue shipping. Personal attention. Prompt returns.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15 per year.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

This space $30 per year.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

This space $15 per year

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

This space $30 per year.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

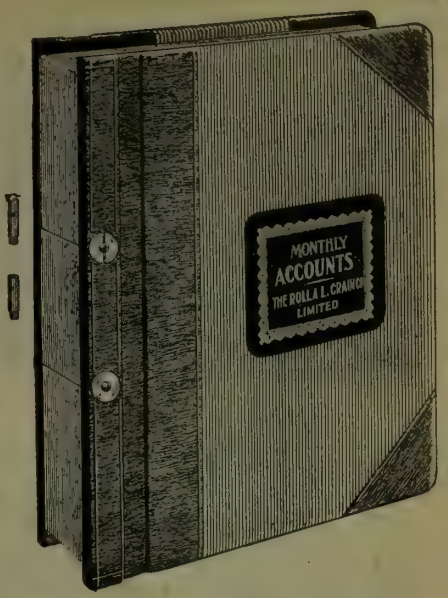
WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

P. & F. Vincentelli Makers and Exporters of Candied Peels.
Daily capacity of our plant: ten thousand lbs.
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

CRAIN

Monthly Account System



Would you like to have your accounts always ready to render, Mr. Retail Man? If so, this is the system you are looking for. We cannot here explain its many points. If you are interested, write us for further information.

Read what L. A. Bayley, general merchant, Sh rbrooke, Que., says about it: "I have used The Rolla L. Crain Co. Monthly Account System for about a year and find it a very easy and convenient way of handling accounts. The fact of having your accounts always made out and ready is recommendation enough for business men, as it is a time saving system,"

LOOSE-LEAF SYSTEMS
CRAIN
OTTAWA, ONT.

THE

ROLLA L. CRAIN CO., LIMITED, OTTAWA, CANADA

BRANCHES and AGENCIES:

Toronto Office—18 Toronto St.
Montreal Office—74 Alliance Bldg., 107 St. James St.
Winnipeg Office—Sylvester-Willson Bldg.
St. John, N.B.—Schofield Bros.
Vancouver, B. C.—White & Bindon.

A System to Increase Trade

Put aside detail work when the same result may be obtained in less time and at less cost by automatic machinery. The hustling retailer of today must have time to look after the wants of his customers and keep his stock up-to-date to attract trade.

A National Cash Register handles accurately, cash sales, credit sales, money received on account, money paid out and money changed, and leaves the mind of the retailer free to interest his customers and plan a larger business for the future.

Retailers are invited to send for our representative who will explain N. C. R. System.

Tear off here and mail to us today

N. C. R. Co.
Dayton Ohio

Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy

Name

Address

No. of men

Walker Bin Interior.

CONSIDER THE LOSS that results each year from an untidy, unattractive and inconvenient store—

Loss from shrinkage
Loss from dirt
Loss on shelf-worn stock
Loss of time and labor
Loss of customers
Loss of PRESTIGE

The Cost of Installing Walker Bin Fixtures

providing attractiveness, cleanliness and convenience **IS SMALL IN COMPARISON.**

They not only increase business, but give CHARACTER to it.

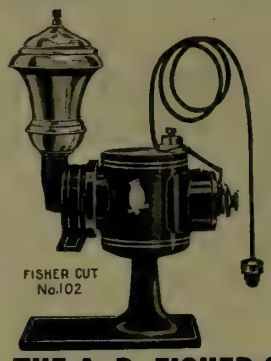
Write for Illustrated Catalogue. ***Spring is the best time***

THE WALKER BIN AND STORE FIXTURE CO., LIMITED

BERLIN, - ONTARIO.

PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.
THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.
Beats gas, electricity, or coal oil.
Satisfaction guaranteed. Catalogue on request.
AUER LICHT CO., - MONTREAL
Sole Makers.

ELECTRIC POWER COFFEE MILLS



This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any otther style? If so be sure to get the best and at the same time the cheapest.—***We have it.***

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart.
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

Messrs. Fruit and Vegetable Packers!

Prepare for the coming season by ordering your cans. You will make no mistake in placing your order with

The Acme Can Works

We have had your interest in view and have spared no expense in equipping our factory with the latest and best machinery for making packers' cans. With our new building, which is now almost complete, we will be able to double our capacity of former years and will supply ***cleanest*** and ***best*** cans offered to the packer —cans made from British tin plate of the best quality and best workmanship — ***Prices Right, Liberal Treatment, Prompt Shipments.***

Acme Can Works, - Montreal

IT PAYS

to carry the articles people are asking for even though you don't think the articles are in your line.

SYRUP OF MALT
A COUGH CURE

EXTRACT OF MALT
A TONIC

are much sought. Why not this trade?

GEO. SLEEMAN, Guelph, Ont.

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO. TORONTO, CAN.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

No grocer can afford to be without it

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

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For table use, "extra quality," put up in half bbls. or cases of 2 doz. 3-lb tins.

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Maple Cream Hearts
Twin Block Pure Maple Sugar

Maple Cream Hearts are put up in Pails of 18 lbs. each, and sell for 20 cts. per lb.

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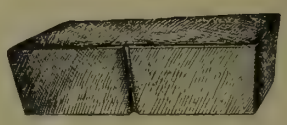
(No charge for Pails)

Profit to Retailers on one Pail - ***$1.50***

3-4-lb. TWIN BLOCK



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We are the originators and sole patentees of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify ***Twin Block Maple Sugar*** and ***Maple Cream Hearts*** and you will get the genuine.

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MYERS' HORSE and CATTLE SPICE
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We are able to offer the trade an unusually attractive proposition on these goods.

Did it ever occur to you it is the small side lines that pay the big profit, and pay to be looked after?

These are lines that are selling every day, that a full range can be carried of for small outlay, and show a handsome profit.

Our travellers have full particulars. If they don't call on you drop us a line or phone us.

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For any soup requiring zest, Perry's Sauce is always best.

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IN GLASS, IS DELICIOUS

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DOMINION GROCERS' GUILD INQUIRY

Proceedings before the Court at Hamilton, by our special reporter.

The preliminary investigation into the charge of conspiracy in restraint of trade against seven leading members of the Wholesale Grocers' Guild had another inning before Magistrate Jelfs at Hamilton on Thursday and Friday of last week. The two days were occupied by Crown Attorney S. F. Washington, K.C., in reading letters written in 1898 and 1899 by the late W. H. Gillard, then president of the guild, and H. C. Beckett. These were contained in a single 1,000-page letter book, and in conclusion the Crown Attorney read some passages from the annual reports of the guild. The case was then adjourned for a week.

The sessions were not exciting. Sometimes the magistrate would doze, and most of the time some member of the little audience was enjoying a snooze. The Crown Attorney wore his throat out and had to call upon his colleague, John G. Farmer, to continue the reading. The legal talent present for the accused guild members were E. F. B. Johnston, K.C., Edmund Bristol, M.P., Wm. Lees and E. H. Ambrose. The magistrate did not require the presence of the accused, but when the session opened Lieut.-Col. John I. Davidson, T. Kinnear, J. F. Eby and Geo. E. Bristol were present. They soon became tired or disinterested and left the game to the lawyers.

It will be remembered that when the inquiry began a month ago, Mr. Washington stated that the books and documents had only come into his possession and he had not had time to examine them and did not know what they contained. After the four weeks adjournment he resumed with a short address to the magistrate, stating what he proposed to prove against the guild.

Crown Attorney's Promise.

"It was stated here at the former session," he said, "that there never had been a single agreement previous to the equalized rate book. We will show there was. We will also endeavor to show that this guild interfered with other people in purchasing goods; that they entered into cast-iron agreements for purchasing goods and these agreements were strictly enforced. Men who had been purchasing from the manufacturers and refiners were cut off in purchasing their supplies because not what the guild arbitrarily designated 'wholesale grocers.'

"We will show that this organization has spread throughout the Dominion until 90 or 95 per cent. of the wholesale trade are banded together to carry out the objects of the guild, and that they have obtained hard and fast contracts with the sugar refiners, manufacturers of tobacco, salt, jam, pickles, canned goods, wooden ware and a score more, and the object of the price committee formed by this organization is to bring into the same relations all manufacturers."

The Law as it Stands.

It may help to understand these proceedings to give here the clause of the Criminal Code under which the indictment against the members of the guild is laid. It is as follows:

"Everyone is guilty of an indictable offence and liable to a penalty not exceeding four thousand dollars and not less than two hundred dollars, or to two years' imprisonment, or, if a corporation, is liable to a penalty not exceeding ten thousand dollars and not less than one thousand dollars, who conspires, combines, agrees or arranges with any other person or with any railway, steamship, steamboat, or transportation company—

"(a) to unduly limit the facilities for transporting, producing, manufacturing, supplying, storing or dealing in any article or commodity which may be a subject of trade or commerce; or

"(b) to restrain or injure trade or commerce in relation to any such article or commodity; or

"(c) to unduly prevent, limit or lessen the manufacture or production of any such article or commodity, or to unreasonably enhance the price thereof; or

"(d) to unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of any such article or commodity or in the price of insurance upon person or property.

"2. Nothing in this section shall be construed to apply to combinations of workmen or employes for their own reasonable protection as such workmen or employes."

Unreasonably and Unduly.

The clauses affecting this case are (b), (c) and (d). In (c) the words "unduly" and "unreasonably" are used as safeguards in defence of reasonable trade organization, and in clause (d) the word "unduly" is used to the same end. But in clause (b) the prohibition is sweeping, "to restrain or injure trade or commerce," and no qualifying word is used.

One main object of the Grocers' Guild was to direct trade in the well defined channels of wholesaler and retailer. Whether or not that comes within the meaning of the word "restrain" is for the court to decide. As to prices, the question is, were they "unreasonably" enhanced?

To return to Mr. Washington, he produced the guild letter book of '98 and '99 and said he would inform the court of "the aims and objects of the guild in its infancy."

A Technicality.

"You have not shown that these gentlemen had any knowledge of these letters," objected Mr. Johnston. "You cannot read letters without showing that the defendants are connected with them. It is true that in matters of conspiracy very wide latitude is allowed, but you must not prejudice the case against these men. Many of these letters were written by a man dead some years. Your worship knows there can be no agency in alleged crime. Take even a civil case, evidence of this kind would not be admissible for a moment. Those letters were written without our cognizance or permission. My learned friend's case is not ripe for the letters if at any stage they should be admissible. These men are not charged as a corporate body or as members of a corporate body; they are charged as individuals."

Mr. Washington—"My learned friend doesn't seem quite as anxious as he was a month ago to facilitate the investigation."

Mr. Johnston—"Oh, yes, I am. Don't misunderstand me."

"Most of these letters were written by the late Mr. Gillard, for a while president of the guild," said Mr. Washington. "Anything that any of these men says or writes is evidence of conspiracy. It was held in the plumbers' case in Toronto that what any of the members said or did was evidence and so admitted."

The magistrate—"I will admit the letters and leave the higher court to sift the objection."

Before the Law was Changed.

When Mr. Washington had got through about 100 pages, Mr. Johnston objected to the letters on the further ground that they were all written prior to the amendment of the Criminal Code in 1901, the last date in the book being, in fact, May, 1899.

"Under no circumstances can these letters be evidence against the defendants," said he. "They were written in 1898 and 1899 when the law was very different, in fact was the converse to what it is to-day. The Criminal Code Amendment Act was passed in 1901. What took place before 1901 has no bearing on this case. There is no law in existence to-day of which these matters could be a contravention. Acts that under the then condition of the law were innocent are not applicable now."

"But if they kept on after the law was changed," suggested the magistrate. "Let the higher court decide. I might be throwing out the only means of getting the required evidence."

The Guild Letters.

The letters dealt wholly with the efforts of the guild officers in 1898 and 1899 to establish its regulations and the equalized rates book for sugar. That book was evolved by H. C. Beckett in the Summer of 1898, and the system came into operation in October. Sugar and tobacco were the only articles touched upon in the letters. In all four or five hundred letters were read. The various difficulties that beset the guild officers and their method of dealing with them are illustrated in the letters and extracts here given.

The Kingston Difficulty.

On January 14, 1898, W. H. Gillard, then president of the Dominion Guild, wrote to T. M. Cutler, secretary of the Acadia Sugar Refining Co.:

"Messrs. Geo. Robertson & Son, of Kingston, having refused to join with us in the sugar agreement, a deputation composed of Messrs. Blain and Ince of Toronto, Mr. Hughes, Montreal, and Mr. Macpherson, Hamilton, and myself visited Kingston on Wednesday last but unfortunately found Mr. Robertson away, although he had been notified that we were coming. However, we inquired very carefully into the cause of his refusal and learned that he had no faith in some of his neighbors keeping any agreement they might enter into. That was his experience of the old agreement and he says he does not want to be caught again. He believes, however, in the principle of having an agreement and would join if we could get your help and that of the other refiners in striking off at least two retailers in Kingston, viz., Rigney & Hickey and A. McLean. Mr. Robertson complains also of Carsel & McRae, but I think possibly we could get Mr. Robertson into the agreement if the two retail firms just mentioned were taken off the list of direct buyers.

"I find that Rigney & Hickey are buying or have bought from the Canada Refinery and when I saw Mr. Watson in Montreal on Thursday he said he would take this firm off their list of customers and if your firm would do the same with McLean I think possibly we could get Geo. Robertson & Son to come in. We have not made this proposition to Mr. Robertson, but from what his manager said I am in hopes that this will satisfy Mr. Robertson.

"If, therefore, you would be kind enough to give this your consideration and let me have your reply as soon as possible I shall be very much obliged.

"Of course if Mr. Robertson will not come in even should these two firms be struck off, they can remain on the list of the refiners as at present if you so wish.

"All the other merchants in the provinces of Quebec and Ontario, that is from Montreal west, have signed the agreement and are extremely anxious to get Kingston in, as otherwise it might upset the whole agreement. In fact, some of the Montreal wholesale merchants say they are not coming into any arrangement unless Kingston comes in.

"Kindly help us all you can in this matter, as it is certainly in the interests of the refiners as well as the wholesale trade."

Canadian Grocer Told Too Much.

The Canadian Grocer's activity in keeping the retail trade informed of what was going on was a source of considerable uneasiness to the guild officers. President Gillard on January 28 wrote to Hugh Blain, Toronto, as follows :

"I presume you have read the article in The Canadian Grocer, page 15, of this week, headed 'Proposed Sugar Agreement.' I am really surprised at the lack of judgment on the part of the editor of this paper in writing such articles. He must or ought to know that articles of this kind are most damaging to the wholesale trade by unsettling the minds of the retailers and creating a lot of unnecessary friction in the trade.

"It has been our policy always to keep matters pertaining to our guild as private as possible and there is no reason whatever why everything that is done by them should be advertised and made known to the retailer.

"As you know, everything is being done to have this sugar agreement settled and not a day has been lost on my part to get the thing into shape. I am in hope now in a few days of getting the refiners to help us in our Kingston trouble.

"I received your letter some time ago agreeing with me that the editor of The Grocer should consult a committee in Toronto before giving quotations or putting articles pertaining to our guild in The Grocer.

"I hope you will take some action at once in this matter so that we may be relieved from such unpleasant articles in the future.

"Wholesale houses in Canada so far as I know have been doing their best to introduce The Canadian Grocer into the hands of the retailer, but if they are going to disregard the patronage of the wholesale trade, as they appear to be doing, of course the good feeling that has existed in their interest heretofore will naturally be lessened and they will suffer in the end."

Everything Leaked Out.

Another letter on the same subject was written July 12 by H. C. Beckett, Hamilton, to Col. John I. Davidson, Toronto. It ran :

"It has occurred to me (I have not mentioned it to anyone but yourself) that in view of the many objectionable items that have appeared in The Canadian Grocer from time to time touching upon our arrangements, which are strictly the business of the wholesale grocer and not for the retailer, possibly in the next issue of The Grocer we may see some explanation of our present arrangement that will not do any good so far as the retail trade are concerned, but may have the effect of creating the impression amongst the retail trade that the Wholesale Grocers' Guild are working together in the nature of a combine on the sugar arrangement.

"I mention this for the reason that nearly everything we do seems to leak out and get into the hands of The Canadian Grocer. I thought, therefore, that if some of the Toronto trade would wait upon the Toronto editor of The Grocer and prevent if possible the publication of anything that might injure our cause, now is the time to do it, for if anything is said it will likely be in the next issue which is published Friday. It is a mystery where they get all the information they secure. There seems to be a leak some place, but knowing their methods, to publish everything they can get hold of whether it benefits the wholesale trade or not, I would venture the suggestion that the matter is worthy the attention of the Toronto trade."

Not Taking Chances.

President Gillard wrote to T. Kenny & Co., Sarnia, Feb. 10 :

"I have received your favor of yesterday with sample of dark sugar which, upon examination, appears to me to be 'raw.' If I am correct in this there is nothing in the sugar agreement preventing you selling it at any price you like.

"At a meeting of the trade here this evening, at which I submitted the sample, they were all of the same opinion—that it is 'raw.' Of course if it is refined, and you know it to be so, you cannot sell it under the price of the lowest Canadian yellow, viz., 3 11-16c. One or two of the London houses have some imported refined yellow about as dark as yours, which they have agreed not to sell under 3 11-16c.

"If your reply should not agree with my ideas as to its being 'raw' sugar, I will again submit the sample to the Toronto, Hamilton and London trade, but I fear that no concession can be made, as one or two of the London merchants have some very dark colored refined. I have not seen their sugar, but am told by a gentleman who did that they are about as dark as yours. In order to preserve the sugar agreement in its entirety, and without risking any friction, you must not sell your lot at a lower price in the meantime at any rate."

Sugar Held Sway.

On April 5 Mr. Gillard wrote to Lieut.-Col. Davidson, stating that F. W. Humphrey had made an allowance of 10c. a hundred, instead of 4c., for freight to Fergusonvale. He added :

"Then, of course, you will remember the discount that Humphrey is giving on tobacco, viz., 3 per cent. Of course we have no absolute control over tobacco discount, but if Mr. Humphrey is to enjoy the privileges of the sugar agreement he must comply with all the regulations of the trade, or it will be our duty, I think, to see that his supplies direct from the sugar refiners are cut off."

Rebate System.

Mr. Gillard wrote on May 9 to Theo. Labatt, vice-president of the St. Lawrence Refining Co.:

"I feel that the trade have your full support in their endeavor to maintain their sugar agreement, which I am pleased to tell you is, so far, working admirably in the west, with a very few exceptions. I have, however, some fears that unless the rebate system is shortly put in operation our Montreal friends will become impatient and may invade our territory at cut figures, and I am therefore waiting anxiously to hear that you are prepared to complete the proposed agreement on this basis."

Foreign Competition.

Mr. Gillard wrote to T. H. Macpherson, M.P., on May 17, 1898 :

"I learned to-day that T. B. Greening & Co., of this city, have decided to go into the sugar business and have already given an order for a lot of foreign granulated. As they are outside of our sugar agreement their idea, no doubt, is to use this article as a lever to sell their teas, which will, as you can see, be a very dangerous competition, and which we must at once take steps to counteract, for if we allow them to get a foothold with the trade others will follow, and all our efforts to secure a legitimate margin on this article will be lost and the trade will again have to fall back into the Slough of Despond from which they have been so desperately struggling to escape, unless the Government come to their aid with a larger share of protection to our manufacturers against bounty-fed sugars. I do hope, therefore, that you, knowing the situation, will use your full power and influence with the Ministers

to assist the trade against this ruinous foreign competition.

"In appealing to the Government through you for their serious consideration of the question, I voice the sentiments of the whole grocery trade of Canada, both wholesale and retail, neither of whom seek nor expect to make a profit on this great staple more than sufficient to cover the risk of handling and distribution, but they do most earnestly hope that something can be done to cure the great evil of selling at cost, or even at a loss."

Just a Slip.

Homer nods and even Gillard & Co. broke the rules, as the following letter of June 25, from Mr. Beckett to Geo. E. Bristol, evidently in reply to a complaint, shows :

"We had been giving 10 days extra on carload lots of sugar and thought we had a right to, but turned up the last sugar agreement (Oct. 11, 1897) and it distinctly states that the terms are thirty days or 1 per cent. off in ten days from date of shipment, and 7 days extra time may be allowed on shipments from the Acadia Refinery. (This is clause 11)."

Retailers on the List.

H. C. Beckett, on July 2, 1898, wrote as follows to Galbraith, Walmsley & Co., Belleville :

"The majority of the wholesale grocers are members of the Wholesale Grocers' Guild and, like yourselves, are all anxious to make a profit on sugar. They object to large retailers being sold to direct by the refiners, and these are matters that will be discussed in Montreal. The present sugar arrangement is difficult to work out, I understand, and some different method will have to be adopted so that it will be clear to every wholesale house.

"I cannot post you better on the present arrangement than by sending you copies of all circulars that have been sent to members of the Wholesale Grocers' Guild. The secretary of the Dominion Guild being in Toronto, I am not certain whether your firm are members of the guild or not. Although having a list of the direct buyers from the refiners, I hesitate sending out lists to those not members of the guild for fear that I might in error supply some retailer who is a direct buyer with the refiners' terms of sale to strictly wholesale houses. The wholesale trade object to refiners selling direct to merchants who are not strictly wholesale, and this matter will be discussed at the meeting in Montreal."

In the Olden Time.

Light on the former sugar situation is thrown by the following extract from a letter by Mr. Beckett on August 10 to W. G. Craig, Kingston :

"I may say that the present system of selling sugar is not satisfactory to the trade, and that at a recent guild meeting in Montreal a resolution was passed to direct the attention of the refiners to the same. Beg to say that the matter is now in the hands of a committee and there is an excellent prospect of the sugar business being placed on a basis that will at least cover the cost of handling the goods."

Negotiating With Refiners.

Mr. Beckett on Aug. 24th wrote to Gilmour & Co., Brockville, as follows :

"The guild is now trying to arrange with the various manufacturers whose goods are not listed at any retail price to get them to fix a retail price for their goods and leave a sufficient margin between the retail and wholesale prices to make it profitable to handle the article. The members of the guild have heretofore agreed upon prices themselves, but the jobbers not all being members of the guild it was sometimes difficult to avoid friction. If, however, the manufacturers took this matter up and fixed the retail prices and refused to sell to any jobber who sells at less than manufacturers' prices we will be able to handle all staples at a fair margin of profit. These are questions that are under consideration and being worked on.

"The sugar question is also in the hands of a committee, and this committee is working out a system that will make it profitable to handle sugar or at least leave a sufficient margin to pay for the cost of handling the goods, which they do not get at present."

Making up the Rate Book.

Sometimes the guild felt the pinch of poverty. On Sept. 1 Mr. Beckett mentioned the matter to Col. Davidson and threw an interesting sidelight on the preparation of the equalized rate book. He said :

"Beg to advise that I am in receipt of a letter from Mrs. A. C. Gray (acting for Secretary Wills) to the effect that the guild funds have run out and that it will be necessary to make an assessment on the membership. I think, however, that it would be just as well to let the matter stand until Mr. Gillard gets home and until the wholesale houses have seen the necessity of chipping in to defray the expenses of the guild business. Undoubtedly the new plan on sugar will put thousands of dollars into the pockets of the wholesale houses, and they can well afford to meet any calls that may be made upon them.

"I have had the services of two of the Grand Trunk clerks for a month, working every night at the freight rates, and have kept them at it pretty hard to eleven and twelve o'clock every night, commencing at half past seven or eight, and I agreed to give them $50. I don't think that the guild will object to this because, without their assistance, I could not have done the work, as the freight tariffs that have had to be gone through are fully a foot and a half thick, which will give you an idea of the work."

All Profit as Rebate.

Mr. Beckett wrote W. W. Watson, of the Canada Sugar Refining Co.:

"I feel that it will strengthen the system considerably if all the profit made by the wholesale houses is given in the shape of a rebate. It would prevent any outsiders buying from the refiners getting 6c. per 100 lbs. off and sacrificing his 2½ per cent. rebate and still being in a position to sell at a little less than merchants working on the equalized rates system, because, as I explained to you before, on less than carload lots it gives a margin of 11c. per 100 lbs. to work on, whereas if the 6c. per 100 lbs. and 2½ per cent. rebate were all given in the shape of a rebate it would prevent the possibility of any outsider buying sugar from refiners and defeating the objects of the system.

"This is an important matter, and it seems strange to me that the Montreal trade should desire to leave a point like this open, and afterwards go to the refiners and ask them to adopt a plan if it was discovered that competition of outsiders made it necessary to give the 2½ per cent. rebate and 6c. per 100 lbs. all as a rebate. I think it would be far better to adopt the plan of giving the 6c. per 100 lbs. and 2½ per cent. all in the shape of a rebate, because then there would be no inducements held out to outsiders to try and break up the system.

"In working out a plan like this it is necessary to give it every fair chance possible and not set obstacles in the way of its success, and I think if an outside wholesaler can buy from the refiners and, getting the sugar at 6c. per 100 lbs. less in 250 barrel lots, with the intention of losing his discount and coming in competition with wholesale houses who are working on the system, it would be better to provide against such a contingency at the commencement of the sustem rather than adopt it a little later on."

Various Firms.

Writing to Col. John I. Davidson, of Toronto, on Oct. 1, Mr. Beckett said :

"With regard to Wallbridge & Clark of Belleville, Mr. Watson (of the Canadian Refining Co.) explained that this firm were their oldest customers and that they were retail and did no jobbing trade, but if they did Mr. Watson said he would write and explain the new system to them and state that they must not in future sell any goods to the retail trade (if they did a small jobbing trade) except on the basis of the equalized rates system, and Mr. Watson promised to look after this firm and give them full particulars and keep them posted. He said that he would take this firm under his own care.

"With regard to M. Carton, of Peterboro, it was admitted in Montreal that this man was strictly wholesale, and none of the delegates made any objection to the refiners selling him. He buys from the St. Lawrence, Acadia and Canada, and the refiners explained that any house doing a strictly wholesale business they could not refuse to sell that house.

"Messrs. Beattie & Co., St. Mary's : No objection in any shape whatever was made by the delegates to the refiners selling this firm, although it is known that these people have a retail dry goods and retail grocery establishment and a wholesale grocery establishment. They have, however, always observed the terms and have not made any trouble in regard to the terms, except that under the old system it was difficult to make any profit on sugar in St. Mary's, but under the new system it will not make any difference.

"With regard to Telfer & Long, that was finally discussed and settled with the refiners when in Montreal.

"The refiners expressed a willingness and were quite anxious to satisfy the trade in every way possible, all cutting off all the firms they could ; but there were such firms as these mentioned that they said it would not be possible to

cut off. If they could have cut them off without creating any friction or without providing material with which to break up the equalized rates system they would have been glad to do so, but it was felt that in view of the houses to which your resolution referred being direct buyers for such a length of time it would be a mistake to antagonize them just at a time when we wanted the system to work perfectly."

A Case for Refiners.

Mr. Beckett on Oct. 11 wrote to T. M. Cutler, of the Acadia Sugar Refining Co.:

"We are having a little trouble with Mr. Lumbers. Mr. Lumbers, as you know, has always set out to run his own show, irrespective of the consequences to himself and the rest of the trade in general. He wrote to Mr. Gillard stating that he would not comply with the terms owing to his doing his business by circular and wanting to quote f.o.b. Toronto for his sugar. He could easily figure out the delivered price and put it on the circulars which he sends to his customers, but he wants to avoid this little extra work. If 99 per cent. of the trade can carry out the arrangement, the only way we can do with Mr. Lumbers is to get the refiners to inform him that unless he carries out the arrangement he cannot get any Canadian sugar, and as he can't get along without Canadian sugar he would soon be brought into line. Mr. Lumbers will have to be a case for the refiners to deal with. He is not a member of the guild. He will not pay a cent towards the expenses incurred in getting up the new system which has cost the trade over $2,000; in fact he is always ready to make trouble. I have no doubt, however, that if the refiners refuse to sell him unless he agrees to the terms as laid down in the equalized rates book, and approved by the refiners, he will soon realize that he cannot do just as he likes in a matter of this kind. However the trade all feel that the refiners are with them in making the new plan a complete success, and I have no doubt that when the rough edges are worn off the new system and it gets working smoothly in the course of two or three weeks there will be no further trouble. In the meantime if you get any orders from Mr. Lumbers the information which has been supplied to you will put you on your guard as regards selling him unless he gives his assurance that the rules and regulations will be adhered to by him."

Must Expect Difficulties.

The sequal to that is contained in a letter of Oct. 17 by Mr. Gillard to Gilmour & Co.:

"I am pleased to say that so far as I can learn the plan is working successfully everywhere. Of course there are one or two kickers. Mr. Lumbers refused at first, but after he had been approached by the refiners he has seen that it is absolutely necessary to come in with us if he expects to make anything on sugar. The refiners are giving this matter their hearty support and, while we must expect some slight misunderstanding for the first two or three weeks on account of a great many houses who have not attended the meetings being unfamiliar with the system, it is only a question of a short time before everything will be working like clock-work."

Collecting the Cost.

Here is a sample of collecting for the cost of the equalized rates book and with it an explanation of the system. It is a letter from Mr. Gillard to M. Carton, Peterboro. After referring to the former unsatisfactory condition of the sugar business, he continues:

"The present system of selling sugar is the outcome of very lengthy discussions and negotiations with the refiners, which negotiations have been going on for some months. Deputation after deputation of wholesale grocers have waited upon the refiners to discuss this important subject, and a very large sum of money has been expended in completing the present system. An assessment of $100 has been made on most of the wholesalers and they have cheerfully complied.

How it Worked.

"At the request of the trade the refiners have endorsed the present system of selling sugar and the trade have agreed not to handle foreign refined goods. When the refiners now sell to a wholesale grocer, as you know, they allow a rebate of 3c. per 100 lbs. in carload lots and a rebate of 6c. per 100 lbs. in 250 barrel lots. To all wholesale grocers who have not deviated in any way from the rules as laid down in the equalized rates book, and who have not sold sugar at less than the prices and terms as mentioned in the equalized rates book, and who have not bought and sold foreign refined sugar, the refiners will give a special rebate of 2½ per cent. This rebate, however, will not be given to any wholesaler who does not carry out these terms. The refiners only allow it to the wholesale houses that have observed the rules and that have not broken the prices. If any wholesale house breaks it it is not entitled to the rebate. After three months have expired the refiners will, upon receipt of a declaration from you send a check for 2½ per cent. of the amount of your purchase for the first month. At the end of the fourth month the refiners will allow you a rebate of 2½ per cent. for your second month's purchases, and so on, always keeping back two months. Understand that the refiners when selling you sugars do not agree to allow you a 2½ per cent. They say nothing about the 2½ per cent. on their invoice, and they will only give this special rebate under certain conditions and to houses who are prepared to carry out the terms of the new system.

Refiners Helped Collections.

"The refiners in endorsing the present system were aware of the fact that some jobbers were not members of the Wholesale Grocers' Guild, but it was their opinion that all jobbers who buy direct from refiners should contribute to the expenses of completing the present system. All jobbers, therefore, who will enjoy the special rebate are expected not only to observe the rules but are expected to pay their share of the expenses. If you are to be placed in the same position as the larger wholesale houses as regards buying you must have the books. It has cost over $2,000 to prepare this work and print the books, and the small amount that you have been called upon to contribute is a mere bagatelle as compared with the advantages and extra profit you will make. Compare your profit under the new system with your profit formerly. You will make on all your sales in Peterboro a profit of about 21c. per 100 lbs. on all sugar. Formerly you did well to make ½c., and the sugar competition was getting so bad that it would soon have had to be sold at cost.

"The refiners realized that it was necessary to do something. They had to contend with the competition of foreign goods and desired the wholesale grocers to give the preference to Canadian refined. The wholesale grocers agreed not to handle foreign refined if the refiners would adopt some plan by which the wholesale grocers could make a small profit. The refiners appreciated the fact that if they expected the sugar trade to be in a healthy condition it was necessary for the wholesale trade to make a little profit."

The Kingston Trouble.

Robertson & Sons, of Kingston, were a great trouble to the guild in 1898 and 1899. Here is part of a letter written Nov. 5, 1898, by Mr. Beckett to Craig & Co., Kingston:

"So far as Robertson is concerned, if the refiners are going to supply him with sugar and give him 6c. per 100 lbs. off and deliver to him at the special rate of 12c. in carload lots, it will give Robertson an opportunity of cutting under the rates at which we are all selling: but I do not think the refiners will give Robertson this 6c. per 100 lbs. and deliver to him at the 12c. rate. He has got to be firmly dealt with, and I feel certain that the refiners will not let Robertson be the means of breaking up a system which, when working properly, will be a great assistance to the trade."

All on a Level.

A wholesaler must needs charge a near-by customer cartage. Mr. Gillard wrote, Nov. 12, to Randall & Roos, Berlin, as follows:

"In Waterloo I understand that you deliver sugar to your customers' stores. The sugar arrangement does not permit of this unless you charge the buyers in Waterloo cartage equal to the cost of getting the sugar from the station to the customers' stores in Waterloo. You can readily understand that you would have an advantage over the outside houses by so doing, and it is not the intention of the sugar arrangement that any one should have an advantage. The only way you can do is to charge cartage of five cents per barrel when delivering sugar to customers' stores in Waterloo."

Getting In.

Mr. Gillard wrote to Fenwick, Hendry & Co., Kingston, Nov. 17:

"I received a letter to-day from Mr. McLean, applying for membership to the guild, and inclosing a letter from you recommending him. He cannot be admitted as a member of the guild unless he is strictly a wholesale merchant and has the consent of all the wholesale grocers in Kingston with the exception of Geo. Robertson & Son."

Authors of Trouble.

Mr. Gillard wrote to W. G. Craig, Kingston, Nov. 26:

"As the Montreal and western guilds are working in perfect harmony on the questions of sugar and tobacco, the

whole object of the meeting was the discussion of the Kingston difficulty and what action should be taken to meet the opposition of Geo. Robertson & Son, who are alone to blame for the entire trouble.

"The first article considered at the meeting was tobacco, and after an exhaustive discussion the unanimous opinion was that, although Mr. Macdonald has firmly refused to do anything to assist the trade in their efforts to establish uniform prices, one more effort should be made. Failing that there is no other way but to meet Geo. Robertson & Son on their own terms on the territory covered by them, which no doubt can be easily defined. The Toronto trade agrees to observe such an arrangement, and I think I can get Montreal to do the same.

"To throw the whole country open to these cut prices would do Kingston and Ottawa no good and would so demoralize the trade in these articles that there would be very little chance of getting it back again to its present shape even should we succeed in bringing Robertson to his senses by the plan proposed, which must be our united constant aim to do.

"With regard to sugars, it is felt that we can certainly make Robertson sorry for the position he has taken by so arranging freights that he will have to sell Canadian sugars at absolute cost or less, which he will hardly feel like doing very long, and will be anxious to get back into the fold. The refiners, I understand, have not given up hope of bringing him into line again."

Cut off the List.

The following letter was written by Mr. Gillard to Mr. Watson, of the Canada Refining Co., Nov. 20.:

"Having regard to A. Beattie & Co., St. Mary's: A strong objection was being raised by a large retail house in Stratford, by name of the Barnsdale Trading Company, who were doing business in competition with Beattie & Company in the town of Stratford. Beattie & Company have one or more retail stores in Stratford, and the Barnsdale Trading Company complained very bitterly to the wholesale house of Geo. Wall & Sons, of Brantford, with whom they were doing business, about the refiners selling to Beattie & Company and refusing to sell to the Barnsdale Trading Company, they being retailers.

"Messrs. G. Wall & Son, of Brantford, wrote to the St. Lawrence Refinery Company giving their views on the matter and, as I understand it, asked the St. Lawrence people if it would be possible to stop selling to Beattie & Company, as they were not wholesale, and in fact were the only retail firm on the list of direct buyers from the refiners. It was pointed out to the St. Lawrence Refinery Company as I understand it, that Barnsdale Trading Company were entitled to any privileges that the refiners extended to Beattie & Company and I was informed by Mr. Lambe, the representative of the St. Lawrence Sugar Refinery Company that they had decided to discontinue selling to Beattie & Company.

Refused to Pay.

"I do not think that this action would have been taken so promptly had it not been for the fact that Beattie & Company refused to have anything to do with subscribing to the funds necessary to carry out the equalized rates system. They claimed that it was entirely a guild matter, and they not being members of the guild refused to subscribe. They were asked by the St. Lawrence people, I believe, once or twice to pay up but they refused to do so and the complaint of Geo. Watt & Sons coming right at a time when they had refused to pay the call, and in view of the fact that a good excuse was necessary to get them off on account of their being retailers, I understand the St. Lawrence people decided to discontinue selling them.

"Now that Beattie & Company are not direct buyers, the refiners, as I understand it, will only quote them according to the equalized rates book.

"As the wholesale trade understand it the refiners will not quote carload lots or over to the retail trade or to any outside buyer at less than the rates as called for in the equalized rates book, allowing the rebate of 5c. per 100 lbs. for carloads.

Keeping Silent.

"I received a letter from W. G. Craig & Co., of Kingston, stating that the policy they are adopting with Geo. Robertson & Sons is to keep silence regarding sugar, and that this way of dealing with the matter they have good reason to believe has caused Robertson to be somewhat surprised. It is not what he expected, and Geo. Robertson & Sons are realizing that they are not such tremendous factors in the sugar deal as they thought they were.

"Messrs Craig & Co. state they are inclined to think that the policy should be continued for the present by all concerned. They state that Geo. Robertson & Sons claimed that the sugar arrangement will burst by the first of January. The Kingston trade also think that if the 6c. allowance were held back, along with the 2½ per cent., it would bring Robertson to time 'instanter.'

"At a meeting of the Toronto, Hamilton and London trade, held here last week, a resolution was passed to make the above suggestion to the refiners. The trade all know the reason the refiners have refrained from doing this, but if the refiners could see their way clear to keep this 6c. back then there would be no trouble in bringing Robertson into line."

Not All Their Own Way.

Mr. Beckett to Craig & Co., Kingston:

"I am pleased to see that Geo. Robertson & Sons are not having things all their own way, as they expected they would. The suggestion was made to the refiners by Mr. Gillard to hold back the 6c., and while they are not doing this at present they have taken another method, I think, which is equally successful, and which I will explain to you when I have the pleasure of visiting Kingston as early next week as possible."

Keep Them Guessing.

Mr. Beckett to Craig & Co.:

"The new equalized rates book covering the Winter rates have been distributed to the trade to-day, and all the Kingston houses have been advised except Messrs. Geo. Robertson & Sons. Geo. Robertson & Sons, of course, know nothing about the new issue and your policy to preserve silence is undoubtedly a very good one. It will keep them guessing to know just what the rest of the trade are doing. Under the Winter freight rates Geo. Robertson & Sons will have more difficulty in meeting the quotations of their competitors than they had under the Summer rates and there will be less likelihood of their being able to make capital out of their present position."

The Great Majority.

Mr. Gillard to Charles Chaput, Montreal, Dec. 5:

"I am pleased to inform you that satisfactory assurances have at last been given by Mr. Macdonald that he will use his influence to assist the trade in their efforts to establish uniform prices and terms for his goods.

"With this assurance, backed by the cordial support of the other leading manufacturers, I trust that all difficulties with respect to this article will immediately disappear and that our friends east of Toronto will enjoy the same profit henceforth that we have had here and which the trade for years have persistently held to under many aggravating circumstances. They felt that, notwithstanding the difficulties thrown in their way by the few who had no respect for the regulations of the great majority and their fellow merchants, it is better to suffer a slight diminution in sales than to do the whole tobacco business at cost or less. Had we not stood firm and induced every merchant and tobacconist in Toronto and west to join in the arrangements we could not have presented so favorable a case to Mr. Macdonald, and would consequently never have succeeded in getting his consent to help us."

The Mighty Voice.

Mr. Gillard to W. W. Watson, of the Canada Refinery:

"I have to thank your company for supporting the trade by refusing to place them (Beattie & Co., St. Mary's), on the list of direct buyers on wholesale terms.

* * * * * * * *

"Mr. Beckett left last night for Kingston to meet the merchants there and of Ottawa, to further educate them on the working of the equalized rates book system of sugars, which they don't even yet appear to quite understand. I hope that Robertson will soon realize that he is not so important a factor in the trade as he appears to think he is and that he will yet bow humbly to the mighty voice of the great majority."

The day after Mr. Beckett wrote to Mr. Watson, stating that Robertson & Sons did not like the indifferent attitude of the rest of the trade and was not having success with foreign sugars.

The Tender Mercies.

Mr. Beckett on Dec. 11 wrote to Craig & Co., Kingston:

"Mr. Beckett wrote you yesterday giving all the reasons why I thought it not wise to write to Robertson & Sons regarding tobaccos and sugars. We will have to leave him to the tender mercies of the manufacturers, and which I know

(Concluded on page 34.)

FRUIT INTERESTS CONVENE AT OTTAWA

While Ontario was experiencing the first real snow storm of the year there were making for Ottawa from all parts of Canada representatives of our fruit interests to take part in the conference convened by the Hon. Sydney Fisher, to discuss, and possibly solve, the problems with which the Canadian fruit men are met at the present time.

The minister had every reason to congratulate himself on the response to his invitation. In addition to the staff of the fruit section of the department and no small number of fruit growers, buyers, members of Parliament and the such, there were 19 accredited delegates representing every province of the Dominion. In calling the meeting to order Mr. J. A. Ruddick alluded to his presence at the last Dominion fruit conference sixteen years ago. The present conference would, he said, confine itself to the broader questions of national importance.

Hon. Sydney Fisher Takes the Chair.

The Minister of Agriculture on assuming the chair expressed the belief that this gathering of the leading spirits of the fruit growing and fruit handling interests of Canada would prove of great importance. Their opinions would be received with the greatest consideration both by the Government and by the members of Parliament in general. He considered it a privilege to preside and expected to follow the proceedings closely.

An essentially national gathering, Mr. Fisher characterized the conference. The problems of the separate provinces would be discussed in their several organizations, the questions of wider interest would be dealt with here and in a broad way. The matters for consideration would fall under three heads: (1) Problems of organization for national purposes; (2) problems of fruit transportation of foreign, provincial and interprovincial trade; (3) legislation along the lines of the Fruit Marks Act.

The transportation problem, including cold storage, handling, rapid despatch, would demand their attention.

A difficulty in defining seconds in the grading of apples was admitted by the minister, but a difficulty which he hoped would be overcome.

The Fruit Marks Act had been intended to protect our trade in foreign countries, but it had been found difficult to secure evidence sufficient to ensure conviction. He hoped to secure amendments that would enable him to do this.

Committees Appointed.

The following committees were struck:

Programme—W. H. Bunting, St. Catharines, Ont.; Dr. Wood, St. Johns, Que.; D. S. Manson, Winnipeg, Man.; R. W. Starr, Wolfville, N.S.; Rev. Father Burke, Alberton, P.E.I.; J. H. Metcalfe, Hammond, B.C.; J. C. Gilman, Kingsclear, N.S.

Credentials—Ralph Eaton, Kentville N.S.; Robt. Brodie, Westmount, Que.; Harold Jones, Maitland, Ont.; W. J. Brandrith, Ladner, B.C.; A. E. Dewar, Charlottetown, P.E.I.

Resolutions—Martin Burrell, Grand Forks, B.C.; M. Pettit, Winona, Ont.; G. C. Miller, Middleton, N.S.; J. M. Fisk, Abbotsford, Que.; A. E. Dewar, Charlottetown, P.E.I.

Delegates and Officials Present.

The credentials committee found the following delegates duly accredited:

Ontario—Harold Jones, Maitland; Elmer Lick, Oshawa; F. G. Stewart, Homer; W. H. Bunting, St. Catharines; M. Pettit, Winona; A. E. Sherrington, Walkerton; A. W. Peart, Burlington; W. D. A. Ross, Chatham; P. W. Hodgetts, Department of Agriculture; H. L. Hutt, O.A.C., Guelph.

Nova Scotia—Ralph Eaton, Kentville; G. C. Miller, Middleton; R. W. Starr, Wolfville; S. C. Parker, Berwick; B. W. Chipman, Department of Agriculture; F. C. Sears, A. C., Truro.

Quebec—G. Renaud, La Trappe; Robt. Brodie, Westmount; J. M. Fisk, Abbotsford; R. W. Shepherd, Como; N. E. Jack, Chateauguay Basin; Dr. Wood, St. Johns; Saxby Blair, Macdonald College.

Mr. J. A. Ruddick, who opened the convention.

New Brunswick—J. C. Gilman, Kingsclear; I. W. Stephenson, Sheffield; Thos. Peters, Department of Agriculture, Fredericton.

Prince Edward Island—Rev. A. E. Burke, Alberton; A. E. Dewar, Charlottetown; J. C. Ready, Department of Agriculture, Charlottetown.

Manitoba—David S. Manson, Winnipeg.

Saskatchewan — R. T. Goodfellow, Prince Albert.

Alberta—A. E. Clendennan, R. J. Hamilton.

British Columbia—Jos. A. Grant, Victoria; J. C. Metcalfe, Hammond; W. J. Brandrith, Ladner; Martin Burrell, Grand Forks; R. M. Palmer, Department of Agriculture, Victoria.

There were also present the following members of the departmental fruit staff: Prof. Saunders, Experimental Farms, Ottawa; A. McNeil, Ottawa, chief inspector; Inspectors P. J. Carey, Toronto, A. Gifford, Meaford, J. F. Scriver, Montreal, F. L. Dery, Montreal, E. H. Wartman, Montreal, G. H. Vroom, Middleton, J. J. Philp, Winnipeg, Maxwell Smith, Vancouver; also W. J. Farley, Trenton; L. Woolverton, Grimsby; R. J. Graham, Belleville; E. D. Smith, M.P., Winona; A. S. Chapin, Toronto.

Statistics and Fruit Crop Reports.

This subject was introduced by Mr. A. W. Peart, of Burlington, who moved a resolution asking for more detailed statistics from the provincial governments, and from the Dominion Census Department, in regard to fruits. Mr. Peart had prepared a mass of statistics from which he gave excerpts to the effect, among other things, that Canada had in 1901 over 21,201,239 fruit trees, of which 14,000,000 were in Ontario, 3,000,000 in Quebec, 2,300,000 in Nova Scotia, 360,000 in Prince Edward Island, 567,000 in British Columbia, 63,600 in Manitoba, and 9,405 in the territories. He estimated their capital value at about $73,191,415 and their annual return $10,295,000.

Mr. Gilman, of New Brunswick, was strongly in favor of the resolution. New Brunswick had not the organization existing in Ontario, and felt the need of it.

Mr. Starr, of Nova Scotia, endorsed the resolution and incidentally pointed out that for the last five years his province had exported an average of over 400,000 barrels of apples.

Rev. Father Burke, of Prince Edward Island, agreed in the necessity for fuller statistics and gave an eloquent eulogy of the fruit possibility of his "Garden of the Gulf," as he termed it.

Not to be outdone, Mr. Burrell, of British Columbia, expatiated on the remarkable development of the fruit industry of his province and declared that in 1905 they had increased the number of their trees to 2,500,000 and would this year set out nearly a million more. It was only 12 years since British Columbia shipped her first car of fruit. Last year the C.P.R. carried 4,000 tons freight and 1,000 express. Mr. Burrell clinched his argument in favor of his province by instancing the gold and silver medals won this past year in England.

Manitoba was represented by Mr. Manson, a distributor, not a grower. He declared that the west wanted the best and could handle all quantities of it if the quality was right.

Lively Afternoon.

The afternoon session developed a marked difference of opinion between

the Ontario delegates on one hand and the British Columbia men on the other, over a proposition to create a new legal grading of apples to be known as "Fancy," and the Minister of Agriculture displayed his usual acumen by postponing the decisive vote to a later session of the conference.

Statistics Resolution Again Discussed.

While the report of the resolution committee was being waited for the question of fuller fruit statistics was resumed from the morning session and very general interest was manifested. Ontario wanted a differentiation made in reports for peaches, pears and plums. British Columbia wanted cherries included. A valuable suggestion was at this point made to the purpose that about blossoming time and again just before the apples were ripe, the Government inspectors should make a general survey and report on the crop prospects.

This was supplemented by the further request that our representatives abroad secure similar information as to the prospective crops in the countries in which they were stationed.

Consignment or Auction Sales—Which?

Just here a lively tilt occurred on the policy of sending apples abroad on consignment. Mr. Graham made a vigorous attack on the auction system of selling apples. He urged that with fixed standards apples should be sold on an f.o.b. basis the same as wheat. He had avoided the auction room for some years and knew trade could be done on the other plan. In a market like Liverpool with 30,000 barrels arriving one week and 90,000 the next, demoralization was inevitable. If on the other hand dealers brought on just what was required for their weekly needs the market would be steadier and the prices more profitable.

Mr. Chaplin, of Toronto, representing the auction interests, was loudly called for and in a few words declared that we could never expect the Old Country dealers to buy our apples on a f.o.b. basis till our Fruit Marks Act was amended. On a rising market such as this year the trouble was not so acute. But usually the producers made their XXX apples sell their XX grade. They would not sell their first quality alone. When we had an act by which we knew where the culls were a f.o.b. basis might be considered, and not before.

The Fruit Marks Resolution.

By this time the resolution committee was ready to report on the Fruit Marks resolution, Mr. Burrell moving the report as follows :

"Resolved, that the delegates to the Dominion Fruit Growers' Conference recommend that the Fruit Marks Act be amended in the following manner :

"1. That the words 'in letters not less than half an inch in length' be inserted in section 4 after the word 'manner.'

"2. That section c be struck out and the following be substituted :

" 'With a designation of the grade of fruit, which shall include one of the following four marks : Fancy, No. 1, No. 2, No. 3.'

"3. That section 6 be amended as follows :

" 'No person shall sell, or offer, expose, or have in his possession for sale any fruit packed in a closed package, upon which package is marked any designation which represents such fruit as of "fancy" quality, unless such fruit consist of well grown specimens of one variety, sound, of uniform size and of good color for the variety, and of normal shape.'

"4. That a sub-section A shall be added to section 6 as follows :

" 'No person shall sell, or offer, or have in his possession for sale, any fruit packed in a closed package upon which package is marked any designation which represents such fruit as of No. 1 quality, unless such fruit consist of well grown specimens of one variety, sound, of not less than medium size and of good color for the variety, of normal shape, and not less than ninety per cent. free from scab, worm-holes, bruises and other defects, and properly packed.'

"5. That a sub-section B be added to section 6, as follows :

" 'No person shall sell, or offer, or have in his possession for sale, any fruit packed in a closed package upon which package is marked any designation which represents such fruit as of No. 2 quality, unless such fruit consist of specimens of medium size for the variety, free from worm-holes except at the blossom end, and free from such other defects as cause material waste, and properly packed.' "

A Lively Discussion.

Clause 1 passed with no objection. Clauses 2 and 3 were the rocks on which the conference split and in the end left over.

These clauses abolished the old XXX, XX marks that were optional. It seems that ingenious and not overly honest retailers had a habit of improving the quality of their apples by adding an X or so to the grade placed on the barrel by the packer. It was further argued and admitted that the Americans had worked the XXX mark into disrepute. It was agreed to use No. 1, No. 2 and No. 3 instead.

The proposition to make a No. 1 Fancy that should admit of nothing but absolutely perfect specimens was made by British Columbia, acquiesced in by Nova Scotia and opposed by Ontario. The Ontario men claimed it was impossible to always prevent a few imperfect apples getting in even with the best of graders.

The British Columbians were mildly facetious in regard to the quality of Ontario apples and the Ontario men hit back with deprecating allusions to the flavor of the Pacific coast fruit.

One thing was certain, there is no doubt in the Ontario mind that this province is the garden of Canada and a second Eden. The British Columbian, the Nova Scotian, the Quebecer, and the Prince Edward Island man is just as morally certain of the superiority of his province as a fruit district.

What does it matter, so long as they are all happy ?

A Solution Offered.

A solution to the whole question of grading was offered in co-operative packing, and the suggestion was received respectfully.

Finally the minister proposed to define the grades strictly with a general clause allowing a slight deviation in enforcing the act as is the case with the Seeds Act. With this suggestion the matter was left open to be resumed later, an amendment in the meantime having been offered to clause 3 as follows :

"No person shall sell, offer, expose or have in his possession for sale any fruit packed in a closed package upon which package is marked any designation which represents such fruit as of fancy quality unless such fruit consist of well grown specimens of one variety, sound, of uniformly large size and good color for the variety, of normal shape, and not less than 95 per cent. free from scab, worm-holes, bruises and other defects, and properly packed, and that this grade of fruit shall be packed exclusively in boxes."

His Excellency the Governor-General having learned of the conference expressed through Mr. Fisher his intention of being present on Wednesday and listening to the discussion.

Adulteration of Food Products

Mr. McGill, of the Inland Revenue Department, was deputed to read a paper on this important subject and the Hon. Mr. Templeman was there to hear.

Mr. McGill gave a resume of the development of the adulteration evil. Pure food laws were not necessary to our forefathers because up to recently food was largely home produced and home prepared. At the same time the chief adulterants, glucose, cotton seed oil, analine dyes and preservatives had but in the last few decades been discovered. The sophistication of foods, declared the speaker, had been made possible only this last half century.

The situation demanded the attention of the physician and the lawmaker. It was dangerous to tamper with the human system, and a man had a right to know what he was eating. The names of the great food staples were the product of generations and were well known. We had a right that articles sold should be true to their name. Such adulterants as glucose and cotton seed oil were harmless but should not be palmed off on us as sugar, olive oil or butter. They had a value but should be sold for what they were.

Glucose was used on account of its cheapness. There was no other logical reason.

Preservatives were unnecessary and he believed harmful. Sugar and cooking would preserve any wholesome fruit.

Dyes were another objectionable ingredient and were used generally to hide inferior quality or the introduction of light colored pulps as adulterants.

As an object lesson samples of wool were shown that had been colored from dyes found in jams and catsups.

On being interrogated the Hon. Mr. Templeman declared himself in favor of enforcing the law to ensure that food stuffs are sold for what they are.

Mr. E. D. Smith pointed to England as an instance to prove that if the people were assured that their jams were pure, great quantities of fruit would be used in this form.

This closed the afternoon session.

In the evening the Hon. Sydney Fisher, Sir Frederick Borden and Dr. Jas. W. Robertson addressed the delegates in the normal school.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Bode's Gum Co., Montreal.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
McClure & Langley, Toronto.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Nelson, H. W. & Co., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk and Canning Co Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Cupon Co., Indianapolis, Ind.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McLean, J. A., Produce Co., Toronto.
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Bowman, John, & Son, Rossport, Ont.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
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Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Salter & Stokes, London, Eng.
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Sowerbutts, A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
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Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
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Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Millman W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
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Turner, James, & Co., Hamilton.
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Warren Bros. & Co., Toronto.
White & Co., Toronto.

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Grain, Flours and Cereals.
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Egg-O-See, Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co, Goderich.
McFall A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Stevens, F. B, & Co., Chatham, Ont.
Sutcliffe-Muir Milling Co., Moosomin.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
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Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
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Goodwillie's—Rose & Laflamme, Montreal
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Upton, Thos., & Co., Hamilton.

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Sleeman, Geo., Guelph, Ont.

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Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McLauchlan, Joseph K., Owen Sound.
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Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
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Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

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Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

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Holbrook & Co., London, Eng.
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Ozo Mfg. Co., Montreal.
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Polishes—Stove.
James' Dome, W. G. A. Lambe & Co., Toronto.
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Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Dominion Salt Agency, London, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
Duncan Co., Montreal.
St. Croix Soap Co., St. Stephen, N.B.

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Church & Dwight, Montreal.

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American Pure Food Co., Montreal.
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Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

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NEW ADVERTISEMENTS.

American Pure Food Co., Montreal.
Carrier, P. W., Quebec.
Montreal Packing Co., Montreal.
Peace, E. H., Vancouver, B.C.
Robertson, Geo. & Son, Kingston.
Taylor & Pringle Co., Owen Sound.

ALCOHOL OIL IN LEMON EXTRACTS

The pure food branch of the Dominion Inland Revenue Department has been doing some good work, but they issued the other day a statement regarding lemon extracts that is somewhat misleading to the public and is humorous to the few who know something of the manufacture of extracts. Ottawa news dispatches state that the department tested 110 samples of lemon extract of which 63 per cent., that is 69.3, contained alcohol 50 per cent. strength. The inference is that inebriety lurks on the housewife's pantry shelves and that the seeds of it are sown in pastry, ice cream and cake.

But the department seems alarmed also over the absence of lemon oil. The dispatches continue :

"Such samples, the analyst states, contain only traces of lemon oil. Of the total samples two contain above six per cent., three from four to five per cent., four from two to three per cent., fifteen from one to two per cent., and seventy-eight below one per cent. Owing to the non-existence of a standard for extract of lemon, either as regards its alcoholic strength or its content in lemon oil, it is impossible, the analyst avers, to declare any of the foregoing samples adulterated by reference to the standard extract."

A little inquiry on the part of the analyst would have caused him to state the result of his inquiries differently. The Canadian Grocer consulted an expert, a partner in one of the most reputable and largest manufacturing firms in the trade. This is what he said :

"It might be explained that oil remaining in extract is not any indication of the actual merit of lemon extracts as it is possible to make the highest grade extracts without any trace of oil being retained. The latest method of making lemon extracts is through the action of diluted alcohol to separate completely the flavoring essentials of lemon from the lemon oil proper."

This new method is 15 or 20 years old. The oil itself has no flavoring value. It is like a sponge holding the flavor. The alcohol acts as an ether and itself takes up the flavor from the oil and gives it off again easily when diluted and subjected to heat as in cooking. The chemist might devise some mechanical means for testing the strength and quality of an essence, but the best method is the expert's senses of taste and smell. Cheap extracts are sold that are little more than sweetened water and the best safeguard the public have is to buy standard goods.

ONTARIO PROPOSES TO TAX TRAVELERS.

Mr. T. Herbert Lennox, M.P.P., North York, has introduced in the Ontario Legislature a bill to place a tax on commercial travelers entering the province as representatives of firms situated elsewhere.

When seen by a representative of The Canadian Grocer at his law office yesterday Mr. Lennox had no hesitation in stating why he had introduced the bill and the purpose of it.

"I have introduced it," he said, "at the request of a number of the commercial travelers. Now there are two objects in view. I see no reason why they should not be stated. The first is to practically force the Dominion Government to take action looking to joint action and a mutual understanding on the part of the provinces, looking to the abolition of such trade restrictions.

"The second object is to retaliate in kind upon Quebec and so compel, if possible, the rescinding of the traveler-tax law in that province.

"I don't think there is any doubt the bill will pass. I have assurance of the Government's support."

The bill was given a first reading Wednesday and it was stated at the Buildings, though Mr. Lennox would not go so far, that the Government had offered, if necessary, to make the bill a Government measure and so insure its passage.

THE TRAVELERS' TAX CAUSING TROUBLE.

That a "coach-and-four" can be driven through an act of parliament is a very old saying, but has never been more clearly demonstrated than in the case of the Quebec travelers' tax.

Montreal wholesale houses are in a great state of excitement over the injustice which the tax, in its working out, is bringing down upon them.

It has developed recently that smart American commercial men have discovered a means of evading the tax of $300 which the Government of Quebec, in its wisdom, has imposed on foreign commercial travelers from foreign countries.

The expedient, which is a simple one, does serious harm, not only to Montreal, but other Quebec business centres. The American travelers, instead of going to the province which forces them to pay a tax, strike for Ottawa, or some other town in Eastern Ontario. They engage sample rooms and open negotiations with Montreal buyers, agreeing to pay all their expenses if they will come to Ontario and buy goods. This comes higher than going to Montreal under the old conditions, but it is cheaper than paying the present tax.

This plan of evading the tax is a most serious one; it does harm to such places as Montreal in more ways than one. There is, of course, the loss to these cities of the actual money spent by the visiting travelers; but there is also the natural feeling of obligation to place an order which comes over the buyer after having traveled at the expense of the Americans, in many cases much larger than they would from the same traveler if he were exhibiting his wares, say in Montreal. The natural consequence is that less goods are bought from the Canadian wholesale houses.

In its present form the tax is unbusinesslike, and an evil; people will, therefore, naturally use every means to evade it.

WHERE DO YOU STAND?

Have you finished your inventory? Where do you stand? Have you made as much money as you expected or not? Have you hustled in season and out of season and failed to reap returns? If so, it is either time for you to turn

over a new leaf or to get out of business and conserve what little you may be able to save.

The merchant must be thoroughly modern. In the days of our fathers, it was well enough to keep two books, one for what "I owe" and the other for what "Others owe me." In these days a store conducted on this system can not live. The retailer must first know what his goods cost, and keep this cost price constantly before him. He must know his stock as an open book and should be able at almost any time to give an approximately correct statement of his fiscal position, and the value of his stock.

He must conduct his credits with wisdom or they will swamp him in a wave of bad debts. A large number of retailers have cut out the credit system entirely. That there is wisdom in this action is more than probable because had they been able to do a larger business, cash and credit, they would probably have maintained the dual system, provided it did not entail too serious a percentage of bad debts.

It is the time of year when the retrospective is as important as the prospective. "Let the dead bury the dead," may be well enough sometimes. But if the year 1905 was full of mistakes, the lessons of the year should not be lost on 1906.

If you sold on margins that were too small, mark up your prices. If you have figured your expenses too low, correct the error. Do business on a certain percentage of profits. From your experience you should be able to tell just how expensive your establishment is compared with the volume of business transacted. There is no use wasting your time in a business that doesn't pay and hasn't a future. Better get out and try something else, unless you can do better than split even.

A PRACTICAL PROPOSITION.

The suggestion made at a recent meeting of the Regina Board of Trade that the city should appoint a publicity commissioner at a good salary, is one that should be adopted. Brandon, Moose Jaw, Edmonton, and other western cities have either adopted a similar proposition or are considering it, while Toronto, London, Ingersoll, and other industrial centres in Ontario propose to spend considerable money to advertise the advantageous points in connection with the respective cities and towns.

The idea might even be carried farther and some lessons learned from the experience of Vancouver, Victoria and New Westminster, in each of which cities there is a Tourist Association, with a paid secretary, working under the auspices of the civic authorities, his duties being to boom the advantages of the cities named as stopping off places for tourists, and to see that all visitors are cordially welcomed and well taken care of when in town.

The two propositions—that of a publicity commissioner and that of a tourist association secretary — might well be combined in the case of the various cities named, with the possible exception of Toronto. The tourist and publicity commissioner of the western cities might, for instance, influence the railway corporations to allow stopover privileges on all tickets sold to trans-continental or tourist passengers.

Visitors spending a day or a week in a town would spend some money with the merchants, and might also be impressed with the particular advantages of the place for some enterprise with which they or their friends are connected, and in other ways advantages would result.

The proposition is a good one. Push it along.

A VIRTUE TO CULTIVATE.

There is no habit the young man entering business can more profitably cultivate than that of promptness and faithfulness in keeping appointments. Nothing is more exasperating or more inexcusable than the failure to keep a business undertaking or appointment. It is not only a personal affront to the other party, but has wasted his time, upset his arrangements and generally thrown his plan of the day's work out of gear.

A gentleman recently starting in business in Toronto has very justly been voicing his grievances owing to the failure of the telephone company in installing his 'phone. Here was a case of direct money loss to the unfortunate business man, as the telephone was absolutely necessary for him, particularly on account of the many petty errands required before his work was put in smooth running order.

Another case in point was in connection with a small printing order. The job was promised at a certain time, was expected, was not delivered. The order was eventually filled, but will be the last one for that printer.

On the other hand the firm or man that wins or deserves a reputation for promptness and reliability need never be on the search for business or employment. Business will seek him.

It may mean a sacrifice of personal comfort to deliver goods just exactly on the minute agreed upon in some instances, but failure to do so may be just the thing that loses the trade of your best customer. Be prompt. See that your employes are prompt. You can confer on them no greater benefit than a sound training in this most desirable habit.

DANGER TO MANUFACTURERS.

The reference to the increasing competition of mail order houses in the report of the convention of western merchants shows that this subject, which has been an important one in the United States, is becoming a live problem in Canada.

Objection to the retail catalogue house system of conducting business has heretofore been based on the theory that it was injuring the retail and jobbing interests alone. It is possible that the peril to manufacturers is as imminent. The policy of the mail order houses in the past has been to attract trade by offering reduced prices on certain well known articles, and to make good the deficit on other articles of unknown quality. The plan is based upon the theory that first impressions are lasting—that consumers will find the mail order value exceptionally good in some instances and assume it is good in all instances. The theory is sound and has been demonstrated to be such by empirical test. It is not probable that the policy will be changed.

The danger of this method to manufacturers is shown by an announcement appearing in the latest catalogue of one of these concerns, as pointed out by the American Artizan. Up to the past year the concern had been furnished saws bearing the trade-mark of a prominent manufacturer. In accordance with their policy, after the reputation had been made, and the recognized living profit killed, the retail catalogue house discontinued pushing this leader, and now claim that a saw stamped with a private brand of their own is better than the original trade-mark saw. The private brand is quoted at a comparatively low figure. Consequently, consumers are being taught that the trade-mark saw is in no wise superior—possibly inferior—and that the manufacturers are realizing an exorbitant, wholly unjustified profit. This particular saw manufacturer is being hurt to that extent.

It is unnecessary to comment at length upon the irreparable injury that announcements of this kind are able to effect. To some manufacturers, a trade-mark is worth many times the cost of the entire plant, the annual income and a private fortune. Thousands of readers will note the unfavorable criticism, not many will take time to verify the truth of the statement. These and other facts are readily apparent.

SUGAR TARIFF CONTROVERSY.

The following is the memorial on certain statements regarding the duties on sugar fyled at Ottawa 2nd March, 1906, with the Tariff Commission by the Canada Sugar Refining Co., in reply to the memorandum submitted by Mr. Robert Anderson on the same subject:

On the 8th February, Mr. Robert Anderson, acting on behalf of Messrs. Robert Crooks & Co., importers of refined sugar, presented to you an elaborate statement in regard to the sugar duties, covering 42 pages of typewritten matter, which may be summed up as an unreserved indictment of the Canadian duties on sugar, under which Mr. Anderson asserts the refiners have a complete monopoly of the Canadian market, and amass enormous profits at the expense of the Canadian consumer.

Mr. Anderson supports his case with an elaborate series of figures and calculations, and has spread his memorial broadcast.

Under these circumstances, the reply which we now make is an endeavor to show you that Mr. Anderson is not a reliable authority on this matter, and to give to his conclusions an emphatic denial and contradiction as inconsistent with facts.

Before, however, dealing with the main question, one or two points may be noted. On page 3 Mr. Anderson asserts, quoting his own words, referring to last season—"The refiners were maintaining an artificially high market in Canada until recently, when they reduced their prices to make as unprofitable a return as possible for the domestic beet factories in Ontario." This statement is absolutely devoid of any foundation, as the following facts will show:

1905 was a disastrous year to every dealer in sugar, decline after decline in values took place, the refiners were obliged, as usual, to follow the markets wholly independent of the question of loss or profit, the following successive declines actually took place:

Reductions in price of refined sugar from January, 1905, to date.

	Declines.	
1905.	Number.	Amount.
February	1	$0.10
April	1	.10
May	3	.30
June	3	.25
August	1	.10
September	2	.20
October	3	.30
November	1	.10
1906.		
January	2	20
February	1	.10
Per 100 lbs.		$1.55

Total amount of declines before commission met in Montreal, $1.35.

Total amount of declines after commission met in Montreal, 40 cents.

The great majority of these declines it will be noted, took place long before the Ontario beet sugar came into view (about the beginning of November) and it may be summed up that Mr. Anderson's accusation is wholly baseless.

Another of Mr. Anderson's statements runs as follows: "The refiners' actions savor of a demonstration, to impress the trade and the country, for on the morning the hearing was opened in Montreal (7th November) the facts were that at that time (says Mr. Anderson) there were no supplies of preferential sugar available for import." Now the Tariff Commission opened on 7th November, and we direct special attention to the last sentence of Mr. Anderson's—for we would draw attention to the fact that the maifests of this port show at this very time, that is, during the month of October, 1905, when, as he says, "No preferential sugar could be had"—his firm alone imported at Montreal over 11,000 bags of sugar—what duty this sugar paid we do not know, but it must have been preferential, at a rebate of 33 1-3 per cent., because Mr. Anderson says elsewhere, that that kind only can come to Canada.

And if further proof is required of the value of Mr. Anderson's "facts"—we would quote reports of one British port—Greenock—from which the following exports took place for Canada:

Week ending	Tons.
14th October, 1905	240
21st October, 1905	565
28th October, 1905	450
4th November, 1905	200

Mr. Anderson goes on to another point where he assumes to speak of things of which he knows nothing and can know nothing. In page 5 he says: "The Canadian refiner buys only in bond and does not pay on the average any premium to the British West India planter for his sugar, over what the New York refiner would give for it—which is pocketed by the Canadian refiner as extra profit." All this is false, the Canadian refiner has paid and does pay a large share of the preference to the West India planter.

In 1904 we paid to the West India sellers an average premium of 12 9-10 cents per 100 lbs. over and above the New York market price of the day on account of this preference.

In 1905 we paid an average premium of 13 7-10 cents per 100 lbs.

Now, the sugars on which we paid these extra prices ranged in test from 75 degrees to 96 degrees, and the preference to which these sugars were entitled by law ranged accordingly from 13 cents to 24 cents per 100 lbs. A large share, therefore, of the reduction of duty on raws has gone to the West India planter. As it is a fact that Mr. Anderson is engaged in importing refined sugar, represented to be made from West India raws, and claims and collects a rebate of over 40 cents per 100 lbs., it becomes appropriate to ask if he himself, or his firm, contributes any portion of this large premium to the West India planter, to whom it is as righteously due as from that portion of their crops which the Canadian refiner uses.

Mr. Anderson proceeds to his main argument, viz: That the Canadian refiners are over protected, his assertion being that, to quote his own words, —"The sugar refiners are granted over 50 per cent. more protection than is given to American refiners."

Mr. Anderson's statement in support of this assertion is as follows:

Canadian duty on refined	$1.26 1-2
Canadian duty on raw	.71 1-2
Apparent protection	.55
U. S. duty on refined	$1.95
U. S. duty on raw	1.68 1-2
Apparent protection	.26 1-2

In these figures Mr. Anderson conveniently conceals the following facts:

1st. He takes the highest rate of Canadian duty, viz., on granulated, omitting to mention that on all soft sugars the Canadian rate of duty runs down as low as $1.08 per 100 lbs., which reduces the Canadian duty on refined to $1.20—and by the preferential tariff to 80 cents. While the American duty on all qualities and grades of refined is at the uniform rate of $1.95 per 100 pounds.

He further assumes that the American refiners are paying a duty of $1.68 1-2 on their raw material. Let us examine this.

The United States consumption of sugar of all kinds during the year 1905 was 2,632,216 tons, and the sources of supply from which this was drawn were as follows:

U. S. Consumption, 1905.

Source.	Duty.	Tons.
Domestic cane and beet	free	576,124
Hawaii and Porto Rico	free	501,425
Philippines	$1.26 3-8	14,673
Cuba	1.34 8-10	1,101,611
Other countries	1.68 1-2	438,383

From these figures it is proved that the percentage of

Sugar consumed paying full duty is only 21 1-3 per cent of the whole.

Sugar consumed paying full duty is only 16 2-3 per cent. of the whole.

Consequently the average duty paid on imported sugar, basis 96 degrees, is $1.09 1-2 per 100 lbs., and on sugar consumed, basis 96 degrees, $0.85 1-8 per 100 lbs.

The foregoing table shows that the American refiner, instead of paying $1.68 1-2 on his raw sugar, really contributes that duty on only 21 per cent. of the total importations, and the actual contribution to the American revenue by the American refiner is $1.09 1-2 per 100 lbs. at the most. Applying these corrections to Mr. Anderson's table above, we find the true situation to be:

	Per 100 lbs.
Applying preference the Canadian duty on refined of all grades is, estimate	0.80
On raw	.48
Apparent protection	$0.32

	Per 100 lbs.
U. S. duty on refined	$1.95
U. S. duty on raw, as explained	1.09 1-2
Apparent protection	$0.85 1-2

So that by deducting 23 cents from the Canadian protection, and adding 59 cents to the American, we arrive at the truth, which, as above, is:

American protection, 85 1-2 cents per 100 lbs.

Canadian protection, 32 cents per 100 lbs.

You will observe that the word "apparent" is used in both cases, because, as it takes more than 100 lbs. of raw to produce 100 lbs. of refined, the protection to refiners is reduced.

Mr. Anderson proceeds to calculate the advantage accruing to the Canadian refiners from the dumping clause. Now, it may be said in reference to the dumping clause that while it is a righteous provision against that process, applicable to other commodities besides sugar, it has never had the effect of adding one single cent to the price of Canadian refined sugar, and never can do so as long as British refined can be had, to which the clause does not apply.

He proceeds to contrast the price of granulated in New York with that in Montreal, to quote his own words: "The net prices were recently on the same day:"

	Per. 100 lbs.	Per. 100 lbs.
Granulated in N. Y.		$4.45
Paying a duty of	$1.68 1-2	
Granulated in Montreal		4.08 1-2
Paying a duty of	.47 2-3	
	$1.20 5-6	.3650

Therefore, he says, while the New York refiner paid $1.20 5-6 per 100 lbs. more duty on his raw than the Canadian refiner did the return to the Canadian refiner was apparently 84 1-3 cents per 100 lbs. more than the New York refiner got.

Applying the necessary correction to this statement, we find that the correct figures for the day Mr. Anderson appeared before the commission, were as follows:

	Per. 100 lbs.	Per. 100 lbs.
Granulated in New York, net		$4.45
Paying a duty of	$1.09 1-2	
Granulated in Montreal		3.84 3-4
Paying a duty of	.47 2-3	
	.61 5-6	.60 1-4

Leaving Montreal 1 7-12 cents per 100 lbs. better than New York instead of 84 cents as Mr. Anderson has it.

But we attach little importance to the comparison for it is next to impossible to follow the ups and downs of the New York market. Substantially, however, the comparison has been just about the same as the corrected figures given above through the year past.

It seems unnecessary to pursue the analysis of Mr. Anderson's calculations further; what remains is affected with the same disease of erroneous data and conclusions as in the cases above dealt with.

We do not hesitate to affirm that the information he offers the Government is inaccurate and unreliable, and his conclusions absurd. His proposed tariff changes would certainly answer his purpose and transfer to the importers the entire business of the supply of refined sugar to this country, and deprive the West Indies of the traffic and preference they now enjoy.

Referring to the inaccurate statements with regard to the protection and profits of the sugar refiners, a glance at the subjoined table will be instructive.

Table showing the ad valorem equivalents of present duties at present market value:

	Duty on Raw material. p.c.	Imported goods. p.c.	Protection. p.c.
Cotton, no duty		20 to 35	20 to 35
Wool, no duty		30 to 35	30 to 35
Silk, no duty		25 to 35	25 to 35
Jute, no duty		25	25
Rubber, no duty		25 to 35	25 to 35
Sugar			
	Raw pays.	Refined on the average.	
(Gen. tariff)	45 2-5	*48 1-5	2 4-5
(Pref. tariff)	30 3-10	*32 3-20	1 7-8

The above figures show that sugar refining instead of being as alleged a specially favored industry, has probably a lower rate of preference from the tariff than any other industry of importance in the Dominion, a difference of less than two and one-half per cent ad valorem existing between the duty collected from the raw material, and that on competing importations of refined.

BUSINESS PERSONALS.

Morris Knechtel, grocer, at 104 Dundas street, Toronto, has sold out to A. Ashton, who is a new arrival in the city from the north country.

W. H. Wilson, Woodstock, has been bought out by a gentleman who purchased the property with a view to starting business himself.

W. H. Thompson, of the F. F. Dalley Co., formerly with John Taylor, crockery, Hamilton, was in Buffalo this week on business in connection with his firm.

J. S. Huff, Petrolia, has sold out his grocery business and gone back home. His father is well-to-do and the family wanted J. S. at home, so it is back to the farm for him.

W. W. Steeves, who represented the McDiarmid Drug Co., St. John, N. B., in New Brunswick, has joined the traveling staff of E. W. Gillett Co., Limited. Mr. Steeves will cover the Province of New Brunswick for this company.

T. McMurtry, Midland, has sold his grocery business to his brother Charles, and he will take over Charles' market garden. The latter has made a success of vegetable growing and the former has children for whose energies he seeks scope.

John Fullerton, of Rowat & Co., Glasgow, is in Montreal on his annual tour among the Canadian grocery trade. With Mr. W. Forbes, of Snowdon, Forbes & Co., agents for his company, he is meeting with good success with Rowat's pickles, olives and other grocers' specialties.

Mr. Marshall, manager of the agency department, A. F. MacLaren Imperial Cheese Co., Limited, is visiting Detroit, their headquarters for the United States, and is meeting their salesmen to arrange for a campaign of the United States with Maconochie's goods.

W. W. Fox has sold his grocery business at Sackville street and Wilton avenue, Toronto, to Alex. Draper. Mr. Fox is a tailor and is returning to the T. Eaton Co. to take charge of their ladies' tailoring department. Mr. Draper was at this stand before and sold his business at Dunn avenue and Huxley street to Geo. McKee, in order to return to it.

C. H. Murdock, representing the Frontenac Cereal Co., Limited, Kingston, was in Montreal during the past week. Mr. Murdock is well known to the grocery trade of Canada, particularly in Ontario, Manitoba and the west. A very satisfactory trade for Orange Meat is reported by Mr. Murdock, who called upon the trade in company with Mr. R. H. Hall, of R. B. Hall & Co., Quebec agents.

Hollendrake & Son, of Milton, have built themselves a fine new store and will occupy it about April 1. It will be one of the finest stores in Western Ontario and will be fitted with handsome new fixtures throughout. The firm carry groceries, dry goods, crockery and wall papers, and the new store is to be strictly in keeping with the larger and better premises.

D. Grierson, representing the Fielding Chemical Co., Limited, Guelph, passed through Montreal last Friday on his return from a most successful trip through the Maritime Provinces. During his stay in Montreal he favored the offices of The Canadian Grocer with a call. One of the specialties handled by Mr. Grierson and very extensively sold to the grocery and handware jobbing trade was chloride of lime, a line that is well calculated to increase grocers' profits.

John W. Greene, of John W. Greene & Co., New York, was a visitor to Montreal this week. Mr. Greene is head of the spice importing house of John W. Greene & Co., 74-76 Wall street, New York. To The Canadian Grocer Mr. Greene stated that this was his first visit to Montreal and though he had had business relations with some of the leading firms here he had never become personally acquainted with his clients. Mr. Cecil Gordon, of J. Alex. Gordon & Co., introduced Mr. Greene to the trade

DOMINION GROCERS' GUILD INVESTIGATION.

(Continued from page 26.)

will work out all right in the end, and we shall not be troubled very much longer with them in that direction I think."

On Dec. 22 Mr. Gillard wrote to Chas. Chaput, Montreal, who had complained about the cutting of prices on tobaccos in the Kingston and Ottawa districts, stating that Craig & Co., Kingston, had notified all the houses that Mr. Macdonald would not supply houses that cut.

Manufacturers' Supplies.

The question of manufacturers getting direct supplies of sugars came up more than once. On Dec. 22 Mr. Gillard wrote to Theo. Labatt of the St. Lawrence Refinery :

"At a meeting of the Toronto and western trade held in Hamilton a short time ago Mr. Davidson, of Toronto, mentioned the fact that Cowan & Co., manufacturers, of that city, are importing and offering to the retail trade foreign refined sugars. This is contrary to the guild arrangements. Kindly let me know if they are buyers from you direct. If so, would you be good enough to notify them that, being buyers from the Canadian refiners, they must use the goods only for their manufacture, and if they import foreign sugars these sugars must not be offered to the trade but used solely in the manufacture of their goods."

Would Cut Them Off.

Mr. Gillard wrote to Mr. Macpherson, M.P., on Jan. 7, 1899 :

"I saw Mr. Tuckett last evening who said that they did sell Jackson & Son of Guelph, being a continuation of the firm of Jackson & Hallett, and very old customers of theirs and who have always pushed their goods in preference to others, but if it could be proven that they are selling to the trade at a less price, or giving better terms than fixed by the wholesale trade, they will strike them off the list."

Shut Off Supplies.

Mr. Gillard, writing to Secretary Wills on Jan. 11, 1899, added this postscript :

"I have had two or three complaints of Scales & Wilson, tobacconists, Toronto, that they are not observing the guild terms. They either give a rebate or extra discount. The firm that made the complaint named Jackson of Guelph and Schwartz of Hamilton, both of whom the complainants say they are convinced are getting something of this sort. In fact they were told by one of these men they could do better with Scales & Wilson than with any other firm. Kindly find out who it was that got the promise from this firm that they would strictly observe the rules and get them to kindly see the firm again and have it stopped at once if possible, as otherwise I will take steps to prevent their getting supplies."

Sermon on Ethics.

A somewhat unusual letter was written by Mr. Gillard to T. B. Escott & Co., London, on Feb. 8, 1899. He begins by stating that an envelope with his firm's name on it, addressed to a grocer in St. Thomas, had been received from the post office as "uncalled for." From the post mark he had seen it had been mailed in London, and had taken pains to ascertain by whom. Mr. Gillard continued :

"You know that the guild was organized for the mutual protection of the entire wholesale trade and any changes made in its management being authorized by a majority vote, it is manifestly unfair to place the responsibility of such changes upon the shoulders of officers who are only carrying out their instructions and who should be protected against any attacks by the retail trade, instead of having his or their names paraded (entirely without their knowledge or consent) as the parties upon which the retailers should vent their displeasure for any change that they might not approve of.

"When acting as a body of merchants in the mutual interest, each and all should be prepared to support the deliberations of the guild in a manly way and assume their share of the objections, which in this case could easily have been done, seeing that every retailer in St. Thomas is placed exactly upon the same basis."

DEATH OF JOHN STUART.

John Stuart, of the wholesale grocery firm of John Stuart & Co., Hamilton, Ont., died unexpectedly on Tuesday the 20th inst., at his residence, 3 East avenue south, from pneumonia. He was the fourth son of Alexander Stuart, city treasurer. A widow and one daughter, Miss Julia, survive.

BUSINESS CHANGES.

Wm. B. Hall, grocer, Victoria, B. C., commencing.

Elijah Helman (Est.), grocer, Hamilton, Ont., stock sold.

John J. Burton, grocer, Toronto, has sold to R. J. Donehey.

W. Feely, grocer, Kemptville, Ont., succeeds W. J. Corbett.

Richard & Co., Tetreauville, Que., Mrs. Alfred Richard registered.

Cyrus Newell, general merchant, Nairn, Ont., has sold out.

James Houston, grocer, Milton, Ont., business advertised for sale.

A. Meloche, general merchant, St. Genevieve, Que., assets sold.

F. Arpin & Co., groceries, etc., Marieville, Que., offering compromise.

Daniel & Mamothe, butter factory, East Franham, Que., dissolved.

Decarie & Henry, hay, grain, etc., Montreal, succeeded by A. Decarie.

Wallace McKenzie, general merchant, Larose Station, Que., assets sold.

Ernest Audet, grocer, St. Honore De Shenley, Que., compromise effected.

Robertson & Black, bakers, Cobalt, Ont., business advertised for sale.

A. B. Love, confectioner, Peterboro, Ont., business advertised for sale.

J. A. A. Raizenne, general merchant, St. Eugene, Ont., has compromised.

A. E. George & Co., general merchants, Revelstoke, B.C., stock reported sold.

W. T. Carter, general merchant, Mount Whatley, N.B., is selling out.

P. Maheux, general merchant, assets advertised to be sold on the 30th inst.

E. G. McKenzie, grocer, Peterboro, Ont., has assigned to Chas. Rishor.

Jos. Gallagher, grocer, Nelson, B.C., has been succeeded by Jos. Sturgeon.

T. E. Lafrance, general merchant, L'Annonciation, Que., assets to be sold.

J. D. McArthur, general merchant, Woodgreen, Ont., has sold to Harry Harvey.

Thos. Smith, confectioner and grocer, Hamilton, Ont., has sold to E. H. Wilson.

J. E. Titus & Son, general merchants, Bloomfield, N.B., have dissolved partnership.

D. A. Campbell, confectioner, Burk's Falls, Ont., has assigned to S. T. Vanstone.

Albert Craig, general merchant, Emerald, P.E.I., has sold to Kennedy & McMahon.

Jacob Smith, baker and confectioner, Wetaskiwin, Alta., advertised business for sale.

Geo. W. Warren, general merchant, St. Eleanors, P.E.I., has sold to Samuel Bernard.

R. W. Rogers, general merchant, Morrisey Mines, B.C., is adding butcher business.

J. E. McCarthy, general merchant, Trail, B.C., sold grocery stock to P. Cunningham.

R. A. Thompson, general merchant, Britton, Ont., has been succeeded by I. Saunders.

G. E. & N. S. Johnson, general merchants, Markerville, Alta., dissolving partnership.

J. H. Locke, grocer and confectioner, Summerside, P.E.I., has sold out to Geo. W. Warren.

Est. of Hugh Wilson, general merchant, Cannington, Ont., advertise business for sale.

Mrs. R. A. Henderson, fruits, New Westminster, B.C., has been succeeded by R. C. Purdy.

Joseph St. Amant, general merchant, Tetu, Que., has assigned, V. E. Paradis, provisional guardian.

Ed. Fournier, general merchant, St. Aubert, Que., assets were to have been sold on the 21st inst.

Wm. Burgoyne, general merchant, Fenelon Falls, Ont., has been succeeded by W. Burgoyne & Son.

Chas. W. Shosenberg, confectionery, London, Ont., meeting of creditors was to have been on the 16th inst.

Alfred Northey, grocer and baker, Fenelon Falls, Ont., has assigned to James Fair; possession, April 1.

Simpson Bros. (Est.), general merchants, Fordyce, Ont., stock, etc., advertised for sale on the 21st inst.

D. H. Auld & Co., general merchants, Covehead, P.E.I., have bought the stock of Craig & Taylor, Freetown, P.E.I.

Sequin & Courville, grocers, Vallevfield, Que., have assigned, meeting to appoint curator to be on the 26th inst.

MARKETS AND MARKET NOTES

Quebec Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

MONTREAL.

Tomatoes—Advanced 10c.

Sugar—Advanced 10c.

Evaporated Apples—Advanced 1¼c.

GROCERIES.

Montreal, March 23, 1906

There has been little improvement in grocery circles since last report. The Winter just passed has been a bad one for merchants. The roads have been continually bad; farmers have been unable to get to town and therefore sales in this direction have not been as large as they might. What was sold comes far below the record of the previous Winter. Collections, say wholesalers, cannot be expected to be first-class under the prevalent conditions, but everything considered they have been very good. Orders coming in at present are fairly large, but are as a rule, for immediate use. The most interesting feature to note is the advance in sugar of ten cents. This is the second rise within the past three weeks. Tomatoes are also selling at a higher figure, the advance being ten cents in this instance also. Evaporated apple stocks are pretty well cleared up now. Holders are asking 12c. Probabilities are that there will be further rises in a short time. The molasses market is unchanged since last week. Business is quiet in foreign dried fruits, and spices are quiet, there being no very great demand. The coffee situation does not present any new features. Beans are still at the same figure and the market is firm. The demand for tapioca is falling off on account of the high price asked. Rice is being sold in the usual quantities.

Canned Goods—There is a continued demand for tomatoes which have advanced another 10c., quotation now being $1.20 per dozen. The canners of the country are sending out statements saying that they have disposed of many lines of canned goods already, and that the daily consumption is gradually clearing up what they have in stock. British Columbia canners say that they are about to advance the price of salmon 50c. a case. This, however, will not affect the local market very much as stocks are fairly plentiful. Corn and peas are meeting with steady sale and demand for other lines is about the same as usual.

Group No. 1 comprises—
"Canada Fir-t," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also a l private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Glo e," "Jubilee," "White Rose," and "Deer" brands.

FRUITS

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 81	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pineapples—		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins		0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz		1 20
Gallon tins, per doz		3 02½

FISH

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		95
½-lb. " less than 5 cases, "		97½

Sugar—Another advance of 10c. has occurred in sugar. The rise is all along the line. The refineries report fairly good business and jobbers are receiving better orders from the retail trade since the previous advance.

Granulated, bbls.	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 75
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " boxes, 50 lbs.	4 85
Extra ground, bbls.	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 40
" 50-lb. boxes	4 60
Phoenix	4 05
Bright coffee	4 00
" yellow	3 95
No. 3 yellow	3 90
No. 2 "	3 80
No. 1 " bbls.	3 70
No. 1 " bags	3 65

Molasses and Syrups—Latest reports from the Barbadoes say that the market is firm at advanced price of one cent recently noted. The demand is steady. The local market is about the same as it was last week. There is no speculative demand; people are buying just sufficient to fill their requirements.

Barbadoes, in puncheons		0 30
" in barrels		0 32½
" in half-barrels		0 33½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls.		0 02½
" ½-bbls.		0 02½
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

Tea—Very little change has occurred in the tea situation since last week. Most teas are moving along quietly and orders coming in are fairly large. Japans are selling a little better than they were recently. Ceylon greens are doing well; prices firmer. Other lines are doing proportionately. China blacks and greens, particularly the latter, are improving in demand; Ping Sueys, Pealeaf, Pinhead and Gunpowder getting scarcer.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32
Congous—Moning, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 13½	0 15
Pakling,—boxes	0 15	0 20
fine	0 25	0 30

Coffee—Local dealers report the coffee market as being unchanged since last week. Reports are still current regarding the shortage in the Brazilian crop. One report says the shortage amounts to 1,000,000 bags. This is taken "with a pinch of salt" in some quarters, however, and in most cases the statement is attributed to the speculators.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 18½	0 19
Rio, No. 7	0 09	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

Foreign Dried Fruits—Dealers report very little business in foreign dried fruits The market is quiet in all lines. A shipment of 3,000 cases layer raisins, f.o.s., was made by Montreal to New York recently, and this helped the local market somewhat. If one or two more lots like this were shipped, the local market would experience quite a recovery. Shelled walnuts are still very scarce. Holders report stocks of prunes considerably reduced by recent sales. The currant market in Greece is unchanged, although firmly held. Raisins are quiet at the same figure as last week.

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb		0 13½
Peaches, "		0 10½
Pears, "		0 13
Malaga Raisins—		
London layers		2 00
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
" Excelsior Window Clusters,"		4 50
" " ½s		1 35
Californian Raisins—		
Loose muscatels, per lb	0 07½	0 08
" " seeded, in 1-lb. packages	0 08	0 09
" " 2 crown		0 06
" " 3 crown		0 06½
" " 4 crown		0 08
Prunes—		Per lb.
30-40s		0 09
40-50s		0 08½
50-60s		0 08
60-70s		0 07½
70-80s		0 07
80-90s		0 06
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 06
" " 90-100s		0 05
" " 100-120s		0 05
Currants—		
Filiatras, uncleaned, barrels		0 04½
Fine Filiatras, per lb., in cases	0 04½	0 05
" " cleaned	0 05½	0 06
" " in 1-lb. cartons	0 05½	0 06
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-1b. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Spices—The market does not present any features of particular interest just now. The amount of business being transacted is not very large. Nutmegs have not experienced an further rise. Ginger, too, is still quoted from 16c. to 24 1-2c. Peppers are firm and tending higher; good demand.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 16	0 24½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

Rice and Tapioca—There is nothing new to report regarding the rice situation. The sales reported are no larger than usual at this time of year. Tapioca is not selling very well on account of the high price asked. People are not disposed to purchase tapioca at 10c. per lb. when rice and sago are obtainable at a much lower price.

B rice, in 10 bag lots		3 05
B rice, less than 10 bags		3 15
C rice, in 10 bag lots		3 05
C rice, in less than 10 bag lots		3 15
Tapioca, medium pearl		0 06½

Beans—The market is firm in price, especially in the west. There is not much business being transacted at any point as holders are not anxious to dispose of their stock. Reports from the Detroit market, which is showing considerable strength, show a rise of 6c. in the bid price. The prices in local market are unchanged.

Choice prime beans	1 60	1 65
Lower grades	1 55	1 60

Honey—Now that the new syrup is in sight, jobbers show a disposition to refrain from buying honey. However, the syrup has not yet arrived and they are compelled to buy a certain amount. Prices are unchanged and the market is firm.

White clover, extracted tins	0 08	0 09½
" kegs	0 07½	0 08
" comb, new	0 13	0 14
Buckwheat	0 07	0 07½

Maple Products—Dealers are awaiting the new stock, owing to the uncertain weather. Prices for present holdings are unchanged. Some of the local syrup blenders have been in the sugar districts and contracted with the farmers for their season's supplies.

Maple syrup, in wood, per lb	0 05½	0 06
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 08	0 09
Pure Beauce County, per lb	0 08½	0 09

Evaporated Apples—These have taken another flight and are now selling at 12c., an increase of half a cent. Stocks are becoming cleared up at advanced prices, and holders are thinking of putting up the price still further. Many jobbers are holding off in the hopes of a decline, but it is not likely that they will save money in this way, unless they wait for the new crop, for supplies are very, very scarce. Those who are buying are taking only such quantities as they must have.

Fish—The trade has flourished this past week owing to the very favorable weather we have been having. The demand for all lines continues good, but supplies are ample to take care of all orders, except in a few lines, especially salt Labrador herring, which are practically out of the market. Some Canadian herring, cured after the Scotch method, are being offered in small packages, or kitts, and these will sell readily on account of the scarcity of Labrador. Price, $1.10. In green cod fish the small size, which is known as No. 2, is plentiful and prices a little lower, with medium and large cod very scarce. The market is pretty well cleared up in smoked frozen fish, although there are still some lots of inferior quality which are being sold for what they will bring. Already a few lots of fresh cured haddies have arrived by express, but prices will be high for the first arrivals. Kippers and bloaters are in fair demand and supplies are good. Oysters are scarce owing to the stormy weather off the Atlantic coast, but this is only temporary. Frozen haddock and cod are meeting with ready sale, but some fresh haddock are now offering, although prices are very high. Other lines of fish are selling very well.

Fresh haddock, per lb	0 05	0 05½
Fresh frozen fish—		
Single frozen haddock	0 03	0 03½
" " market cod, per lb	0 02½	0 03
" " steak cod, per lb	0 04	0 05
B.C. salmon, per lb	0 08	0 08½
Halibut, per lb		0 09
Gaspe salmon	0 12	0 13
Dore, per lb	0 07	0 07½
Large whitefish, per lb	0 08½	0 09
Small whitefish	0 05½	0 06
Round frozen grass pike	0 04½	0 05
Lake trout "	0 08	0 08½
Striped bass, per lb	0 14	0 15
Large frozen Halifax herring, per 100 fish	2 00	2 10
Medium	0 80	0 90
Smelts, No. 1, per lb		0 06
Extra large	0 09	0 10
Mackerel, per lb	0 09	0 10
Smoked fish—		
Haddies, 15 and 30-lb. boxes, per lb	0 05½	0 06
Fresh cured express haddies	0 08	0 09
Kippered herring, per box	0 70	0 80
St. John bloaters, 100 in box, per box		1 00
Yarmouth bloaters, 60 in a box	1 10	1 25
New smoked herring, in small boxes, per box		0 13
Oysters and Lobsters—		
Standards per imp gal		1 40
Selects, per imp. gal		1 60
Oyster pails, pints, per 100		0 90
" " quarts, "		1 25
Live lobsters, per lb		0 15
New boiled lobsters, per lb		0 16
Prepared fish—		
Winterport, 1-lb. bricks, cod		0 09
Golden, 2 " " "		0 08
Boneless cod, favorite		0 06
" fish, 1 and 2-lb. bricks, per lb		0 05½
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, 100-lb. cases, per case		6 25
Salt and pickled fish—		
Scotch cured Canadian herring, 25-lb. kitts		1 10
No. 1 Labrador herring, per half-bbl		3 50
" " " per pail		0 80
" " salmon—		
" " " in bbls		13 00
" " " in ½ bbls		7 50
" B.C. salmon, bbls		12 50
" " half bbl		7 00
" mackerel, per pail		2 00
" large green cod, per lb		0 05
" medium, " "		0 04
" small, " "		0 03
Pollock, med., green, per lb		0 03
Haddock, per lb		0 03½

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, March 22, 1906.

BUTTER—Market easy. Choicest creamery selling from 21¾ to 22c. Few small lots new milk butter have arrived. Dairy butter scarce.

CHEESE—Market unchanged. Business on quiet side. Still quoting 13 to 13½c.

EGGS—Little change in tone of market. Receipts somewhat lighter. Sales being made from 17½c. to 18c.

PROVISIONS—Fair demand for consumption. Bacon, ham and lard firm. Few offerings of country dressed hogs, which command $9 25 to $9.50 per 100 lbs. Abattoir dressed, $9.75 to $10 per 100 lbs.

BUSINESS NOTES.

The Imperial Oil Co., Limited, Sarnia, loss by fire.

Bank of Toronto has opened a branch at Waterloo, Ont.

The Home Bank of Canada has opened a branch at Alliston, Ont.

Andrew S. Johnson, general merchant, Thetford Mines, Que., burnt out.

George Richardson, of J. Richardson & Sons, grain, produce, etc., Kingston, Ont., deceased.

H. L. Smith, manager of the fruit department of Foley, Lock & Larson, Winnipeg, is in the hospital with an attack of appendicitis.

Ontario Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

TORONTO.

Sugar—Advanced 10c.
Tomatoes—Up to $1.20 or higher.
Canned Salmon—Advancing 7½ to 10c.
Peels—Up ½c. to 1c.
Evaporated Apples—Firm.
Shelled Walnuts—Advance 2 to 5c.
Lower prices for Mink skins.
Lead—¼c. higher.
Choice Dairy Rolls—19 to 20c.
Eggs—1c. lower.
Valencia Oranges—25c. higher.
Strawberries—Cheaper.
Grape Fruit—Higher.

GROCERIES.

Trade is seasonably good; no one is complaining, but none are boasting. Price movements are all upward. Sugar and tomatoes are the features of this week's market and a salmon advance will be a feature next week, indeed some houses have already made the move.

Canned Goods—Tomatoes are being quoted from $1.10 to $1.25, but the bulk of the trade is asking $1.20. Everyone is satisfied they will go higher. The more conservative name $1.40 as a top price before the new pack comes in in September; but some forecast a rise to $2.00. The situation is in the hands of the wholesalers because they hold what stocks there are.

One wholesaler, who, it might be stated, is anticipating an advance to $1.75 or $2.00, explaining the situation, said: "The consumption of tomatoes has increased and is increasing enormously. While there was a large pack last year, and a splendid pack so far as quality is concerned, it has been almost entirely absorbed. There has not been a case of tomatoes in packer's hands for some weeks. The retail trade did not show any disposition last Summer to buy futures, and to meet their requirements they have been buying from hand to mouth. Stocks in the hands of the wholesale trade are light and it is not believed to be sufficient to meet requirements until the 1906 pack is on the market.

Some houses have advanced the choice brands of canned salmon 7 1-2c. to 10c., others will mark them up for next week and some are still selling at the old quotations. Stocks are said to be small and a large catch is not anticipated this year.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	2 77½	2 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's red, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, " not pitted	1 92½	1 90
Gallons, standard, not pitted	7 12½	7 10
" " pitted	8 62½	8 60
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25

VEGETABLES.

Asparagus, California—		
2's	....	3 90
2's, Canadian	3 00	....
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	....
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 50	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	1 00	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	[illegible]
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 25	1 22½
Sweet wrinkle	0 85	0 82½
Early June	0 72½	0 70
2's, standard	0 65	0 62½
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 10	1 25
Gal., all kinds	....	3 15
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz	....	1 65
1-lb. " less than 5 cases, "	....	1 65
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
Sardines, French ¼'s	....	0 14
" ½'s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ½ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 35
" 2s, "	....	2 40
" 6s, "	....	7 20
" 14s. "	....	16 80

	Per dozen tins.	
Chicken, 1's, boneless	3 50	3 10
Turkey, 1s, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1s, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 65
" 1½'s "	2 40	....

Sugar—The feature of interest in the market this week is the local advance of 10c. per 100 lbs. in all domestic refined sugars, taking effect at 12 o'clock noon on Tuesday. This is in sympathy with firmer conditions outside, and the market on now has entered a much stronger phase.

There is much divergence of opinion in the trade as to whether or not sugar will continue to advance, but the prevailing feature is uncertainty. The advance of 30 cents in three weeks is convincing enough, but traders point to the large visible world's supply and indications for another large crop this year.

Paris lumps, in 50-lb. boxes	4 93
" in 100-lb. "	4 83
St. Lawrence granulated, barrels	4 28
Redpath's granulated	4 28
Acadia granulated	4 23
Berlin granulated	4 18
Phoenix	4 18
Bright coffee	4 18
Bright yellow	4 13
No. 3 yellow	4 08
No. 2 "	3 98
No. 1 "	3 88

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

Syrups and Molasses—The market continues strong with no variation in prices locally.

Syrups—		
Dark	....	....
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb	....	0 02½
" ½-bbls "	....	0 02½
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
" open kettle	....	....
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

Tea—Low grade teas which have been sagging for some time, have shown a distinct improvement on the London market. Thompson's Tea Circular, Mar. 8, says: "For the first time since last July common teas have also taken a slight turn for the better in spite of the fact that the offerings during the past few weeks have been rather larger. More recent advices show the advance has been maintained.

Coffee—Speculation as to the outcome of the next crop is rife. As an offset to anonymous bear reports that it is to be early and large, Willett & Gray state "the two largest exporters in Santos cabled that the fruit was falling, owing to rain, and in one of the cables details were given about the danger to the crop and the prospects being less favorable. These two firms for a number of years past have been shipping by far the largest quantity of coffee both to Europe and this country, and any expression from them is serious and can be taken in confidence."

Foreign Dried Fruits—A decline in the rate of exchange has advanced the price of currants on the primary market. P. L. Mason & Co. stated yesterday: "We have a cable on currants which advises considerable advance in Patras. This is due to the fact that in addition to the minimum price in the currency of the country at which the privileged company established by royal charter, is compelled to take currants of all descriptions offering, there has been during the past few months a constantly declining rate of exchange on England and the result has been the establishment of an advance of fully two to three shillings per cwt., according to quality in the sterling quotations."

Prunes, Santa Clara—	Per lb.			Per lb.	
90-100s, 50-lb boxes	0 06	0 06½	60-70s, 50-lb boxes	0 07½	0 07½
80-90s "	0 06½	0 07	50-60s "	0 08	0 08½
70-80s "	0 07½	0 07½	40-50s "	0 08½	0 09
			30-40s "	0 10	0 10½

Note—25 boxes ½c. higher.

Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 18	0 20
Orange	0 11½	0 12½			
Figs—					
Elemes, per lb				0 10	0 14
Tapnets, "				....	0 04
Apricots—					
Californian evaporated, in 50-lb boxes				0 14	0 15
Peaches—					
Californian evaporated, " "				0 14	0 15
Pears—					
Californian evaporated, per lb				....	0 13
Currants—					
Fine Filiatras	0 35½	up	Vostizzas	0 07½	0 08½
Patras	0 06	0 06½			
Raisins—					
Sultana				0 05½	0 07
" Fancy				0 10	0 14
" Extra fancy				0 15	0 16
Valencias, selected				0 05½	0105½
Seeded, 1-lb packets				0 09	0 10½
California, loose muscatels—					
3-crown				....	0 07½
4-crown				....	0 09
Dates—					
Hallowees	0 04½	0 04½	Fards new choicest	0 09	0 10½
Sairs	0 03½	0 04	" new choice	....	0 09½
Domestic evaporated apples				0 10	½0 11

Foreign Nuts—The market is firm and there is an advance in shelled almonds and walnuts in the primary markets. Locally there is an advance in the latter.

Almonds, Tarragona, per lb	0 12½	0 13
" shelled Valencias	0 25	0 28
Walnuts, Grenoble, "	0 14½	0 15
" Bordeaux, "	0 10½	0 11
" shelled	0 25	0 27
Filberts, per lb		0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish	....	0 08½
A 1's, banners and suns	....	0 08
Japanese Jumbo's	....	0 08½
Virginia "	....	0 10

Spices—Last week's statement that prices are firm with quotations unchanged still holds.

Spices—	Per lb.	
Peppers, blk	0 18	0 19
" white	0 27	0 28
Ginger	0 20	0 25
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 28
Allspice	....	0 15
Mace	0 80	0 90

Rice and Tapioca—The market is firm with prices unchanged.

Rice and Tapioca—	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Java	0 06½	0 07
Sago	....	0 07
Carolina rice	0 08	0 08½
Tapioca, medium pearl	....	0 07
" double goat	....	0 07½

Honey—The situation is unchanged. The advance noted last week holds and the market is firm.

Honey, extracted clover, in 60-lb. cans, per lb	....	0 08½
" " " in 5 lb. & 10 lb. cans, lb.	....	0 09
" sections, No 1, per doz	....	2 00
" " No. 2, "	1 40	1 60
" Buckwheat, per lb	0 04½	0 05

Beans—The market is steady at last week's quotations:

Beans, handpicked, per bush	1 85	1 90
" prime, No. 1	1 70	1 75
" Lima, per lb	0 06½	0 07

Fish—The return of cold weather has improved the demand and the deaers are quite satisfied with the trade. Frozen stocks are being rapidly cleaned up. Some houses are altogether out of herring and pickerel.

Frozen halibut, per lb	0 12½	0 15
Haddock, fresh caught, per lb	....	0 08
" frozen	....	0 05
Trout, frozen per lb	0 08	0 09
" fresh winter caught	0 08	0 09
Fresh cod, per lb	0 07	0 08
" fresh winter caught	....	0 08½
" lobsters, boiled, per lb	....	0 30
Frozen B.C. salmon, per lb	0 09	0 10
Shrimps per gal	....	1 25
Whitefish, per lb	0 08½	0 09
" winter caught, per lb	0 08½	0 09
Herring, per lb	0 03½	0 04
Pickerel "	0 07	0 07½
Oysters, standard, small pail	4 00	4 20
" selects, pail	....	4 80
Finnan haddies	0 07	0 08
Ciscoes	....	1 25
Kippers, 60 to box	....	1 25
Bloaters, 60 to box	....	1 15
Mackerel, per lb	....	0 10
Labrador herring, salt, No. 1, half bbl	....	3 25
Frozen sea herring, per 100	....	2 00
Smelts, No. 1	0 08	0 09

Dried and Cured Fish—Prices continue according to last week's quotations.

Boneless fish, per lb	....	0 05
Cod fish, 1-lb. bricks	....	0 07
Quail-on-toast, per lb	0 05½	0 60
Flitched cod fish, cases of 100 lbs	....	6 50

B. C. News.

Vancouver, March 15, 1906.

Northern canners are very active just now sending men and supplies to their canneries at Skeena River, Naas River, Rivers Inlet and other points on the northern British Columbia coast. The run of salmon there is much earlier than on the Fraser, hence the necessity of early preparation. As there are several new canneries, built or in the course of erection, machinery for the equipment of these is added to the regular annual shipments. Every steamer operating to northern coast points is carrying the full capacity of cargo each trip, and frequently shipments have to wait over. Tin plate is being sent in very large quantities just now, and the Chinese employes who are chiefly engaged for canmaking are being sent up to the canneries to prepare the tins for the pack.

The greatest activity is evinced on Skeena River and Rivers Inlet this year, most of the new canneries being built there.

The Okanagan Flour Mills Co., of Armstrong, B.C., F. C. Wolfenden, manager, has received from the Dominion Government an order for 5,000 sacks of flour for immediate shipment to Japan, being the Canadian Government's contribution to the aid of Japanese famine sufferers. The order was placed after open bids had been called, quality determining rather than price. Samples from Northwest mills as well as from the B. C. flour mills were sent to Ottawa.

Another Okanagan flour mill operator, F. V. Moffett, of the Columbia Flour Mills, Enderby, has been spending some days in Vancouver this week, presumably in connection with the mill it is rumored his company intends erecting here. No public announcement has been made.

Movement of live stock north has begun, the steamer Dirigo having taken out 70 head destined for Dawson. They will be driven over the Winter trail most if not all the way from White Horse. Other freight has begun to move north, too, and by the time navigation opens there will be the usual large accumulation at White Horse waiting for the first vessels down the Yukon.

In the provision market, price of lard shows an upward tendency. Flour and sugar are unchanged since last reports. Owing to the very fine weather prevailing for weeks local fresh eggs have driven all importations off the market. There are practically none on the market from Oregon and Washington this week. The last New Westminster market day found prices wholesale dropped to 20 to 25 cents per dozen, while in a retail way fresh eggs are now quoting at 25 cents.

In fruit, oranges are selling freely and of excellent quality. Prices remain firm. Apples, except the best quality, have gone off the market. Prices are from $1.50 to $2.50 with very few at the lower quotation.

California vegetables, fresh stock, are selling briskly owing to the limited supplies of store vegetables in hand. Cauliflower and celery are getting scarce now and lettuce is still hard to get, though the local and Victoria greenhouses will soon be ready to meet the demand again. Fresh tomatoes are again in the market after a very temporary disappearance. They sell at $2.50 per crate.

N. B. Markets.

It is still somewhat quiet in business. March has been a stormy month and the weather cold. There is much complaint in regard to the Allan Line of steamers which come to St. John, the importers, particularly of perishable goods, complaining of the slow time made. It is thought a waste of money that the Government should pay a large subsidy and then allow the company to use such slow boats. Where subsidies are granted companies should be continually watched and compelled to fulfill the terms of the contract, and care should be taken to see that the contracts compel a first-class service.

In markets there is little change. The situation is in general a firm one. Fish which have been extremely high are likely to rule lower in the coming season. Cream of tartar is still quoted quite low. Rice remains unchanged.

Oil.—In burning oil prices are still low. While season of best demand is over, there is still good steady business. Lubricating oils have much attention. Active business will begin with the opening of navigation, when shipments will be the order of the day. Paints and paint oils are high this year, linseeds being well above last season's price and turpentine even higher than last year. Cod oil quiet, values hold quite firm.

Salt.—In Liverpool coarse salt, larger quantities are now being received. Last year a very large quantity was handled in March. This year business is somewhat later. Prices are unchanged. Buyers should arrange for shipment from ship's side and save the difference between the ex ship and ex store price. In fine salt chiefly Canadian sold; while demand shows improvement it is yet early. Price unchanged.

Canned goods.—Those who held their goods and did not follow the cut in prices last Fall, will have the advantage now with the strengthening market, particularly in tomatoes. In fruits there is little of interest; fair stocks in nearly all lines. There is better inquiry for gallon apples at rather better prices. Meats will rule low. Salmon unchanged. In domestic packed fish, a fair stock of sardines, other lines light. There is limited business.

Dried fruit.—There is little of interest. In raisins, seeded chiefly sold, but sales not large, local prices rather lower. In loose muscatels, Malagas chiefly sold. Currants are firm, dealers now generally buying in New York. In prunes higher prices quoted, particularly for small sizes which are very scarce. Apricots and peaches higher. Dates are higher, though still cheap. The outlook for peels is high prices, particularly for citron. Evaporated apples are high and dried are firmer. Canadian onions about out of the market. Valencias, nice stock, prices firm.

Sugar.—Price is firm at the slight advance of the past week. A fair business. There is some foreign sugar here, but little if any offering from the other side.

Molasses.—A small cargo of Barbadoes here. The last steamer landed a large quantity. There are two grades, choice and fancy; the latter is a new line, being different from the regular run of molasses. So far it has had a splendid sale. A small quantity was imported last year. Porto Rico rather dull, a fair stock of old held, new will be late and high.

Fish.—Just fair business. Frozen fish business about over. Dry fish while high are hardly as firm. Pickled herring very firm at full figures. Smoked herring rather easier. Finnan haddies somewhat dull.

Green Fruits.

Apples are high, for good fruit.

Oranges generally firmer, sales good. Valencias owing to delay in receipts were scarce last week.

Bananas begin to have interest, though while the frost remains there is no large business. It is said that at least for the first part of the season prices will be high.

Lemons rather higher.

Provisions.

In barrel pork there is little offered except clear of different grades. Full prices asked, light sales. Beef is firm but very quiet. Pure lard high, very little Canadian here. In refined compound price is still low, though more firmly held. A good sale. Smoked meats high. In fresh beef market is still dull, prices are low. Nice veal seen, and commands good prices. Mutton steady. Pork is still high.

Mess pork, per bbl	$20 00	$22 00
Clear pork, "	19 00	22 00
Plate beef, "	13 00	14 50
Domestic beef, per lb	0 05	0 07½
Western beef, "	0 08½	0 09
Mutton, "	0 07	0 09
Veal, "	0 08	0 09
Lamb, "	0 08	0 10
Pork, "	0 09	0 10
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 11½	0 12
" " pails, "	0 12	0 12½
Refined lard, tubs	0 08½	0 08¾
" " pails	0 08¾	0 09⅛

Butter.

Best stock rather scarce and there is good fair demand. Poor butter begins to accumulate and prices rather low.

Creamery butter	0 23	0 25
Best dairy butter	0 20	0 22
Good dairy tubs	0 18	0 20
Fair "	0 16	0 18

Eggs.

Supply has been light during the past week and rather better prices obtained.

Eggs, strictly fresh	0 20	0 25
Eggs, fresh	0 18	0 20
" case stock	0 16	0 18

Cheese.

Market about bare, prices are high. For export very large cheese usually used. Your correspondent notices a demand on the other side for smaller cheese.

Cheese per lb	0 14	0 14½

N.S. Markets.

Halifax, March 21, 1906.

The grocery trade is a little on the dull side, the changeable weather conditions having to some extent a detrimental effect on business.

The recent advances before noted in the price of sugar have caused a considerable drop in the sales, though the jobbers in most cases are stocking up, anticipating another advance in the price. All canned goods are now finding a ready sale, beans, peas, tomatoes and corn being most in demand.

Collections are about a good average.

Many of the grocery stores of the city, while the bodies of the late Archbishop O'Brien and Lieut.-Governor Jones were lying in state, draped their windows with black and white and purple and white.

The stock of apples in the valley is being pretty well cleaned up. The Furness liner "St. John City" which has just sailed from here for London, took over four thousand barrels, which will probably be the last large shipment from Halifax this season. Good apples are very scarce on this market. Some Russets and Spys of fair quality are offered, but the price quoted is away above their value. $4.50 is asked for the best of them, and from $3 to $4 for the others. The demand for apples during the Lenten season is always very good. Some of the commission men say that before the season closes the best of the Spys will fetch $5 per barrel.

The best quality of the last shipment of Jamaica oranges are jobbing at $6.50 to $7. The high price is said to be due to the large proportion of the waste. Navel oranges are selling at $4 for all counts.

Lemons are selling at $2.50 to $3, according to the quality.

Grapes are very scarce and are quoted at $6 and $7.

The onions in stock here are of rather poor quality. 2¼c. to 2½c. per pound is the price quoted.

The first strawberries of the season on the market are selling at 40c. to 50c. per box.

Stocks of potatoes are now very wasty and the commission men have to pick them over. Some vessels which were at the wharves all Winter are discharging cargo, some of which is in pretty poor shape. During the mild weather the potatoes heated in the holds and much of the stock rotted. They are selling here at 40 to 50 cents per bushel.

Turnips are quoted at 80c., beets at $1, parsnips at $1.50, and carrots the same.

Butter is in fairly good supply. The farmers continue to send in small lots, which is consumed principally on the local market. Good butter in small tubs finds ready sale at 25 and 26 cents, and the farmers who go about from door to door, find no difficulty in disposing of their stock at these prices. Very little butter is being exported from here this season. The local demand is good, and it is expected that the supply will increase as Spring advances.

The recent cold snap has caused a decrease in the supply of fresh eggs, though the price has not advanced very much, the stocks on hand being fairly large. Fresh eggs can be bought here from 18 to 25 cents, the vendors in the green market on Saturday asking the latter figure. Their stock is always superior to the general run, and in consequence they usually receive a couple of cents more per dozen than the average jobbing price.

A NEW CANNING FACTORY.

A new canning factory is to be built at Beamsville. The parties interested are E. D. Smith, M.P., Winona, who is already engaged in putting up jams and fruits in heavy syrups in glass, and Thos. Owens, of the Bloomfield Packing Co., Bloomfield, packer of Quaker Brand canned goods.

The factory will be 100 feet by 40 feet with a storehouse about 160x60. A splendid location has been secured on the H., G. & B. line right under the mountain from the top of which excellent water is to be had in abundance. The new factory will confine its operations very largely to tomatoes and fruits.

THE GREAT WEST

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Officers Retail Merchants' Association of Western Canada:

President, J. F. Hunter, Boissevain, Man.; vice-president, R. Bogue, Moose Jaw, Sask.; J. A. McDougal, Edmonton, Alta.; secretary, W. A. Coulson; treasurer, J. D. Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsey, Winnipeg, Man.

Association offices, 53 Scott building, Main Street, Winnipeg.

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A circular letter under date of Feb. 24 has been sent by Ira Stratton, secretary of the Manitoba and Northwest Postmasters' Association, to the postmasters of Western Canada urging upon them the necessity of organization and asking their signature to a petition which is to be presented to the Dominion Government on behalf of the postmasters of the Dominion. With all worthy organization movements the Retail Merchants' Association of Western Canada may well sympathize, and no argument will be advanced by the association in opposition to the scheme. But there is one clause in the petition now being signed, to which the merchants of Canada have every reason to object. Clause 11 of the petition is the one referred to. It reads as follows:

"That the Postmasters' Association be allowed to compile a post office directory containing lists of patrons of offices with a view to selling same to mail order firms, and proprietary medicine firms and enterprises."

To this proposal the Retail Merchants' Association of Western Canada is strongly opposed and there is every reason to believe that the matter has only to be brought to the attention of the retail trade through the trade press to elicit from the merchants of the country an expression of disapproval so strong as to prevent the request of the association from being granted. Fortunately the merchants of the west are in a position to speak as an organized body in opposition to this clause through the medium of their association. Last Saturday, Secretary Coulson wrote Ira Stratton, the secretary of the Manitoba and Northwest Postmasters' Association, warning him that the retail merchants of the west are unalterably opposed to the granting of this clause in the petition, and that unless satisfactory assurances are given during the coming week the association will bring the matter at once to the attention of the Government.

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The proposal is simply indefensible and the superb "nerve" of those who make it can best be appreciated when it is remembered that more than 85 per cent. of the postmasters of the west are general storekeepers. To ask these men to sign a petition of this nature is sheer impudence, for the scheme is one that is wholly in the interests of the mail order houses. It is bad enough that the country storekeeper in his capacity of postmaster should be compelled to distribute tons of mail order catalogues every year, but to suggest to him an organized scheme whereby he is part of the machinery to furnish his mail order competitors with lists of his customers is cool effrontery of a sort to excite the admiration of those who can only wonder at Mr. Stratton's nerve.

It happens, however, that the clause is No. 11 on the list and that it is associated with others which are in no way objectionable, and which relate to grievances under which the postmasters suffer. With the other clauses there will be no disagreement, and many country postmasters reading the synopsis of the petition hurriedly may attach their signature without noticing clause 11.

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There is no reason why the machinery of the post office department should be placed in this way at the disposal of the mail order houses. To do so would be most unfair to the local dealers, and it is most unlikely that the Dominion Government will assent to this clause, provided the merchants of the country make themselves heard. The Canadian Grocer will welcome communications on this subject.

• • •

Secretary Coulson was in Stonewall on Friday of last week organizing the Stonewall section, which includes the town of Balmoral. At a meeting of the dealers in this section it was agreed to sell all 10-cent packages and plugs of tobacco at 10 cents straight and to regulate the price paid for eggs according to advices received from Winnipeg.

Next week Secretary Coulson will go west to complete the organization of a number of sections, and notices are being sent to merchants to attend meetings at various points. The meetings for which notice has been given are as follows:

Souris, March 26; Brandon, March 27; Indian Head, March 28; Balgonie, March 29; Regina, March 30; Moose Jaw, April 2; Weyburn, April 3; Fillmore, April 5; Esterhazy, April 10, and Balcarres, April 12.

The Esterhazy section is to include the towns of Esterhazy, Wellwyn, Rocanville, Tantallon, Hazelcliffe, Stockholm, Dubuc, Grayson, Killaley, and Neudorf. In this section there are 21 merchants who already are members of the association.

The Balcarres section includes the towns of Balcarres, Lipton, Abernethy, Cupar, Earl Grey, Lemberg, Dysart, Southey, Bulyea, and Strassburg. In this section there are now 26 members.

The Moose Jaw section includes Moose Jaw, Belle Plain, Caron and Mortlach. The membership is 16.

The Balgonie section, which includes Balgonie and Pilot Butte, has 10 members.

The Souris section, which includes Souris and Carroll, has 9 members.

The Indian Head section has not yet been organized at all, but Mr. Coulson has been invited to address the Board of Trade with the object of forming a local section.

The Weyburn section has 28 members from the following towns: Weyburn, Hitchcock, Macoun, Midale, Halkute, McTaggart, Lang, Milestone, Wilcox, Rouleau, Drinkwater and Yellowgrass.

The Fillmore section has 20 members from the following towns: Fillmore, Sedley, Francis, Tyvan, Osage, Creelman, Heward and Stoughton.

The Regina dealers, like those in Indian Head, have not yet been secured as members of the Retail Merchants' Association of Western Canada. They have, however, their own local association and it is expected that, as a result of Mr. Coulson's visit, this organization will be annexed by the larger body. It is proposed to include Pense in the Regina section.

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At the Eterhazy and Balcarres meetings, Mr. Coulson will have the assistance of W. C. Paynter, one of the leading members of the association. Dealers have been anxious to have their own sections thoroughly organized in time for the Spring produce trade, and it is to be hoped that there will be a large attendance at these meetings in order that the organization may be perfected.

The practical pecuniary benefits from these meetings of local sections are much larger than those secured from the annual and semi-annual meetings in Winnipeg.

NEW CHILLIWACK STORE.

Carl Grossman, lately manager of Ashwell's grocery in Chilliwack, B.C., has bought the crockery business and store of T. B. Henderson in that town and has opened a general store business. The building is being entirely remodeled. A plate glass front is being installed, giving a 12-foot display window which will give Mr. Grossman an opportunity of making some excellent window displays. The store is being fitted up with modern counters and shelving of the new owner's own design, and Chilliwack will have one of the best equipped stores on the coast.

NEW BROKERAGE FIRM.

A strong brokerage and commission firm known as the Dominion Brokerage Co., Limited, has been organized in Calgary and it commenced business the first of the month. The officers of the company are F. G. Dawson, president; J. G. Edgar, vice-president, and R. C. Johnston, secretary-treasurer. For the last two years Mr. Dawson has been manager of the Calgary branch of Campbell Bros. & Wilson, and he has a good connection among the trade. Mr. Edgar has been a resident of Calgary for several years and has held the position of manager for the Hudson's Bay Co. in that city. Mr. Johnston has been a partner in the big brokerage firm of Nicholson, Bain & Johnston, Winnipeg and Calgary, and he is well connected among the trade, having been one of the first merchandise brokers in Calgary. In Calgary the new firm has a large track warehouse on Ninth avenue west, and good storage facilities will be provided their patrons. Offices have been secured in the Sharples block over the Northern bank. Offices are also being opened in Edmonton, where the business will be in charge of Mr. Edgar. The new firm have taken over the agencies of Hull & Sharpe, Calgary, and therefore commence business as representatives of several good firms. The capital is $20,000.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, March 22, 1906.)

ABBREVIATED MARKET NOTES FOR CURRENT WEEK

Evaporated Apples—Advanced ¼c. per lb.
Tapioca—Advanced ½c. per lb.
Peanuts—Advanced ¼c. per lb.
Green Rio Coffee—Advanced ¼c. per lb.
Cheese—Advanced 1c. per lb.

A steady and active market is reported this week by local jobbers. Business continues very brisk and prices are being firmly maintained with a tendency to further advances in several lines.

Canned Goods—There are no changes to report this week and we quote again as follows:

FRUITS.

	Group No. 1.	Groups No. 1 & 2.
Apples—		
gallons, per doz.	3 10	3 05
3-lb. "	2 49	2 44
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Lawtonberries—		
" "	3 83	3 78
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 25
2's, whole, " "		3 75
2½'s, whole, " "		4 50
2's, grated, " "		4 50
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries—		
new "	4 00	4 25

VEGETABLES.

Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 53	1 48
(No. 3) 2's "	1 68	1 63
Succotash—		
2's "	2 63	2 58
Tomatoes—		
All groups, per case		2 60
Salmon, Fraser River sockeye, per case		6 25
" Skeena River, " "		6 00
" River's Inlet, " "		5 90
" Red Spring, " "		5 75
" humpback, "		3 75
" cohoes, "		4 85
" Clover Leaf, Fall delivery, 1 to 4 cases		6 30
" " " 5 to 9 cases		6 20
Pork and beans (V.C.P. Co.), 1's, per doz.		1 25
" " 2's, "		1 90
" " 3's, "		2 60
Clark's 1 lb. plain, per case		2 10
" 2 " " "		1 80
" 3 " " "		2 20
" 1 " tomato sauce, per case		2 30
" 2 " " "		1 85
" 3 " " "		2 40
" 1 " Chili "		2 30
" 2 " " "		1 95
" 3 " " "		2 40
Soups (Van Camp's), per doz.		1 25
Canned chicken (Man. Can. Co.) per doz.		3 25
" turkey " "		3 25
" chicken (Aylmer), per doz		3 30
" (Delhi), "		3 20
" turkey (Aylmer)		3 30
" (Delhi)		3 20
" duck (Aylmer)		3 30
" (Delhi)		3 20
Corned beef 2's "		2 75
" " 1's "		1 55
Roast beef (Man. Can. Co.), 2's, per doz		2 65
" (Clark's), 1's, per doz		1 50
" " 2's, "		2 65
Potted meats, ½'s, per doz.		0 55
Veal loaf (Libbey's), ½ lb., per doz.		1 25
" " 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 50
Luncheon tongue (Clark's), 1's, "		3 45
" (Aylmer), 1's, "		3 00
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.		1 80
" " " 1-lb. tins, "		3 10
" " 1-lb. glass, "		3 35
Chipped " " ½-lb. tins, "		1 45
" " " 1-lb. tins, "		2 50
" " " 1-lb. glass, "		3 05
Sliced bacon, " 1-lb. tins, "		3 10
" " 1-lb glass, "		3 25
Corned beef (Clark's), 1-lb. tins, per doz.		1 50
" " 2-lb. " "		2 65
Lobsters (new), ½-lb. flats, per 8-doz. case		16 00
" " ½ lb. talls, per 4-doz. case		10 25
" " 1-lb. talls, " "		14 50

Sugar—No change since the advance noted last week. Prices are as follows, f.o.b., Winnipeg:

Montreal granulated, in bbls.	4 85
" " in sacks	4 80
" yellow, in bbls.	4 45
" " in sacks	4 40
Wallaceburg, in bbls.	4 75
" in sacks	4 70
Berlin, granulated in bbls	4 75
" " sacks	4 70
Icing sugar in bbls.	5 45
" " in boxes	5 65
" " in small quantities	6 05
Powdered sugar, in bbls.	5 25
" " in boxes	5 45
" " in small quantities	5 70
Lump, hard, in bbls.	5 55
" " in ½-bbls.	5 65
" " in 100-lb cases	5 55
Raw sugar	4 50

Syrups and Molasses—Recent advances are being firmly maintained. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ½ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
" Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per lb.	0 04
New Orleans molasses in ½-bbls, per lb.	0 02½
" in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ "	0 33
" 5 gal. bats., each	2 25

Coffee—Green Rios are quoted now at 10 1-2c. to 11c. per lb. and ground roasted Rios are quoted now at 16c. per lb. The market is firmer. We quote:

Whole green Rio, per lb.	0 10½ 0 11
" roasted " per lb.	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

Foreign Dried Fruits—No changes since the revision noted last week. Prices continue as follows:

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 35 1 50
" " selected	1 60 1 75
" " layers	1 70 1 85
California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 09
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 10½
" " fancy seeded, 1-lb. packages, per package	0 11
Prunes, 90-100 per lb.	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 08½
" choice silver, per lb.	0 10½
" silver, per lb.	0 08½
Currants, uncleaned, loose pack, per lb.	0 05½
" dry cleaned, Filiatras, per lb.	0 06
" wet cleaned, per lb.	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb.	0 05½
Figs, cooking in taps and sacks	0 05½
" " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb.	0 13½
Apricots, standard in 25-lb. boxes, per lb.	0 12½
Peaches, choice, per lb.	0 13½
" standard "	0 12½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb.	0 11
Nectarines, choice	0 12

Candied Peels—

Lemon, per lb.	0 11
Orange "	0 11½
Citron "	0 18
Mixed, in 1-lb drums per doz.	2 30

Nuts—Peanuts are quoted now at 10 1-4c. per lb.; a slight advance. Jumbos are selling at 12 1-2c. We quote:

Almonds, per lb.	0 12½
" (shelled), per lb.	0 28
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 30
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 15

Spices—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb.	0 18
" white, " 5 "	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb.	0 20

Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, in 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz.	0 75

Rice, Tapioca and Sago—Tapioca has again been advanced and dealers who stocked up some time ago have reason to congratulate themselves on their luck or their good judgment. The price now ranges from 7 1-4c. to 7 1-2c. per lb., according to quantity bought. We quote:

Japan rice, per lb., cwt. lots	0 05⅝
" " 50-lb. lots	0 05¾
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	7 25 7 50
Sago, per lb.	0 04½

Pot and Pearl Barley.

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

Evaporated and Dried Apples—Evaporated apples have been advanced again and the latest quotations are 12c. per lb. in 50-lb. boxes and 12 1-2c. per lb. in 25-lb. boxes. Dried apples in 50-lb. boxes are quoted at 9 1-4c. per lb.

Beans—New white beans are still quoted at $2.05 per bushel.

Honey—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case.	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60 lb. tins, per lb	0 10

Sauces—

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

Buckwheat — Quoted as before at $1.70 per half sack.

Breakfast Cereals—

Rolled Oats, 80-lb. sacks, per cwt	2 15
40-lb. " "	2 20
20-lb. " "	2 25
8-lb. " "	2 55
Cornmeal, in sacks	1 70

Fish and Oysters—Holland herrings have been advanced again. We quote:

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 12½
Red Snapper	0 15
B C. Salmon	0 03
Halibut	0 08½
White fish, per lb	0 07
Pickerel	0 05½
Jackfish	0 03½
Finnan haddie	0 07½
" Halifax " brand salt cod, fish cakes 24-1's	0 07½
" Acadia " " " " 2-1's	0 18
" Bluenose " " " " 20-1's	0 07
" Acadia " " 2-lb. boxes	0 10
" " 4-lb. boxes	0 10
" " shredded, 24 cartoons, per bx	1 80
" " " bulk, in 15-lb. bxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb	4 00
" per 2½-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45½
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gal	2 25
Standards, per gallon	2 00
Ho land herrings, in kegs, per keg	0 70 0 72
Herring ½-barrels	4 00
Digbys, chicks, per box	0 17

Maple Syrup

JUST MAPLE SYRUP THAT'S ALL

Pure Tested Maple Syrup only is sold under **Small's brand.** When customer asks for tin of **Maple Syrup** it's nice to be able to produce same, and particularly a world-renowned brand.

Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark syrup in the British Empire. 2nd—Small's Brand has been awarded with but one exception all Gold and Silver Medals ever offered in Canada, and many from abroad.

You certainly have a first-class line.—WOOD & STEVENS, New York.

Is superior to anything I have seen on the market.—H. MOCKFORD. London, Eng.

All Jobbers.

Product of THE CANADA MAPLE EXCHANGE MONTREAL

(ESTABLISHED IN 1842)

Just One Word to the Wise

Ex S/S. BEIRA (from Colombo) via Boston

400 HALF-CHESTS TEA

Ceylon Green Owl Chop

Green and Black (packages) ½ lb. and 1 lb.

THE KIND THAT SELLS

Ask for Samples. Compare Prices.

L. CHAPUT, FILS & CIE

Wholesale Grocers and Importers of Teas, Wines and Liquors

MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS

GROCERY BROKERAGE—Young man would purchase outright or an interest in established concern with good connection. Apply, Box 110, THE CANADIAN GROCER, Toronto. [12]

SITUATIONS VACANT.

WANTED—A respectable honest, live representative, thoroughly familiar with all the Nova Scotian apple growers and shippers along the D. A. route to drum up consignments during next (1906-7) season for large European markets and British provincial towns. Reply, "Hustler," London office CANADIAN GROCER, 88 Fleet street.

AGENCIES WANTED.

VANCOUVER firm of manufacturers' agents is open for a few good lines; highest references. Box 119, Vancouver. [15]

ARE YOU
GETTING YOUR SHARE
of the
LARGE BUSINESS
OFFERING in ALBERTA?
IF NOT Write us. Secure our services.
Excellent Storage Accommodation. Correspondence Solicited.
NICHOLSON & BAIN
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.

Sawyer's
50 Years the People's Choice.
CRYSTAL
See that Top
Blue.

For the Laundry.
DOUBLE STRENGTH.
Sold in Sifting Top Boxes
Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.
It goes twice as far as other Blues.
Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.
M. F. EAGAR & SON, Wholesale Agents
HALIFAX, Nova Scotia

INTEREST IN N. S. PRODUCTS.

Writing from Dublin to Mr. G. De Wolfe, of Kentville, N.S., J. H. Sheridan says:

"This season we had an unusually large sale of dried fruits, raisins, currants and figs, and as I carry a considerable quantity of these fruits in season my time was fully occupied in looking after them.

"I was much interested in the report of the last conference of your association of fruit growers. As mentioned before, I believe it would be far more satisfactory to your growers to arrange to do direct business with the principal markets in Ireland, Dublin, Belfast and Cork. The two former would be the principal places. I have endeavored to interest some of your people in these markets but up to the present without success.

"So far this season good prices are being obtained for Canadian packs here, most of it coming via Liverpool. For this time of the year there is also a good supply of Oregon boxed fruit. These apples generally realize from 10s. to 15s. per box.

"I intend again taking up the matter of direct business with some of the N. S. growers for the coming season, and hope to be able to show them that it would be to their advantage to supply this market independently of the others."

COMPANIES INCORPORATED.

Provincial charter has been granted to Queen City Produce Company, Limited, to manufacture, buy, sell and deal in all kinds of farm, dairy, garden and orchard products. The share capital of the company to be forty thousand dollars divided into eight hundred shares of fifty dollars each, of which four hundred shares to be preference shares; the head office of the company to be at the city of Toronto, and the provisional directors of the company to be William Munns, William Galbraith and Allan Alfred Laurier.

Provincial charter has been granted to Heyes Brothers, Limited, to import, manufacture, buy, sell and deal and act as agents for the sale of druggists' and tobacconists' sundries, fancy goods, notions, cigars, cigarettes, tobaccos, and other kinds of goods capable of being profitably handled in connection therewith. The share capital of the company to be forty thousand dollars divided into eight hundred shares of fifty dollars each, the head office of the company to be at the city of Toronto, and the provisional directors of the company to be Clarence David Gourlie, Vera Dumbrelle Heyes, Leigh Clow Todd, Joseph Edward Riley, and Alfred Bicknell.

BUSINESS NOTES.

The Northern Bank has opened a branch at Somerset, Man.

Bank of Hamilton has opened branches at Edmonton and Nanton, Alta., and Snowflake and Somerset, Man.

Buffalo Lake Trading Co., general merchants, Lamerton, Alta., J. C. Edminson, deceased.

Chas. H. Reid, general merchant, North Augusta, Ont., loss by fire.

Mrs. Matilda Ballard, grocer, boots and shoes, Clinton, Ont., stock damaged by smoke, etc.

YOU CANNOT GIVE YOUR CUSTOMERS "STALE" EGGS AND EXPECT TO BUILD UP an EGG BUSINESS.

Neither can you give your Customers "stale" roasted Coffees and expect to build up a Coffee trade.

Ever tried
Gold Standard Coffees?

Fresh Roasted,
Fresh Packed,
Rich in Flavor, Aroma and Strength.

Just what you order,
Just when you order it,
Just the price we quote you.

OUR COFFEES ARE FROM THREE TO FOUR WEEKS FRESHER THAN EASTERN ROASTED COFFEES.

A post card will bring samples and prices.

The Codville-Georgeson Co.
Limited
Winnipeg, Man.

EASTERN MANUFACTURERS AND SHIPPERS
Keep in touch with the
WINNIPEG TRADE
We sell all lines handled by the
Wholesale Grocers
Write or wire us your offerings
NICHOLSON & BAIN, WINNIPEG,
Wholesale Brokers and Commission Merchants.
Established 1882
First-class storage for all kinds of goods

Mild Cured Hams
Choice Breakfast Bacon
Long Clear Bacon
Pure Lard

We are offering exceptionally good value in above lines, at present time.

Canned Meats

Drop us a line for Price List.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

CHEESE

Stocks are getting low; prices will be no lower. We still have some choice Septembers.

BUTTER

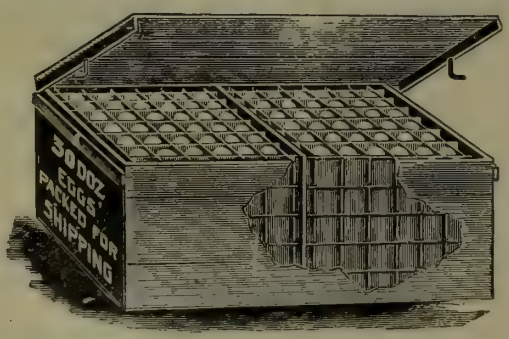
Demand is good ; prices firm. If you have any to sell, we can buy it. If you want to buy, we shall be pleased to have your inquiries.

EGGS

Plentiful, and reasonable in price. Order now.

F. W. FEARMAN CO., LIMITED
HAMILTON

EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.
These can be obtained from
The Miller Bros. Co., L't'd
Manufacturers of Egg Case Fillers
30-38 DOWD STREET
MONTREAL
Board Mills and Filler Factory at GLEN MILLER, ONT.

The
J. A. McLEAN PRODUCE CO.
Limited

Exporters and Wholesale Dealers
Butter, Eggs and Cheese
100,000 Cubic Feet Cold Storage (Lynde British) on Our Premises
73-75-77 Colborne Street
TORONTO

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market has gained further strength since our last report. Cables from British markets have been steadily advanced in prices and goods unsold in Canada have dwindled down in quantity so that there is not much left.

There is still a fair quantity of cheese here in store, sold, but not shipped out, however. The most liberal estimates of the entire stocks of cheese in all Canada do not place the figures above 40,000 boxes. This, with the light stocks in Great Britain, may be called insufficient for the natural demand to be expected before new goods can come on the market.

Butter, under certain conditions, will absorb water like a sponge, and as the percentage of water in butter in Great Britain is limited to 16 per cent., anything above this is considered and treated as adulterated butter, but the greed of gain will tempt people to take chances and recently a number of prosecutions were reported from the U. K. At least in one case the analyst found a sample of butter containing 50 per cent. of water, and in many cases 25 to 35 per cent. of water was found in butter which was offered in retail shops to the consumers as "pure butter."

Bulletin No. 8, issued by the Department of Agriculture at Ottawa, deals with the water-content of butter. This pamphlet is published by direction of the Hon. Sidney A. Fisher, Minister of Agriculture, and compounded by Frank T. Shutt, M.A., F.I.C., chemist Dominion Experimental Farms, with the assistance of Mr. C. F. Whitley, B.S.A., and Mr. A. T. Charron, M.A.

According to this bulletin water is a normal constituent of butter. Butter fat, pure and simple, could never become an article of diet: it would be unpalatable and disagreeable, and also—a matter of considerable importance—it would be uninviting in appearance.

Further, butter without salt or other preservative could not be held good for any length of time at ordinary temperatures. These preservatives do not dissolve in butter fat mechanically. Mixed with pure butter fat they could not act in keeping the butter. It is these saline materials in solution (brine) that preserve the butter. The keeping qualities of butter, therefore, are in a certain sense dependent upon the water content.

There is also, no doubt, a relationship between "body" or texture and water content. There are no data, unfortunately, that can be presented to prove this point, or rather to show the exact proportion of water that should be present for the best results, but of this fact there is ample evidence—that an excessive amount of water, no matter how well incorporated, tends to destroy this desirable property, and this is especially true when obtained by means of a high churning or washing temperature.

Quality in butter includes flavor, body or texture, appearance and similar attributes. It is a comprehensive term and may be said to result from several causes, beginning with the nature of the feed the cow receives and ending with the various details of fermentation of the cream and manufacture of the butter. Nevertheless the probabilities are that in controlling the water content we have at least one means of controlling the quality of butter, and this, apart from "keeping quality," a distinct property from quality as usually understood, and one which undoubtedly is injuriously affected by a high water content. For quality, as judged immediately after the butter is made, much depends upon the thorough incorporation of the water and the temperatures at which it is incorporated, but it is very doubtful if there is not in all cases a distinct falling off in value when the water exceeds 41 per cent., no matter how skilfully the butter is made.

Though, as we have seen, water is a necessary and legitimate constituent of butter, there is no recognized normal water content, unless one so regards the legal limits fixed in some countries as, for instance, 16 per cent. in Canada as a maximum. As butter comes from the churn, and before working, it may contain between 16 per cent. and 22 per cent. After working and draining, unless the conditions are exceedingly abnormal, it may contain between 7 per cent. and 16 per cent., according to certain factors.

According to the consensus of European authorities, well-made butter of the best quality should not contain more than 15 per cent. water, and as far as we can gather most experts favor a water content between 13 per cent. and 14 per cent. In this latter deduction the analytical data of butters made in England, Denmark, Sweden, Holland and other European countries, have been consulted.

It has been stated that water is a necessary and legitimate constituent of butter; nevertheless when present in excessive or unusual amounts it is accounted an adulterant. Water, in undue proportions, results from fraud or lack of skill in the manufacture of the butter, but in either case the butter so characterized is held to be adulterated. As we have already stated, the legal limit of water content in Canada is 16 per cent. It is, therefore, evident that as regards the desirability or possibility of making butter in Canada having a moisture content of 16 per cent. or over, there is no room for discussion. But we go further than this and say that it would be highly injudicious to approach this percentage.

Two years ago a large number of samples of creamery butter made in various parts of the Dominion were submitted to analysis, and it was found that this butter contained an average of 12.3 per cent. water. This may be considered from all points of view a very satisfactory amount, though very possibly it might be brought up to 13.5 per cent. without injury to the butter. A higher percentage would mean a larger "overrun," which, of course, implies a larger return, but the probabilities are that the benefit would not be a lasting one, for the quality of the butter would suffer and the butter trade—and particularly the export trade—would be correspondingly injured. It seems undesirable, therefore, we believe, to adopt any modification in manufacture that would result in a butter with a water content above 13.5 per cent. As an illustration of the relation between keeping quality and water content, we may instance the New Zealand butter. This butter is in excellent repute in the British markets, and the analysis of a number of samples made last year gave an average water content of 10.59 per cent.

This is a matter which is receiving considerable attention at the present time and we, consequently, take this opportunity of impressing upon those in authority in Canadian creameries that it would be extremely unwise for a present benefit to hazard the loss of our reputation. We can make first-class butter with good keeping qualities, and the output from the majority of our creameries is, and has been, of this character. Any deviation in the direction of a butter containing more water would, as we have said, lead eventually to loss and possible injury to the butter industry that it would take years to recover from.

THE PROVISION SITUATION.

There is little of interest to note in the provision situation. Montreal reports steady local trade with very active inquiries for bacon. In Maritime Provinces trade keeps well to the front, with offerings reported as scarce and prices well maintained.

The situation with regard to hogs shows no improvement, the farmers' supplies at all points being sadly deficient of packers' requirements. At the present time, no doubt, the severe weather accounts somewhat for the sudden decrease in supplies, owing to difficulties of transport. There is little doubt, however, but that it will be some good while before supplies are anywhere near requirements.

The English markets have been inquirers for Canadian bacon, but prices do not move upward, although the growing approval of Canadian provisions is everywhere apparent.

There has been no change in prices of live hogs; packers are prepared to continue present high values in order to secure supplies, whilst at the same time it is evident that quality does not warrant them.

A note of the remarks in a recent report of Commercial Agent P. B. Mac-

Namara, of Manchester, England, is interesting. He writes :

"The action of the Government in prohibiting the importation of American hogs into Canada, has met with general approval by the provision trade handling Canadian bacon on this side. Notwithstanding the care taken by the Canadian curers, to differentiate the American line from the genuine Canadian bacon, produced from the well fed and shapely Canadian pea-fed hog, yet in the distribution of cured meats on the English market this distinction is not always maintained, and the retail trade on this side frequently buy the spurious Canadian article, not knowing that it is only Yankee bacon packed as if it were Canadian, thereby assuming a virtue it does not possess. Canadian bacon is so much appreciated for its excellent qualities and stands so high in the opinion of the English consumer, it would be a thousand pities if its reputation should be marred by substituting inferior hogs, which the American swine undisputably are.

"The prices realized for Canadian bacon so far this year are certainly not commensurate with the high cost prices of Canadian hogs. This unfortunate unprofitable condition of things is not confined to Canadian curers, but is typical of the curing trade generally. Irish and Danish curers are alike sustaining heavy losses. There is every indication at the time of writing of a change in the situation, as the values of all kinds of cured meats are clearly appreciating."

OUR LONDON LETTER.

(By Our Own Correspondent.)

The past week has been one of greater activity on the London produce markets, and sales have proved somewhat more profitable to sellers, taken altogether.

The demand for both Australian and New Zealand butter has been good, but unfortunately arrivals have been very heavy during the past few days, and some holders, in order to force matters, have given way in their prices. No less than 124,902 boxes were received, and there can be no doubt that some of this will have to be held over until next week, when receipts will probably be about a third less. Owing to its scarcity, unsalted butter is showing a difference of something like 5 or 6 shillings over salted, the price for the latter being 100 to 102 shillings for choicest, and 94 to 98 shillings for finest Australian. Quotations for New Zealand butter are several shillings higher, which is fully justified by the quality. Of course, the Australian season is now moving towards its close, while for New Zealand it is in its prime. It will not be long now before the Canadian season will be round again.

There has been a brisk demand for Canadian and New Zealand cheese this week, and transactions have been in favor of the seller at an advanced price of 1 shilling per cwt. For Canadian choicest 65 to 66 shillings are being realized ; for finest, 63 to 64 shillings. New Zealand supplies, particularly of the lower grade, are being fast consumed.

Stocks of Canadian cheese held for importers at the Surrey Commercial Docks now stand at 71,064 boxes. Of course, the agents have at their own local storehouses a few more thousand boxes, but at the same time it is evident that the demand is gradually getting the better of supply, receipts being on a somewhat limited scale.

During the past few days there has been a great deal of discussion one way and another as to the desirability of removing the embargo on Canadian cattle entering Britain. This subject was dealt with at some length in this column of The Canadian Grocer of August 4 and 11 last.

A short while back Earl Carrington, Mr. Fellowes' successor as president of the Board of Agriculture, advised those interested that he could not depart from his predecessor's decision that it was not desirable to remove the embargo. But the opponents of the obnoxious ruling have not lost heart. Although Earl Carrington received yet another deputation on this subject on the 5th March, without satisfactory result, Mr. Cairns, M.P., who is putting up a strong fight for the removal of the embargo, has made out a Parliamentary memorandum to ask Sir E. Strachey, as representing Earl Carrington, whether he will furnish a return of the number and kind of diseases reported in cattle imported from the Dominion of Canada from 1896 to the present time, and whether he can furnish the returns of the Dominion Government as to the same diseases in the herds of Canada.

It is well known that there is no disease in Canadian cattle to justify the retention of the embargo, but evidently Mr. Cairns is bent upon forcing this admission from the Board of Agriculture. That the measure is really a protective one, retained in favor of Irish farmers, is made evident by the fact that Mr. T. W. Russell and Mr. Glendinning had an interview with Earl Carrington quite recently, whereat they put up argument to the effect that the abolition of the embargo would spell ruin to Irish farmers and "prevent many of them, who have purchased their holdings, from paying up their instalments of the purchase money."

This is not the only occasion on which Greater Britain has had to suffer for Ireland's benefit. It might be said that in many districts of Scotland and in some portions of England whole crops of turnips have been absolutely wasted, because there are not sufficient cattle to consume them. Moreover, it is well known that of late years there has been a considerable falling off in the export of cattle, owing to a shortage of some 200,000 carcases. The reason is that the British master-farmer is, by the embargo, deprived of what might be termed his raw material. If he could import live Canadian stores for fattening purposes, he would not only make good his falling export business, but also give work to a very considerable body of men.

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

The provision market is steady and demand is fair. Inquiries for lard are very good. Bacon is being asked for extensively. The hog market is unchanged at $9.75 to $10 for abattoir dressed. Country dressed hogs are still very scarce.

Lard, pure tierces	....	0 11½
" 56-lb. tubs	....	0 11½
" 20-lb. pails, wood (10½)	....	0 11½
" cases, 10-lb. tins, 60 lbs. in case		0 11½
" " 5-lb. "	....	0 11½
" " 3-lb. "	....	0 11½
Lard, Boar's Head brand, tierces, per lb...	....	0 07½
" " ½-tierces, per lb	....	0 08½
" " 50-lb. fancy tubs	....	0 08½
Cases, 20 3-lb. tins, per lb	....	0 08½
" 12 5-lb. tins "	....	0 08½
" 6 10-lb. tins "	....	0 08½
20-lb. wood pails, each	....	1 68
20-lb. tin pails, each	....	1 58
Wood net, tin gross weight—		
Canadian short cut mess pork	....	$20 00
American short cut clear	19 00	20 00
American fat back	19 00	21 00
Breakfast bacon, per lb	....	0 15
Hams	0 13½	0 14
Extra plate beef, per bbl	11 50	12 00

Butter.

The butter market is very weak and prices are a little easier. Very few packages of new stock have arrived so far. Prices all around are a little lower than last week.

Choice creamery	0 22	0 22½
Good to fine creamery	0 20½	0 22
Western dairy	0 18½	0 19½
Manitoba dairy	....	0 17½
Fresh dairy tubs	0 19½	0 20
Fresh rolls	0 18½	0 20

Cheese.

The local stocks of cheese are pretty well cleared up. What there is, is calling for 13½c. and in some cases 14c. The average price is, however, 13½c. and in some cases dealers are selling at a quarter of a cent lower than this figure. The market on the other side, according to the latest cables, is firmer. Quotations are, colored 67s. and white 63s. 6d.

Eggs.

The egg market is firm in tone. There is a scarcity of new laid stock at present owing to the temporary cold spell. Held eggs are off the market. Most arrivals now are by freight, although some cases are still coming in by express. New laid eggs are quoted from 17c. to 17½c.

TORONTO.

Provisions.

Advances in prices of fresh beef, fresh pork and lard are the features of this week's provision market. The increased firmness in lard results from the limited operations of packers. Beef is said to be scarce ; at any rate the wholesalers are quoting from 50c to $1 a hundred higher. Pork is quoted 25c. higher for street lots. There are no car lots. Prices for cured meats are unchanged. The packers have not again advanced prices for live hogs and are still quoting $6.65 f.o.b. in the country. Receipts are light this week but are expected to be heavier next. Prices for pork products now average about 18 per cent. higher than a year ago.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	....	0 14
Roll bacon, per lb	0 11	0 12
Small hams, per lb	....	0 13½
Medium hams, per lb	....	0 13
Large hams per lb	....	0 12½
Shoulder hams, per lb	....	0 10½
Backs, per lb	....	0 16
Heavy mess pork, per bbl	18 00	20 00
Short cut, per bbl	21 50	22 00
Shoulder mess pork, per bbl	14 50	15 00
Lard, tierces, per lb	0 10½	0 10½
" tubs "	0 11	0 11½
" pails "	0 11½	0 11½
" compounds, per lb	0 07½	0 08
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	8 00	9 25
" front quarters	5 00	6 00
" choice carcases	7 00	8 00
" common	5 50	6 50
Mutton	0 08	0 10
Yearling lamb	0 12	0 13
Veal	....	0 10
Hogs, street lots	9 00	9 50

Butter.

The butter market remains firm with quality none too good and prices practically unchanged. Choice dairy rolls

are a cent higher, but the real thing is very scarce. Trade is fair, but there is no great rush of material.

	Per lb.	
Creamery prints	0 26	0 27
" solids, fresh	0 22	0 24
Dairy prints, choice	0 21	0 22
" ordinary	0 18	0 19
" in tubs	....	0 18
" large rolls, good	0 19	0 20
" large rolls, ordinary	0 17	0 18

Cheese.

The market is firm at last week's quotations.

	Per lb.	
Cheese, large	0 13½	0 14
" twins	0 14	0 14½

Eggs.

Supplies are liberal and the demand good. Top prices are a cent off from last week, though some commission men claim to be getting 18c.

New laid eggs, per doz. (nominal)	0 16	0 18
Storage and pickled	0 12	0 14

WINNIPEG.

Butter.

Prices are about the same as last week for creamery butter, the tendency being easier although there are no quotable changes.

Finest fresh creamery, in 56-lb. boxes		0 23
" " in 28-lb. boxes		0 23
" " in 14-lb. boxes		0 23
" " in 1-lb. bricks (eastern)		0 27
" " " (western)	0 23	0 25

Local produce houses are paying from 12c. to 15c. per lb. for dairy butter, according to quality.

Lard.

Tierce basis, per lb	0 11
Small packages take the following advance :	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 8 1-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

Cheese.

Price advanced 1c. as follows :

Finest Ontario, large	0 15
" Manitoba, large	0 14½
" " twins	0 15
" " small	0 15

Cured Meats.

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15½
Bacon, " " "	0 18
Backs, " " "	0 15
Picnic, " " "	0 09½
Hams, sugar cured, assorted sizes	0 14½
" heavy, 20 to 30	0 13½
Picnic, " assorted sizes	0 10
Shoulders, "	0 10
Bacon, " breakfast bellies	0 15
" " breakfast backs	0 15
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 14
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 11½
" " " smoked	0 12½
" " " boneless backs	0 12½
Shoulders " "	....

BARREL PORK.

Heavy mess pork, boneless, per bbl	17 00
" " " per ½ bbl	9 25
Standard mess pork, per bbl	16 50
" " " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 03½
" hooks, " "				0 04

A small fire occurred in the grocery shop of A. Boucher, corner Dominion and Richelieu streets, Montreal, on Monday night, March 12. Loss to the extent of $300 was sustained, but it is covered by insurance.

Successful Grocers

are finding it pays to handle only The Best when it comes to Food Supplies.

Clark's Sliced Smoked Beef

has an established reputation, due to its superior quality, and can be relied upon to win trade

No "ifs" or "ands"—Nothing But Hard Facts

Nicholson's Mince Meat

will yield you more profit than "other kinds," will sell quicker, will give more satisfaction, will beget steady trade. What more could a Grocer ask? Are these five lines on your shelves :

N. & B. JELLY POWDER — N. & B. ICING POWDER
N. & B PUDDINE — N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK
9 Jarvis St., TORONTO, ONT.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

AGENTS WANTED

We want the Calfskins, Hides, Sheep Pelts, Tallow Bones, etc., collected in your vicinity.

Can't you arrange to purchase these goods for us this spring? We will furnish the cash with which to buy; we will also furnish tags, advice sheets, taking off directions, cloth posters to enable you to advertise the business, etc., etc.

We pay highest cash prices and keep our customers thoroughly posted on the condition of the market and pay the freight.

To any one writing us and mentioning this paper, we will mail full particulars.- Address,
CARROLL S. PAGE, Hyde Park, Vt.

SAUSAGE

Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

White Spruce
BUTTER TUBS
10-20-30-50 lb.
EGG CASES AND FILLERS

Order now, for delivery later,

it will **Pay You**

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

WALTER WOODS & CO.
Hamilton and Winnipeg.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

FLOUR AND CEREAL FOODS

The conditions reported at the several centres of wheat supply are somewhat discouraging. The sharp drop in prices referred to in our last issue has naturally made itself felt very materially. The fall in values was undoubtedly due to the realization that the universal stock of grain was very heavy.

* * *

At the end of February there were nearly twenty-one million bushels of wheat in store in Canada, contrasted with only about thirteen million bushels at the corresponding period of the previous year. This estimate only provides for the stocks of wheat at principal points throughout the Dominion, and does not include the wheat held in farmers' hands, which is known to be considerable.

* * *

A similar condition exists in the United States, farmers there having been financially strong enough to carry large quantities over from the last crop season. It is estimated that the world's stocks at the beginning of this month totalled 208,704,000 bushels, which is a matter of twenty-six million bushels in excess of the previous year's figures.

* * *

The supplies in this country and the United States alone were 112,000,000 bushels at the commencement of this month, a decrease of eight million bushels when compared with February of this year, a perfectly natural contraction, but an increase of twenty-seven million bushels over the same period last year.

* * *

European stocks have shown heavy increases over last year's holdings, and there is altogether a very fair outlook for the continuance of the present low quotations in the wheat market.

* * *

The export flour trade has shown better interest. Inquiries which have come to hand have been on lines more approaching the ruling conditions here, consequently business has been more easily negotiated. Some decent sized orders have been secured at prices which show moderate margins for dealers after taking into account the revised freight rates.

* * *

Reports from Maritime Provinces and Quebec speak of flour stocks as light, and point to a likelihood that dealers will be compelled to buy freely shortly, which simply means that the present dullness is only the postponement of demand.

FLOUR MILLS AMALGAMATE.

There is a rumor current that the Lake of the Woods Milling Co. is about to take over the Keewatin Milling Company in its entirety. The latter company has only recently organized, and it has a paid up capital of $1,000,000. The price to be paid for it is said to be something like $1,250,000. The Keewatin Milling Company is at present building a large plant at Keewatin, where are situated also the chief mills of the Lake of the Woods Milling Company. The capacity of the new plant will be 4,000 barrels a day, but should the latter company take it over the daily output would be increased to 7,000 barrels daily.

Should the amalgamation go through the Lake of the Woods Milling Company will be the largest milling company in the British domains.

Another rumor says that the Lake of the Woods people intend to develop extensively the territory about to be opened up by the Grand Trunk Pacific Railway Company.

WORLD'S AVAILABLE WHEAT.

The world's stocks of flour and wheat March 1, as compiled by the Chicago Daily Trade Bulletin, were the largest in more than seven years, being 208,704,000 bushels, as against 181,902,000 bushels a year ago. The increase in February was 4,935,080 bushels, as compared with an increase of 2,140,000 bushels in January, and a decrease of 2,896,000 bushels in February, 1905. American stocks are 112,000,000 bushels, a decrease of 8,000,000 bushels in February, and are 27,000,000 bushels more than last year. European stocks in store and afloat increased 12,842,000 bushels during February, and are 96,554,000 bushels, or 110,000 bushels less than last year.

FLOUR FOR JAPAN SUFFERERS.

In connection with the recent shipment of flour for the relief of famine sufferers in Japan, which was made by the Dominion Government, it is interesting to note the speed and facility with which some of our Canadian manufacturing houses can fill and ship orders on short notice. It is known that the Government gave $25,000 with which to buy the flour. The Ogilvie Flour Milling Co., Limited, received an order for 7,000 barrels, and the Lake of the Woods Milling Co. received an order for a like amount. A western house supplied the rest. The flour was put up in bags of forty-nine pounds each, and in each bag was inserted a package of Royal yeast cakes, manufactured, as everybody knows, by E. W. Gillett Co., Limited, of Toronto. E. W. Gillett Co., Limited, received at 12.15 p.m, an order for four hundred cases of their Roval yeast cakes and the same day the goods were ready for shipment within fifty minutes after the order had been telephoned in, and were shipped on the 1.5 p.m. train for the west. This company further showed their enterprise in having a circular printed in Japanese characters which showed how to obtain best results in bread-making with Royal yeast cakes. A copy of this circular was enclosed in every bag.

All of these orders were received on very short notice, but nevertheless were promptly and satisfactorily filled, proving most surelv that Canada's mercantile houses areshowing themselves fit to rank among the first in the world for promptness and business methods generally.

WINNIPEG'S GRAIN EXCHANGE CLEARING HOUSE.

The second annual meeting of the Winnipeg Grain Exchange Clearing House Association was held on the 15th inst. and was well attended. During the twelve months ending February the total amount of wheat passed through the clearing house was 176,220,000 bushels, compared with 164,550,000 in the corresponding period of the preceding year. The average monthly clearings aggregated 14,686,000 bushels, against 15,963,000 the year before, and the average daily clearances were 583,000 bushels, against 638,000.

Directors were elected as follows : Capel Tilt, F. Phillips, R. Muir, J. Fleming, W. H. McWilliams, S. P. Clark, A. Hargraft, T. Hatcherd and Donald Morrison. After the regular meeting the directors met and elected the following officers for the ensuing year : President, S. P. Clark ; vice-president, W. H. Williams ; secretary, Capel Tilt ; manager, F. O. Fowler. Though this is only the second year of the existence of that body, its importance in connection with the Winnipeg grain market has been demonstrated beyond a doubt, and it has done much towards putting the local market in the front rank of the markets of America.

SCOTS BUY 100,000 ACRES.

A departure of a highly important character, awakening widespread interest, is the acquiring by the Scottish Co-operative Wholesale Society of one hundred thousand acres of wheat land in Saskatchewan, with the intention of becoming a producer of its own flour. It provides another illustration of the extraordinary interest which is being aroused in the Old Land regarding the Canadian Northwest.

NOTES.

R. W. Oliver, of the R. W. Oliver Milling Company, has returned from a three weeks' trip to Manitoba and the west.

MONTREAL MARKETS.

Flour.

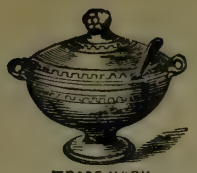
A splendid local demand for flour is reported, and the situation generally is improving. Export demand is increasing.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 50
Glenora		4 10
Manitoba spring wheat patents		4 50
" strong bakers	4 00	4 10
Buckwheat flour	2 00	2 10
Five Roses		4 50

Grain.

Oats are very weak. A slight decline in prices is noticeable. No. 2 is selling from 38½c. to 39c. and No. 3 from 37½c. to 38c. Peas have fallen one cent. The demand for export is not at all large.

No. 4 barley		0 47½
No. 2 white oats	0 38½	0 39
No. 3 white oats	0 37½	0 38
No. 3 yellow corn		0 53½
No. 2 peas, basis 78 per cent. points		0 75



SYMINGTON'S

High Pressure Steam Prepared

PEA FLOUR

EASILY DIGESTED.

For Thickening Soups, Gravies, &c.

Sold in 1 lb. Tins.

SYMINGTON'S

PEA SOUP

Prepared from Symington's Pea Flour, Extract of Meat, Herbs and other Seasonings.

Only wants the addition of Water.

Sold in 1 lb., ½ lb., and small Tins.

Manfrs: W. SYMINGTON & CO., LD., Market Harboro', Eng.

Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. McIndoe, 120 Church St., Toronto.
Mr. E. A. Smith, St. John, N.B.

Canada Flakes

"The Food of Quality and Quantity."

The "Quality" of Canada Flakes is the secret of its great success.

The Public to-day buys for the FOOD, not for the package. And the Public wants the worth of its money.

The "Quantity" of Canada Flakes fully meets the demand in every instance.

Peterborough Cereal Co. Limited

Millers

PETERBOROUGH

ROELOFSON & ROELOFSON, Ontario Sales Agents

152 Bay Street, TORONTO

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
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IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individua's open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

THE CANADIAN GROCER

Montreal and Toronto.

Why not handle the **Best Goods**
That give you the **Best Profit,**
And that are the **Best Sellers ?**

That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit

Ask your wholesale grocer for it or write us for prices

The CAPSTAN MFG. CO., Toronto, Ont., Can

Rolled Oats.

Prices are the same as last week, nor is there any change in the market. Millers are not very anxious to do business at the prices prevailing, claiming there is no money in the trade at present. Accurate quotations are hard to obtain.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	1 90	2 00
" 80-lb. bags	1 80	2 00
" bbls	4 25	4 40

Feed.

Bran is very, very scarce, and some dealers have been unable to get any at all. Prices have advanced for both Ontario and Manitoba. What little bran there is, is very firmly held. Shorts are also scarce.

Ontario bran	20 00	20 50
Ontario shorts	20 00	21 00
Manitoba shorts	19 00	20 00
" bran	19 00	19 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed Flour	1 15	1 25

Hay.

The situation is anything but right just now. Stocks are very heavy; any new arrivals are placed with difficulty. There has been no decline, however, on account of the large holdings. There is little demand.

The market in the United Kingdom is not one that pleases, either, although it is bettering. Arrivals are easing off a little and this will tend towards improvement. Quotations received are in the neighborhood of 55s. c.i.f. Liverpool.

No. 1		8 50
" 2	6 50	7 00
Clover mixed	5 50	6 00
Clover, pure		5 00

TORONTO MARKETS.

Flour.

The domestic trade is still described as slow and uninteresting. Buyers for the most part are only concerned about immediate requirements, as little confidence is expressed in present markets. Previous quotations are to a great extent merely nominal, as sellers are disposed to close business at near offers. No quotable change, however, is reported.

Manitoba patents, No. 1, per bbl. in bags		4 40
" " No. 2, " "		4 10
Strong bakers " "		3 85
Ontario patents, No. 1, " "		3 75
" " No. 2, " "		3 50
Straight roller " "		3 50

Grain.

The market is a most unsatisfactory one. There is practically no stability to quotation. It will be seen that whilst No. 1 hard Manitoba wheat has actually declined 1c., No. 2 and 3 northern have advanced 1c. to 2c.; this is an instance of the present eccentricity of the market. Export trade has been better, though still of small volume and irregular in character. Dealers report great difficulty in securing even moderate prices.

(F.o.b. elevator; 4c. more N. Bay.)

Manitoba wheat, hard, No. 1, nominal		0 86
" " Northern No. 1	0 83	0 84
" " " No. 2	0 81	0 82
" " " No. 3	0 79	0 80
Red, " per bushel. 78 per cent. points		0 77
White, " " " "		0 76
Mixed, " " " "		0 76
Spring, " " " "		0 73
Goose, " " " "		0 73
Barley, No. 1, " " "		
" No 2, " " "	0 48½	0 49
" No. 3x, " " "	0 46	0 47
" No. 3, " " "		0 44
Oats, white, " " "		0 34½
" mixed, " " "		0 33
Peas, " " "		0 77
Buckwheat "	0 49	0 49½
Rye, per bushel, "	0 69	0 70

Breakfast Cereals.

The market shows no improvement since our last report. Whilst no quotable change is reported in prices, still markets are extremely weak, and quotations are practically only nominal.

Oatmeal, standard and granulated, carlots, on track, per bbl	4 50
Rolled wheat in boxes, 100 lbs	2 25
" " 50 lbs	1 20
Rolled oats, standard, carlots, per bbl., in bags	4 00
" " " " " in wood	4 25
" " " " for broken lots	4 20

N. B. MARKETS.

Flour, Feed and Meal.

Flour quite firm, but unchanged.

Feed holds at full figures; there is a steady sale for all that is offered.

Oatmeal and oats unchanged, a fair business.

Cornmeal quite low.

Beans still cheap, particularly Yellow Eyes, in which quite a large trade has been done.

Dealers are now getting in seeds. Prices higher than last year, particularly clovers.

Mr. Wm. Dobie, of E. W. Gillett Co., has just returned from a six weeks' southern trip which included Havana, Cuba, and the principal places in Florida.

A SUCCESSFUL TEA TRAVELER.

Tea, as a rule, be it ever so good, is not an easy article to sell. A good tea salesman must know the tea business from the bottom up, otherwise he will be beaten by the salesman of a rival house who does know it. Lyman W. Cox, one of T. H. Estabrooks', St. John, N.B., travelers, has not much to learn about Red Rose tea, which he chiefly sells. Mr. Cox commenced with Mr. Estabrooks on May 13, 1896, when he was only a boy, and has stayed with him ever since. He began at the bottom, but soon proved that he was worthy of promotion. When he grew older he showed that he still had the right stuff in him by offering to go on the road without any guarantee of salary. This was trusting everything to his ability to sell Red Rose tea—but he sold it—he has built up his connection. It has taken time, but he has succeeded. He travels over a large territory for his firm now, covering Nova Scotia, including the Sydneys, and also Prince Edward Island.

Mr. Lyman W. Cox,
" A Knight of the Grip."

Mr. Cox is an ideal "knight of the grip." He is of a genial, warm hearted disposition, and always has a warm handshake for a friend, and he makes many of them, both among the merchants and the clerks. Mr. Cox is now looked upon as one of the most successful salesmen in Canada.

Mr. Cox's loyalty to his employer and his untiring energy in promoting the interests of Mr. T. H. Estabrooks have secured him that confidence that is only extended to faithful help.

In Truro, where he resides, he has a beautiful home where the latchstring is always out to his many friends. He is quite a sportsman when he has time and is an active member of the Truro Curling Club.

D. M. Squire, Walkerville, has built himself a fine new store and has put in an up-to-date stock of fine groceries. The new store has been fitted up very nicely and is a credit to Mr. Squire's taste and an evidence of progressiveness.

SEED CORN

Try us for choice seed corn naming varieties required—germination guaranteed—samples and prices on application.

FRED B. STEVENS & CO., Chatham, Ont.

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

olicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

SPLIT PEAS

Do you want them in Canada, South Africa, Wes Indies, Great Britain? If so write us for samples and quotations.

Woodstock Cereal Co., Ltd.,
WOODSTOCK, ONTARIO.

IDEAS FOR THE INDUSTRIOUS

POLITENESS ITS OWN REWARD.

How many merchants ever stop to think whether or not they are endeavoring to get the trade—which of necessity includes the good will—of the children, those "wellsprings of pleasure," as they have been called, and which they are the most of the time? How many ever pause to consider what the consequences to their business will be eight or ten years hence if they make no effort to "get solid" (to use a bit of "the kids'" slang) with the rising generation.

Some dealers there be content to let well enough alone, who take small thought for anything but the present, going along, one would imagine, on the assumption that their business will sustain itself; that it will expand without any special effort on their part to add to it, as old time customers drop out by removal from town, or dissatisfaction, or perhaps by a wearing away on the part of competitors.

Children are sensitive creatures; in many respects like unto that strange, old fashioned plant, the sensitive plant. Often without knowing how, without the ability to analyze fine psychological points, they will detect a slight where the same words or acts would be passed by unnoticed by older people. Many cases might be cited, by as many reminiscences, where, for cause, children have taken a dislike to a storekeeper and have arrived at years of discretion with an injustice rankling in their bosoms, never to be eradicated so long as they live.

Outwardly, the offended ones, after they are grown up, might bear no grudge, but the feeling would be inside just the same, and as long as there were other merchants, who had been considerate of their feelings, they would not be obliged to deal with the displeasing ones, and the result would be a loss in many dollars and cents to the unthinking, the unheeding.

Every one can recall a dealer who at one time or another did not wait on them with any too much courtesy when they were little tots "doing errands for mother." Perhaps the dealer waited on others "over their heads," or was careless about exchanging civilities—did not greet them with a smile and a pleasant passing of the time of day. Of course it might have been the case that such "grown ups" were of a grouchy disposition, any way, and never were in the habit of being overly polite to anybody. Perhaps that "offish" way was unobserved or overlooked in the merchant's manner with older people and the child divined the disagreeableness only as it touched his own tiny life, and, without going into details as to his elders, regarded only his own troubles, and then did not get over them as time went by.

An instance was recited just the other day:

It appears that a certain storekeeper, a number of years ago, was rude to a particular midget before grown people. The child never could "abide" (in ancient parlance) the man after that, and when she grew up the memory of the humiliation was never effaced, it still rankled, and not to this day does she patronize that man to whom she took an intense and ineradicable dislike as a child.

The dealer runs a retail furniture establishment, the biggest in his town.

The little girl grew to girlhood, to womanhood, then married a "likely" enough young man, who thought that everything "his Molly" did was just about perfect—and, by the way, is of "the same opinion still," although they have been married some fifteen years!

At first the couple practiced the very strictest of economy—verging really on parsimony—because they wanted to be "forehanded."

Then they branched out more, but always living within their income and putting by the rest in healthy investments and in the bank where they could get hold of it in a jiffy if the proverbial rainy day dropped down its torrents without any warning.

When this thrifty couple bought a nice house it called for better furniture than they had owned in the cosy nest which before this they had rented. So their first possessions—the poor little cheap stuff they had "got along with"—were trundled off and things of good quality replaced them.

When it came to refurnishing did they fit up their new quarters with supplies from the stock of the man who had been surly to the lady when she was a little maid?

No need to put the question. The furniture man lost an order amounting to a thousand dollars. And goodness knows how many more fine orders he has lost in his business career if other children he has treated with incivility have held a grievance as did the one in the above chronicle!

"This," you will say, "happened in the furniture trade."

Yes, but a groceryman is exactly as apt to be an Old Granny Grumpsy as the dealer just "raked over the coals." Naturally, the eatables man cannot lose so much in a lump sum as the other merchant, but yet the amount aggregates a tidy sum in a year, and when you count up the gastronomic footings for fifteen years lost from a similar household it is not the most difficult task in the world to come to the conclusion that affability in the traffic places of earth is an asset not to me lightly thrown away.

ALWAYS CARRY IT THROUGH.

There is no luck, for all practical purposes, to him who is not striving and whose senses are not all eagerly attent. What are called accidental discoveries are almost invariably made by those who are looking for something. A man incurs about as much risk of being struck by lightning as by accidental luck.

There is, perhaps, a seeming element of luck in the amount of success which crowns the efforts of different men, but even here it will usually be found that the sagacity with which the efforts are directed and the energy with which they are prosecuted measure pretty accurately the luck contained in the results achieved. Apparent exceptions will be found to relate almost wholly to single undertakings, while in the long run the rule will hold good.

Two pearl divers, equally expert, dive together and work with equal energy. One brings up a pearl, while the other returns empty handed. But let both persevere, and at the end of five, ten or twenty years it will be found they have succeeded almost in exact proportion to their skill and industry.

Stick to the thing and carry it through, says Success. Believe you were made for the place you fill, and that no one else can fill it as well. Put forth your whole energy. Be awake—electrify yourself—go forth to the task. Only once learn to carry a thing through in all its completeness and proportion, and you will become a hero. You will think better of yourself. Others will think better of you. The world in its very heart admires the stern, determined doer.

AN EFFECTIVE CATALOGUE.

A handsome catalogue has been issued by the National Specialty Manufacturing Co., Philadelphia, makers of food choppers, measuring faucets and pumps, coffee and spice mills, fruit wine and jelly presses, tobacco cutters, etc. The catalogue is printed on fine coated paper and illustrated with very excellent wood cuts, and bound in an effective soft grey cover embossed in bronze and terra cotta. It is understood that the company are prepared to consider propositions for further representation in Canada.

Alex. Earl, of the Earl Co., Limited, Cremore, paid a business visit to Toronto last week.

Navel Oranges

We have 5 cars due this week, and though prices have advanced since our purchases, we are in a position to offer you for next week oranges at lower prices than if we had not bought before the advance.

HAVE also due :

1 car St. Nicholas and Kicker Lemons

1 car Verdi and Eagle Lemons

Do not forget that we carry full lines of Pines, Sweet Potatoes, Cucumbers, Head Lettuce, etc.

TORONTO, - - CANADA.

SEND IN YOUR ORDER.

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.

Packers and Expoters

57 Market St., - HAMILTON

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds ; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

GREEN FRUITS AND VEGETABLES

The general situation in fruit has been uninteresting. Montreal reports a measure of activity, the main centre of attraction being oranges. At St. John, N.B., and other eastern points, trade has been brisk with prices all around holding firm. At Toronto and more western points no great activity has been manifest.

* * *

The export of apples has been well maintained and prices continue to rule high, whilst in domestic trade all good quality is in active demand and command good figures.

* * *

The indications of reports to hand are that both California and European lemons are at high values. At recent sales in New York some Mediterranean sold at quite high prices, whilst California fruit commanded even higher prices still. There are clear indications that point to a high lemon market as the season advances.

* * *

The first arrivals of Havana pineapples sold well at the New York sales. About 500 crates of stock, good quality, showing considerable color, were sold. The market was very high. This was really the inaugural auction sale of the 1906 Havana season, and the fruit was generally pronounced by the trade to be unusually good in point of quality for this early stage.

* * *

Advices received from California state that favorable weather conditions, supplementing the high prices paid last Fall are expected to stimulate the production of beans in California this year. The Santa Barbara and Ventura farmers will give the usual acreage to this staple crop and possibly a little more, while a much larger acreage will be planted to limas in Los Angeles and Orange counties.

THE BANANA TAX.

A very hot question among fruit men at present is whether or not duty is to be paid on bananas coming into Canada. Certain Montreal fruit firms, including some of the best in the city, recently drew up a memorial which they sent to the Tariff Commission in Ottawa. This memorial is the cause of much discussion on all sides. It points out to the commissioners that bananas are coming into Canada entirely free of duty while oranges, peaches, pears, etc., are all taxed very heavily. It is represented therein that a fair duty to levy upon bananas would be ½c. per pound, which would be somewhere about twenty-five to thirty-five cents a bunch, or in the neighborhood of one hundred dollars a car. This duty should be levied, says the memorial, upon all bananas coming from the United States, Central America and other points not under the British flag. Such as came from Jamaica should be admitted into the country under a preferential tariff, the duty being 50 per cent. of ½c. per pound, or just one-half of what fruit from the other points should have to pay in duty. The memorial further requests that the duty on peaches, pears and certain other Californian fruits should be lowered considerably.

The item taxing bananas is giving rise to much discussion all around. It is hard to say what the Commission will do, but in all probability some sort of a tax will be imposed ; whether it be the one proposed in the memorial or a lower one remains to be seen. The trade is divided in opinion.

One party is very much against the imposing of any tax at all. Bananas, they say, are the poor man's fruit. It is a fruit which does not compete with Canadian fruits. Therefore, they say, why is protection required ?

What the One Side Says.

A Montreal fruit merchant who is among those who wish the tax to be imposed said :

"We have sent a memorial to Ottawa, to the Tariff Commission, requesting that a duty be imposed upon all bananas coming into Canada. What we proposed as a reasonable duty was ½c. per pound. This would mean from twenty-five to thirty-five cents duty on each bunch, or in the neighborhood of one hundred dollars a car. We have also suggested in the memorial that all bananas coming from Jamaica by British steamer to Canada be given a preference of 50 per cent. With this duty, bananas would be on the same footing as other fruits coming into Canada, such as oranges.

"As it is, bananas are coming into the country absolutely free. If other southern fruits are taxed, it is only just that bananas also should be taxed. When the present tariff was drawn up about thirty-four years ago, the banana trade was nothing when compared to what it is to-day. It was then insignificant. It was so small that the Government did not think of it, and consequently no tax was imposed upon such as were imported, and ever since bananas have been coming into Canada without paying any duty.

"Then in the Summer months," he continued, "Canada is used as a dumping ground. It is a well known fact that the Canadian banana trade is controlled by a certain trust in the United States. Rather than break the price in the New York market, whereby they might lose thousands of dollars, they ship car after carload of goods into Canada with instructions to dealers to 'sell them for what you can get.' This same trust does not permit any firm buying from it to buy from another house ; if a dealer should purchase from a firm outside the trust he is at once struck off their lists, and thereafter finds it impossible to obtain bananas from them. This sort of business is against the laws of the country. Fruit merchants cannot say when they shall have bananas," said he, in concluding ; "they must take them when the trust sees fit to send them."

What the Other Side Says.

When seen by a Canadian Grocer representative regarding the memorial imposing a tax upon bananas, a large dealer in fruits who sided with those who did not wish the tax to be levied was very strong in his views upon the matter.

"Why should there be any duty on bananas?" he asked. "They do not compete with Canadian grown fruit. They are the poor man's fruit. They are the only fruit which the general public can buy at a reasonable price. The prohibitive prices of oranges and apples makes it impossible for the average working man to buy these, while the price of bananas always makes them easily obtainable. If the welfare of the country and the people is regarded the tax will not even be considered," said he. "It is not the trade who will suffer most. The consumer will have to pay the advance which would be necessitated by the imposing of such a tax.

"Canada is not used as a dumping ground. The bananas which come in here are ordered. We never have any trouble with the concern from whom we buy. They deal with us in a business-like manner. As to buying from other firms, there are none who can supply first-class goods at a reasonable price.

"The banana trade is one of the best branches of the fruit industry, and to impose the proposed duty would be to practically kill it."

MONTREAL MARKETS.

Green Fruits.

Very good business has been done in fruits this week. The demand has been good, especially for oranges. A wire from California quotes a rise of 40c. per crate on navels. The advance has not affected local markets yet, but it is probable that there will be a proportionate advance here shortly. Apples have had a fair sale at prices ranging from $4.50 to $6.

Messina blood oranges, half box	2 50	2 75
Oranges, Florida, case	5 00	5 50
Tangerines	3 25	3 75
Navels	....	3 50
Dates, per lb	....	0 04½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples	....	5 50
Jamaica grape fruit, per box	....	6 00
Apples	4 50	6 00
Lemons, per box	....	2 50
Jamaica oranges, per bbl	....	5 25
Grapes, Almeria, extra fancy Longkeepers	6 00	7 00
" Fancy	....	6 50
" Choice	....	6 00
Cranberries, N. S., nominal	....	20 00
" Cape Cod, "	....	30 00
Spanish onions, cases	....	2 75
Grape fruit, Florida	....	6 50

Vegetables.

The market as a whole is quiet at present. Potatoes are steady. A few inquiries have been received from the west already, and it looks as if they were pretty nearly cleaned up out there. It is expected that shipments will be made to western points in the course of a week. Celery, spinach, and lettuce are selling very well. The new arrivals seen on the list this week are not in very great demand on account of the high prices asked. Cucumbers and turnips are slow.

Potatoes, per bag	0 70	0 80
Parsley, per doz. bunches	0 40	1 00
Sage, per doz.	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	1 00
Home-grown cabbage, per bbl	1 00	1 50
Cabbage, Florida, bbl. crates	....	4 00
Tomatoes, Florida	6 50	7 00
Egg plant, per doz	....	3 60
Red onions, brl	....	3 00
Turnips, bag	....	0 60
Water cress, per doz	....	0 75

THE ORANGE MARKET

received our attention some time ago, before the rise, with the result that we secured a number of cars and are giving our customers the benefit.

CALIFORNIA NAVELS

"Bronco Brand," exquisite in flavor. Nothing to equal this famous brand. "Golden Flower," "Golden Gate," "Clover" Brands.

MEXICAN ORANGES

A good orange; very moderate in price; selling this week 126s, 150s, 176s, 200s and 216s, at $2.75 per box.

VALENCIA ORANGES

Fresh car arrived this week. Our weekly price list more fully explains.

WHITE & CO., LIMITED
TORONTO and HAMILTON

W. B STRINGER **WATCH** **J. J. McCABE**

for them—"St. Nicholas" November Cut Lemons. They wear like iron. They improve with age. Just the fruit for putting away for Summer trade. They'll arrive late in April.

W. B. STRINGER & CO., Sole Agents, **Toronto and Montreal**

ALWAYS GET THE BEST

"Camellia" Brand Navels. "St. Nicholas" Brand Lemons.
New Sweet Valencia Oranges.

THE F. T. JAMES COMPANY, Limited

76 Colborne St. 33 Church St. **TORONTO** *Wire, Phone, or Mail your Orders*

4 CARLOADS ORANGES
1 CARLOAD CELERY
1 CARLOAD ONIONS
} THIS WEEK'S ARRIVALS

Finest Yellow Globe Onions, $1.00 per bag.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

SPANISH ONIONS—Large case, $3.00.
" " Small " 1.15.

EX. FANCY NAVEL ORANGES—Rapidly advancing, stock up now. Our prices reasonable.

CONFRONTED

Mr. Grocer, are you aware that when you buy Jams and Jellies not labelled Pure or Compound (or Guaranteed) you are taking a big risk? In a sense, the law holds you responsible, because you sell to the people.

Now, you have the alternative of carrying on a hazardous Jam business or a safe Jam business. If you want the latter business order

E.D.S. BRAND

Jams, Jellies, Sealed Fruits in Glass

which I **guarantee to be pure** and which the Government Analyst has **pronounced pure.**

Safety lies in making a thoughtful selection.

The Eby, Blain Co., Limited, are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

FRESH ARRIVALS

JUST TO HAND ANOTHER CAR of the ***CELEBRATED EXTRA FANCY "GOLDEN ORANGE" BRAND NAVELS,*** and very desirable sizes. ***CAR FANCY SWEET SONORA ORANGES,*** bought on most favorable terms, which enables us to give our customers exceptional value. Also car ***FANCY BANANAS.*** Send us your orders which shall have our very best attention.

HUGH WALKER & SON, WHOLESALE FRUIT Guelph, Ont.

TRADE MARK

This design a guarantee of quality.

RED-BROWN WRAPPING

All Weights FOR FURNITURE PACKING All Sizes.

Strong, Tough and Stiff. A Sure Protection to Destination

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

Manufacturers' Agents—Continued.

WESTERN CARTAGE CO.,

Cartage and Warehousing

Storage and Brokerage for Eastern Wholesalers.

Handling and Forwarding of CAR SHIPMENTS.

Largest and Best equipped STORAGE Facilities in the WEST.

To Manufacturers and Merchants—Grocery and Allied Trades—Agencies required for one or two first-class firms.

ALFRED TAYLOR, Commission Agent, SASKATOON, SASK

OWEN SOUND.

J. K. McLAUCHLAN

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound, - Canada

P. W. CARRIER

COMMISSION

GROCERIES, FLOUR, GRAIN

Banque de Hochelaga Building, QUEBEC.

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Grand Rapids lettuce, per box	2 00	2 25
" " per doz	....	0 60
Boston lettuce, per doz	0 80	1 50
Sweet potatoes, per basket	2 00	2 25
" per bbl	....	5 00
Celery, per crate	6 50	7 00
Spinach, per bbl	3 50	3 75
Cucumbers, per doz	2 50	2 75
New potatoes, per bbl	....	8 50
Mushrooms, per lb	....	0 80
Brussels sprouts, per quart	....	0 13
Carrots, per bag	....	0 50
New carrots, per doz	....	1 00
Horse radish, per lb	....	0 15
Radishes, per doz	....	0 50
New beets per doz	....	2 00
Green Spring beans, per basket	....	0 85

ONTARIO MARKETS.

Green Fruits.

The fruit trade this week is nearly devoid of feature. Refrigeration charges have not yet gone on oranges, but shipments are now leaving California iced, and it is stated positively that the extra 25c. a box will go on next week. Valencia oranges are quoted 25c. higher than a week ago. California navels and lemons are firm at last week's quotations and the tendency is upward. Bananas are firm at about last week's prices. Some Jamaica 8s are offering at $1.25 to $1.40. Strawberries are down 5c. to 10c. a quart box. Pines are quoted somewhat higher, from $5 to $6. Grape fruit is getting scarce and is higher at $6 to $7.50. Cranberries are out of the market. The marmalade oranges have been cleaned up early and the season is practically over.

Oranges, California, 96's to 126's, per box	....	4 00
" " 150's to 176's to 200's, per box	....	3 75
" " 216's, per box	....	3 50
" " 250's to 288's, per box	....	3 25
" Mexican, 126's to 250's, per box	....	2 75
" Valencia, 420's, to 714's, per case	5 00	6 00
Lemons, Messina, 300's 360's, per box	3 00	3 50
Grapes Almeria, per barrel	5 00	7 00
Apples, pies, XXX, per bbl	5 00	5 50
" " XX, per bbl	....	4 00
" Baldwins, XXX, per bbl	....	4 50
" " XX, per bbl	....	3 75
" other Winter varieties, XXX, per bbl	....	4 00
" " " XX, per bbl	3 00	3 50
" farmers', per bbl	2 00	3 00
Bananas, per bunch, firsts	1 75	2 00
" " Jumbos	2 00	2 50
Red bananas, per bunch	2 20	2 25
Strawberries, Florida per quart box	0 50	0 60
Pineapples, Cuban's 16's, per case	5 00	6 00
Grape fruit, Florida, 48's to 80's, per box	6 00	7 50

Vegetables.

Imported stock is coming in slowly, but the tendency in prices is gradually downward as the season advances. Prices for domestic products are practically unchanged. Florida tomatoes are scarce. New potatoes can be had for a little less. New cabbage is in from Florida California asparagus is lower, but much depends on the size of the bunch. Boston head lettuce is 25c. cheaper.

Potatoes, kiln dried sweet, bushel hamper	1 75	2 00
" New Brunswick, per bag	....	0 90
" Ontario, per bag	0 75	0 78
New potatoes, Bermuda, per bush	2 85	3 00
Onions, per bag	1 00	1 20
" Spanish, per small crate	0 85	1 15
" " large cases	2 85	3 00
" green, per doz. bunches	0 10	0 15
Cabbage, per bbl	1 75	2 25
" new Florida, per crate	3 50	4 00
Cauliflowers, California, per crate	2 00	4 00
Beets, per bushel	....	0 50
Carrots, per bag	....	0 60
Lettuce, per doz. bunches	0 30	0 35
" imported, per doz	0 35	0 50
" Boston head, per doz	1 25	1 35
Radish, per doz	0 40	0 50
Cucumbers, hothouse, per doz	2 25	2 75
Mushrooms, 1 lb. boxes, per lb	....	0 80
Celery, Californian, per case	....	7 00
" " pony case	....	3 25
Asparagus, California, per bunch	0 70	0 75
Beans, white, prime, bush	....	1 75
" hand-picked, bush	....	1 90
" Lima, per lb	....	0 07
Tomatoes, Floridas, 6 basket crates	....	7 00
Rhubarb, 1 doz. bndls.	0 90	1 15
Broccoli sprout, pck	....	0 40
Spinach, bush	....	1 00
Leaks, per doz	....	0 25
Artichokes, per peck	....	0 25
Parsnips, per bag	....	0 60
Watercress, per doz. bunches	....	0 20
Egg plant, per doz	....	1 50
Peppers, green, per basket	....	1 25
Squash, Hubbard, per doz	....	2 00
" butter, per doz	....	2 00
Oyster plant, per doz	....	0 40
Parsley, per doz	0 20	0 30
Turnips, per bag	....	0 25

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

To Wholesale Grocers of Canada

GET BUSY

is our Motto for 1906 and we want your orders for Canned Sea Foods:

¼ Oil Sardines	(Sanitary can)	100	tins	to case
¼ Oil Sardines	(Hand made)	100	"	"
¼ Mustard	" "	100	"	"
¼ Tomato	" "	100	"	"
¾ Mustard	" "	50	"	"

Also Herring in Tomato Sauce, Kippered Herring, Kipperines in Cartons and Tins, Clams, etc. Every tin guaranteed. Price lists and information furnished promptly on request. Write or wire your order to

CONNORS BROS., Limited

BLACK'S HARBOR, N.B.

Season 1906

HORSE SHOE SALMON

Now in Store

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces

If you sell your customer a poor starch you cannot expect to get another order from her.

JAPANESE STARCH

is the best starch in the world for starching and preserving linen, etc.
We are not the cheapest but THE BEST.

A liberal supply of general advertising matter and samples will be sent by writing

American Pure Food Co.,

Agent: *JOSEPH CARMAN, Winnipeg, Man.*

MONTREAL

Don't Confuse Tobler's with Other Kinds

You know there are two or three kinds of Swiss Chocolate—chocolate called by that name and chocolate made in Switzerland.

Tobler's

Swiss Milk Chocolate

is manufactured in the mountains of Switzerland. Not only that! **it is made from the finest cocoa, Swiss milk and sugar.**

Tobler's Chocolate has taken more Gold Medals and Diplomas than all other chocolates combined. In the recent war with Russia the Japanese army were provided with **Tobler's Chocolate.**

Grocers in every city and town carry **Tobler's Chocolate.** See that you are not the only one unsupplied.

Maclure & Langley
AGENTS Limited
152-154 Pearl Street, TORONTO

STEWART'S

Delicious

Chocolates and Bon-Bons

Pure and Wholesome

SPECIALTIES

FINE CHOCOLATES
ALAKUMA
MINT LOZENGES
MARSHMALLOWS
PAN WORK
COUGH DROPS
TURKISH DELIGHT
HARD BOILED GOODS
BON-BONS
ACID FLORAL AND FRUIT TABLETS

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S: No better Chocolate

"Diamond" and "Elite" brands of

CHOCOLATE

have made the name of

MOTT'S

famous throughout Canada. No manufacturers of Chocolate have been able to surpass the quality of

MOTT'S

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL — R. S. McINDOE, TORONTO — JOS. E. HUXLEY, WINNIPEG

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

BISCUITS AND CONFECTIONERY

GET READY FOR FIRST OF APRIL.

The first of April will soon be here, and many lines of "fool" goods will be prominently before the public.

Wholesale confectioners are busy preparing many freaks of this character. A leading line with one prominent manufacturer will be "fool" chocolates filled with cotton wool instead of cream.

Quite a variety of lines are being prepared by the leading makers—candies filled with pepper, soap and other obnoxious compositions, anything and everything which is likely to produce amusement on that eventful day.

Grocers should be alive to this; the stocking of such goods in advance, and then bringing them right to the front in good bold display is one of the features which mark the up-to-date dealer. In no way can the grocer call attention to his store more effectually at the present time than with this confectionery.

It seems very difficult for many grocers to grasp the fact, that the time has arrived when the storekeeper must count many lines which at one time were considered foreign to the grocer, as now regular staple goods. This is particularly so with confectionery, and many grocers by not doing so are missing an excellent opportunity.

THE CONSUMPTION OF MACARONI

America, more particularly the United States, has a large appetite for macaroni, for 4,000,000 boxes are imported into the United States annually. This is the macaroni most used by both native Americans and Italian residents, not because it is the best, but because it is the cheapest imported and because it comes in the greatest variety of forms. There are fully sixty forms of Neapolitan macaroni. Americans know and use only a few of these. Italian residents most of the three score.

The niceties of macaroni eating are really a sealed mystery to most people. The Italian residents use in Winter and Spring the pastina, or small paste, in forms suitable for mixing with soup. In hot weather they use more commonly the pasta lunga. All the year round they use the forms known as spaghetti, macarancelli and perciatelli. The soup pastes are not only in the familiar alphabetic form, but in a dozen others, as anchors, stars, little seeds and the like. The retailer has but to indicate his wish to the factory and supply the perforated plate in order to get any new or strange form made. The shell-like soup paste called chiglie is made by hand in Italy, but it sells for very little more than the machine made forms.

American macaroni most often imitates the forms of the Genoese. An expert in macaroni says that the best in America is made in Texas from Nebraska Winter wheat. There are scores, and perhaps hundreds of small macaroni factories in the Italian quarters of American cities, and there are besides a few large factories where macaroni is made commercially on a large scale.

THE BISCUIT OPPORTUNITY.

With the advent of the individual package, and the perfection to which the tin canister has been brought, the manufacturer of biscuits and cakes has been able to find full scope for his genius. The dainty and attractive confection can now be placed in the hands of the public in as perfect condition as when it came fresh from the bakers' oven, and almost regardless of distance.

The effect of this on the average housewife has been what one might have imagined. She is no longer under compulsion to experiment with home made dainties when in a hurry, or when overcrowded with work. The nearby grocery can supply, if the proprietor is up-to-date, a most enticing variety of fancy biscuits, which in appearance, daintiness and healthfulness are in nine cases out of ten away ahead of the domestic product.

Most housewives are acquainted with these facts and are accordingly generous buyers of fancy confections from the grocer, but the trade could be much extended by a little effort on the part of the grocer. The thing itself is its own best advertisement. If the grocer takes the trouble to locate his fancy biscuit department where it will be seen by every person who enters the store he will find a large increase in his sales.

With their glass fronts these handsome tin boxes show forth their sweet contents to very great advantage, and there are few women who looking around for "something nice for tea" are able to see such a display as this without placing an order.

It is not enough, however, in order to get the best results merely to have these biscuits on exhibition, a hint, a suggestion from the salesman will often add the last straw to the customer's determination to invest.

This is a department that will repay attention.

An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $850.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

THE ONLY WAY

you can maintain a brisk trade in the biscuit line is by keeping up a plentiful supply of

Perfection Cream Sodas

THEY ARE TRADE-BUILDERS
TRADE-HOLDERS

The only way you can give your customers complete biscuit satisfaction is by recommending

The only way is the safe way for you to take.

Order the Mooney line of biscuits —PERFECTION CREAM SODAS.

Do It Now

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

DIAMOND
Brand

MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS
Sugars Limited, Montreal

JACOB'S BAKERIE

MENU

BISCUITS

Plain and Fancy
Sweetened
and
Unsweetened
Sandwich and Iced
Oaten and Wheaten
Ginger and Cocoanut

Every Variety of Biscuit

is found in our list, and we think you'll find ready buyers for all of them if you give them a place in your biscuit display.

W. & R. JACOB & CO., Limited

DUBLIN, IRELAND

Canadian Agents:
Kenneth H. Munro,
324 Coristine Bld. Montreal
C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

Fortify yourself against inclement season.

VAN HOUTEN'S COCOA

Best and Goes Farthest

The Ideal Winter Beverage

Grocers make friends by recommending it.

There is money and satisfaction in handling Van Houten's.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

Money Can Buy No Better

The "Shirriff" reputation is a high one. So high that other makers compare their Flavoring Essences with "Shirriff's."

The best can always stand comparisons.

Order SHIRRIFF'S ESSENCES.

MANUFACTURED BY

IMPERIAL EXTRACT CO., Toronto

However it may be with other Cocoas, you can make a fair profit in selling **Lowney's**, and we promise you that we will create a larger and larger demand for **Lowney's** every year by generous and forcible advertising as well as by the superior and delicious quality of our product.

In **Lowney's** dealers have a guarantee against any cause for criticism by Pure Food officials.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

UPTON'S Orange Marmalade

on toast makes a dainty and healthful breakfast. Recommend it to your customers. If you sell UPTON'S they are bound to be pleased.

AFTER SIXTY YEARS

A New Form of

COX'S GELATINE is

COX'S INSTANT POWDERED GELATINE

dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

From the Atlantic to the Pacific

we have customers. Speaks well for our lines of

MAPLE SYRUP

"Stoney Creek," "Royal"—and our

MAPLE SUGAR

The Syrup and Sugar with the "Kenney" stamp are always fresh. We only make up orders on "call."

What quantities do you want?

FOR SALE BY

Imperial Fruit and Produce Co.
Winnipeg, Man.

Provost & Allard
Ottawa, Ont.

Forbes Bros.
Montreal, Que.

T. KENNEY & SON
Hallerton, Que. Manufacturers

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufaoturers, OWEN SOUND, Canada.

EPPS'S

GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

DO YOU WANT TO BUY

A Boiler, Engine or Machinery?

If you are a subscriber of The Grocer you can insert a notice free in

CANADIAN MACHINERY
MONTREAL TORONTO

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

YOUR MONEY BACK

IF YOU DO NOT LIKE IT

ROCK CANDY SYRUP

is made from Maple Sugar and Rock Candy, contains nothing but sugar and water, is absolutely pure and as goodfor table use as maple syrup.

SEND FOR SAMPLES OR TRIAL ORDER TO

THE MONTREAL MAPLE CO.

88 GREY NUN ST., MONTREAL, QUE.

"You get quality in a cigar in proportion to the quality of the maker."—*J. Bruce Payne.*

Conscientious men are conscientious in business, and though they are scarce, their influence is felt.

There is no business where "rut" methods are so apt to gain the mastery as in cigar-making. A manufacturer runs short of **Havana** and for expediency sake orders a supply of tobacco from a New York jobbing house. Then he gets into the way of "saving freight" but he forgets to discontinue calling the tobacco **Havana** and he forgets to bring the price down a bit.

"Assume a virtue if you have it not!" is poor consolation for the smoker. He pays for the "virtue" but he only smokes the "assumption."

The policy I follow in

Pebble and Pharaoh Cigars

is "should there be a shortage of 'right-kind' tobacco see that there is also a shortage of 'right-kind cigars.'" The "filling-up" policy will not go in my factory.

That is the reason I journey to Cuba every year to get my Fillers. That is the reason I keep in touch with the Holland growers, so that my Wrappers will always materialize. Important matters demand personal attention always.

Seeing that the **Pebble** sells at **5c.** and the **Pharaoh** at **10c.**, it is patent that neither the grocer nor the smoker is charged for the **Payne Principle.** **That principle is beyond price.**

This is not all! Yet I think this is enough to make any grocer feel the need of keeping in touch with the man who **doesn't do things.**

If I were a grocer I would stock up the **Pebble** and **Pharaoh** Cigars because I would know that if they didn't sell I could go back on Payne.

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

Can Your Tobacco Trade Stand the Wind of Competition?

Yes, Sir, if you are attached to **T. & B.** you must have noticed what stubborn buyers those **T. & B.** fellows are. You cannot change their beliefs by "just as good" or "No! but I have —— tobacco" reasoning.

Some makers say **T. & B.** smokers are tobacco bigots. The charge is that they tie themselves up to One Tobacco.

But you see the **T. & B.** man's conviction runs deep. He perhaps got the cue from an associate or perhaps from his father, so there is a sort of heirloom influence about it.

T. & B. grocers are enthusiastic. No wonder! Where **T. & B.** goes, business goes, and there are no windy days.

The Geo. E. Tuckett & Son Co., Limited
Hamilton, Ontario.

TOBACCOS, CIGARS AND ACCESSORIES

POSSIBILITIES OF TOBACCO DEPARTMENT.

One of the most important qualities for the grocer to cultivate is the ability to detect the opportunity when it arises. The average man floats through the world, and lets circumstances carry him along, but the up-to-date grocer seizes every opportunity that arises and quickly uses it for the making of capital. Grocers have been known to lay hold of an apparently insignificant department and bring it so to the front that it ultimately became one of the store's principal features, and this all because they saw an opportunity when it arose.

Probably no grocer has missed his opportunity in any line so much as in the tobacco department, and yet an instance is in evidence where a grocer whose store was on a side street and an unimportant location, saw an opportunity to push his line of tobacco, etc. He immediately set himself to discover what the requirements of his locality really were, and concentrated his attention on these particular lines, with the result that he quickly secured a very fine connection. That man now occupies one of the best city positions.

Nothing goes down so successfully with a customer as the impression that the dealer is taking a special interest in his requirements. When once that idea gains headway the path of the dealer is an easy one. If after this he is careful never to belie that confidence, he will find opposition may come and go, but he has a foundation which cannot be assailed. There is no use in running a tobacco department in a half-hearted manner. Anything worth doing at all is worth doing well; if, therefore, it is worth retaining, make it a real live part of your stock. A man may hesitate putting in a completely new line of goods, but when he has made up his mind and bought his stock, there is only one thing to do, and that is to push the stock for all it is worth.

This applies to no department to as great a degree as it does to the tobacco stock. In this, constant display is absolutely necessary. The department must be kept in evidence, it must show signs of life, it must look as if something was really moving. If you have to hunt around for your stock when a man asks for tobacco it is a certainty that you don't sell to many. A customer is quick to notice little things like that, and he will not patronize a store that is apparently shunned by others.

Keep the stock fresh and attractive. It is well worth while. A department run on the right principles will soon prove its right to existence. But no matter how big the store, no merchant can afford to have a dead department. Its condition is too lively to be infectious. Now is a good time to infuse life into it.

HOW TOBACCO IS SPECKLED.

The prospective purchaser of a box of cigars complained to the Broadway tobacconist that they lacked the little specks which are supposed to indicate a cigar's excellence.

"That notion is pretty generally done away with," laughed the dealer. "A few years ago the demand for 'speckled' cigars became so great that some manufacturers sprinkled acid on them to get the desired effect. Few took the trouble to explain just how the specks were naturally caused. As an indication of quality of a cigar, the specks are just about as valuable as the freckles on a man's nose are as an indication of his character and ability.

"In warmer climates—say, in Cuba—a sudden shower comes up. There is a heavy downpour of rain, and a few minutes later the sun is shining fiercely again. The tobacco plants are dotted with big rain drops, some large as pearls. These drops become burning-glasses in the sunlight. The same as real lenses, they concentrate the sun's heat, and on the leaf beneath them the little specks that you venerate are burned."—New York Press.

TOBACCO NOTES.

The Edmonton cigar factory has removed to new quarters on the ground floor of the Masonic building on Second street.

A well-known Quebec tobacco merchant was re-elected alderman at the recent elections held in that city, in the person of Mr. H. D. Barry. He has been engaged in this business for many years. Mr. Barry has served the public on the city council since 1902.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

The best in the world are made by—
McDOUGALL
Insist upon this make.

D. McDOUGALL & CO., Glasgow, Scotland

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

KEEP UP-TO-DATE.

Following on from last week's suggestions, it would be well in your advertising to give prominence to fruit and vegetables for a while yet. Something fresh will be arriving at regular intervals. For instance, just now rhubarb would be a good line to take up, at the same time not forgetting such ready sellers as apples and oranges.

* * *

Keep your eye on the primal market reports and let your ads speak suggestively—in a "newsy" way. This will help to fix public attention on your store which, of course, is the aim of your advertising. The accompanying ad may give you an idea to follow.

* * *

Crawford & McCullough, Brampton, Ontario, send for review a large circular headed "A Disaster Preventing Ten Days' Sale."

* * *

A great many items appear on the circular with old and new prices, but the merchants inform their readers that even this great list does not represent all the goods that will be sold regardless of cost or profit.

* * *

While the circular itself is unwieldy, the matter is well put together and the salutary lines are strongly worded. Any customer coming via a railway station in the counties of Peel and Halton, and purchasing twenty-five dollars' worth of goods during the ten days' sale, had his or her return fare paid. Crawford & McCullough might tell us if the rebate system proved successful.

* * *

W. C. Latimer, Beaverton, also ran a ten days' sale on a large scale and made a feature of issuing an additional announcement each week.

* * *

The latter is a commendable point, as it serves to keep up interest in the sale and at the same time helps to bring in new patrons.

STORE PAPERS.

Store papers—you have all seen them, good, bad and indifferent. And just because a little below par, very often results fail to come up to expectations. Sometimes this below par condition is due to the printer, more often to the man who stands sponsor as publisher. But no matter to whom or what due, careful observance of the hints and suggestions to follow will effect a change for the better.

Store papers are issued for two purposes—to support newspapers and supplementary advertising, or to furnish all the advertising. We find dealers making good use of store papers who use them exclusively, and we find dealers using them who also use newspaper space to good advantage. Of those who use them exclusively, we find dealers who do business in towns having no daily or weekly papers, and we find some whose places of business are located from the main thoroughfares, with the consequence that the purchase of space in newspapers would necessitate the paying for much waste circulation.

* * *

One reason for failure is given in the following idea :

A dealer told the writer, "I issued a store paper once a year for several years, used good paper, had cuts, nice printing, and listed many of my goods. Didn't pay, though, so have given it up. I don't believe advertising pays anyway."

He issued his paper once a year, and because his annual plunge did not pay,

Newly Arrived!

Imported Rhubarb

Tender, Juicy and Sweet. These first arrivals are picked quality and limited supply.

Phone your order.

Oranges and Apples

Selected, free from blemish, at last week's cut prices.

Tomatoes are running up but our prices remain down.

R. M. PRICE & SON

Satisfaction Corner.

did not land him in the Rockefeller class, he says store papers do not pay—that advertising does not pay. Well, well ! Too bad ! Yet this man's experience furnishes a vital reason why some store papers do not bring the much wanted results. Just put it down as an axiom that no advertising will succeed that is not issued frequently as well as regularly. Putting out one edition annually may be regular, even persistent if carried on for years—but it cannot be expected to pay. Store papers, like other advertising, must be kept before the public, and the issuing of an annual edition falls far short of filling this requirement. To publish less than twelve numbers a year means to take good-sized chances.

The second reason for failure lies often in the poor paper, composition, and press work. Many advertisers fail miserably in this respect. They will advertise all kinds of bargains, offer to sacrifice all kinds of profits, but evidently weaken when it comes to pay for presentable advertising literature.

To users of this kind of matter, nothing can be said except, "Brace up." Carry the thing through on a business-like basis. Do the job right while you are about it. Is not a person likely to question your statements, who receives your announcements on a "rag of a paper" ? Are not all persons justified in thinking that a man who will skimp a few dollars on a printing bill would also feel a tightening of the heart and purse strings when contemplating the cutting of profits ? Would you expect a right royal welcome after receiving a shabby invitation ?

* * *

3. Many store papers fail to give definite information. Their contents consist of stale jokes, recipes of no particular value, and stories of unquestionably poor quality. Frequently such papers are issued by a syndicate—for the benefit of everybody except the local dealer. You will find listed, in such papers, various advertisements of some medical or other manufacturing house—and these houses or concerns are the only ones to derive any benefit whatever. And though the purchase of a stipulated number of copies brought with it the exclusive agency for the remedy or other thing, the value received would be problematical. Sooner or later would occur some kind of falling out with this concern. Possibly the price would be raised, a favorite pastime, you would object—and lo !—your competitor gets the line. Then where would you find yourself ? Who would get the benefit of the advertising ? Who would have paid for it ? Draw the line on syndicate newspapers containing advertising of general advertisers. You will make no mistake in doing so.

* * *

4. A store paper should be a paper. It should, therefore, contain news of some kind, preferably news of local interest, if issued where no daily or weekly publications are published. If such are published, the choosing should lie between good bits of humor, popular poetry, and choice selections from literature, something in a light vein. But above all, a store paper should contain store news, something, strange to say, many merchants fail to recognize, probably because not possessing the newspaper instinct, and for the reason that they do not know good advertising when they see it.

5. Store news means the elimination of cut and dried lists of merchandise and the substitution therefor of items like the placing of a particularly large order, its sale, and method of sale ; the receipt of an exceptional lot of this or that ; of a purchase at an actual bargain price,

and the division of the good thing with the public; the hiring of new clerks; opening of new departments, better facilities, etc.—all told in the breeziest style at one's command.

• • •

6. Goods advertised should be described in all cases except in the case of well advertised general lines like package foods; etc. A cut in price of these will talk a great deal louder than any amount of description. But—let the description be truthful.

7. Give prices. A store paper, like an advertisement, without prices, is like a magnet demagnetized—no pull to it. And if you are talking bargains, please be kind enough to have your offering bargains. Stick the knife right into the prices. A dealer advertises ten per cent. off horse blankets. That is N.G. — no good—nothing to it. What's ten per cent. on a horse blanket?

8. Be kind enough to tell people where you live. Give the address. Furthermore, do not advertise to-day as "Bull, the Shoe Man," and to-morrow as "John D. Bull." Stick to one name.

9. Never publish hits on the Irish, Dutch, or Jews, etc. They may seem funny—yes, may be funny, but the people of the nationality it hits will feel sore. You cannot afford to have anybody sore on you. Show yourself the possesser of the finer feelings. Respect the feelings of all. It will pay you well.

10. The judicious use of premiums is a vital factor in successful merchandizing. Premiums should be such as will appeal to the greatest number. They should not only be good value but should also look it. This may seem a distinction without a difference, but there is a difference. A local store once had a line of bric brac. It was first-class "stuff," but the people could not see the value. Consequence—no sales.

• • •

11. Premiums offer the double-edged sword of large value at small cost. A purchaser will believe a clock to be worth ten dollars, and consider it good value as a reduction in price, who would look with suspicion on a ten dollar cut. The clock costs five dollars. Which is better, ten dollars off in cash or an expenditure of five dollars for a clock? Hard question, isn't it—yet a large per cent. of the merchants of the country are "not onto their jobs."

12. If, whilst reading your trade papers, you should come across an item telling of a good store paper put out by some other merchant, sit right down and send for it. Inclose postage for reply, as a matter of courtesy. You may be able to learn something from the other.

13. But if you "lift" something bodily, kindly give credit. Do not be a pirate.

14. Last, but not least, when you see suggestions in the various papers you read for getting out good store papers, try the suggestions. That is what you are paying for—the information you get. Use it. Act. Stop your dreaming. Do more than read. The difference in results will prove ample compensation for your trouble.—F. G. K. in Brains.

A. A. B.

BUSINESS CHANGES.

Rozon & Frere, grocers, Montreal, registered.

Paris & Taras, grocers, Montreal, have registered.

T. C. MacIver, grocer, Toronto, Ont., has sold out.

Currie & Harris, confectioners, Newdale, Man., dissolved.

Lebel & Sansregret, grocers, Montreal, Que., have registered.

H. King, baker, Winnipeg, Man., succeeded by J. E. Adams.

Isaie Forest, grocer, Montreal, Que., sold to Phileas Leveille.

J. W. L. Forget, general merchant, Carillon, Que., assets sold.

Chas. Choquette, general merchant, Richelieu, Que., assets sold.

Pierre Leblanc, baker, etc., Daveluyville, Que., has compromised.

S. Larochelle, general merchant, St. Marguerite, Que., assets sold.

P. Allen, grocer, Masson, Que., has been succeeded by F. Piffard.

R. Bell, general merchant, Heward, Sask., sold to J. W. O'Hara.

F. A. Healey, merchant, Togo, Sask., succeeded by James McEwen.

Ernest Tremblay, general merchant, St. Irenee, Que., compromised.

B. L. Grant, general merchant, Emo, Ont., has sold to John Wilson.

H. M. Williams, grocer, Winnipeg, Man., assigned to C. H. Newton.

Larsen & Nairn, grocers, Manitou, Man., succeeded by George Nairn.

F. M. Waines, seeds, etc., Dunnville, Ont., business advertised for sale.

Moses Ortenburg, general merchant, Neudorf, Sask., sold Lipton branch.

Seguin & Courville, grocers, etc., Valleyfield, Que., demand of assignment.

P. Hudon & Co., general merchants, Ste. Angele, Que., assets to be sold.

Hopkins & Spofford, grocers, Weyburn, Sask., succeeded by T. A. Spofford.

Jean Giguere, general merchant, St. Zacharie, Que., compromise affected.

Thos. Shea, general merchant, Duhamel, Alta., succeeded by Shea & Pare.

Shuttleworth Bros., confectioners, Francis, Sask., sold to W. E. Nelson.

Perrault & Prevost, fruits, etc., Labelle, Que., style now J. A. Perrault.

Peter W. Dueck, general merchant, Aberdeen, Sask., obtained an extension.

A. Baker, general merchant, Fox Warren, Man., has sold to M. J. McCrindle.

H. J. Smith, general merchant, Golspie, Ont., business advertised for sale.

T. E. Lafrance, general merchant, L'Annonciation, Que., assets to be sold

J. Williamson, grocer, Sinclair Station, Man., has assigned to C. H. Newton.

Leonard McTaggart, general merchant, Exeter, Ont., business advertised for sale.

J. A. Carignan, grocer, Shawinigan Falls, assets to be sold on the 20th inst.

Soyki Bros. Co., general merchants, Langenburg, Sask., meeting of creditors held.

Mrs. M. Elder, cheese box factory, Athelstan, Que., has sold out to Elder Bros.

Larner & McCutchen, general merchants, Frobisher, Sask., sold to Miles McCay.

Denis Alfred & Co., wholesale flour, etc., St. Hyacinthe, Que., consented to assign.

John Thompson, general merchant, Cowal, Ont., has sold out to J. McGugan.

Stephens Bros., general merchants, Vermillion, Alta., M. N. Stephens admitted.

David A. Steele, baker, Vankleek Hill, Ont., has assigned to F. W. Thistlethwaite.

I am not Infalliable

But I know that

HOGEN-MOGEN and ROYAL SPORT CIGARS

5 CENTS 10 CENTS

are good lines for grocers to push.

The Sherbrooke Cigar Co.

SHERBROOKE, P.Q.

SURPRISE is a pure hard .... Soap

Recommend to your customers as the highest grade of Laundry Soap

Surprise Soap can be used in hot water or cold water in any and every way. We advise to give a trial the SURPRISE way of washing without boiling or scalding the clothes.

Call this fact to the attention of your trade. It pays.

The St. Croix Soap Mfg. Co.
St. Stephen, N.B.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

March 22, 1906.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 8, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz
4-doz.	10c.	$0 55
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 50
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15

Box contains either 1 gross, 1 oz. size; ¼ gross, 2 oz., or ¼ gross, 4 oz.

Reckitt's Zebra paste, ¼-gro. boxes, $1 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins, per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz	2 55

Chocolate—

Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 3's	0 28

Icings for cake—

Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections— Per doz.

Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate— per lb.

Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa— Per doz.

Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s " "	4 50
" ½-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 36
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins,	4½	doz. to case	.....	per doz.,	$ .90
1 " "	4	" "	....	"	2.40
½ " "	2	" "	....	"	4.75
¼ " "	1	" "	....	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoas, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa— Per lb.

12-lb. boxes, 6 boxes in case, 1-lb. tins. 31c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 34c.
12-lb. boxes, 6 boxes in case, ½-lb. tins. 34c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 38
12-lb. " 6 " " 1-5-lb. " 38

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, ½-lb. tins. 26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 28c

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 26c.
12-lb. bxs., 6 bxs. in case, ½-lb. pkgs. 26c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 28c.
12-lb. bxs., 6 bxs. in case, ¼-lb. pkgs. 28c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 27c.

Vanilla sweet chocolate—

3-lb. bxs. 24 bxs., in case, ½-lb. pkgs. 25c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 19c.
12-lb. boxes, 6 boxes in case, ½-lb. pkgs 19c.
6-lb. " 12 " " ⅛-lb. " 22c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO. Per lb.

Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	10 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

"KLAUS'S"
IMPROVED SWISS MILK CHOCOLATE

Is the best of all Swiss Milk Chocolate. Acknowledged to be the most delicious and wholesome. Manufactured with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. It is bound to be asked for more than ever this year, as it is held in high repute by everybody. It also possesses great nourishing qualities for invalids and children. Shows a nice profit to you and is a good seller.

Don't Be Without It.

Agents for Canada:
ROSE & LAFLAMME, - Montreal

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

CUP QUALITY vs. STYLE

CUP QUALITY WINS OUT EVERY TIME.

We critically test all Teas in the cup before purchasing; therefore flat, insipid and "Bodiless" teas are never sold our customers.

On the above grounds, we respectfully solicit your business.

A postal will bring samples and quotations.

WM. BRAID & CO., - Vancouver, B.C.

BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book—

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails "	0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 40
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages...$4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) per doz.	$ 2 30
Corked " " "	1 90

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 80
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

These two brands are

BORDEN'S Brands

"EAGLE" Brand Condensed Milk

"PEERLESS" Brand Evaporated Cream

and are the recognized standards of the world for purity and perfection—being the pure product—
No other brands of Condensed Milk and Evaporated Cream have received such high endorsement—
Buy them.

EVERY JOBBER SELLS THEM

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

(Fairbank)

GOLD DUST WASHING POWDER.

25c. packages	$4 65
50 10c. "	3 90
100 5c. "	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capco Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Clairette Soap)	3 65
100 5c. bars (Mascot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 80 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

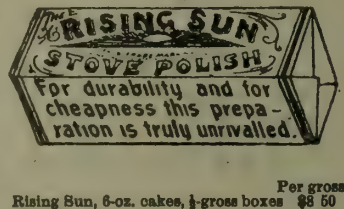
J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

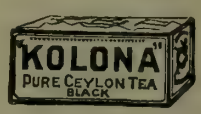
3 p.c. off 30 days or 3 months.

Teas.

SALADA CEYLON.

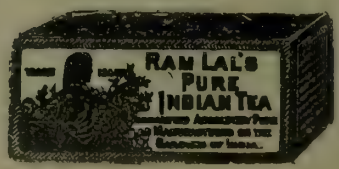
	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 28
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Red Label, 1's ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Embossed Label, 1's, ½'s and ¼'s	0 70	1 00



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$0 42½	
" II 40-lb. boxes	0 37½	
" III 80-lb. boxes	0 32½	
EMD AAA Japan, 40 lb "at	0 30	
" AA " 40 "	0 27½	
Blue Jay, basket fired Japan, 70 lbs.	0 25	
"Condor" IV 80-lb. "	0 27½	
" V 80-lb. "	0 25	
" XXXX 80-lb. boxes	0 21½	
" XXXX 30-lb. "	0 22½	
" XXX 80-lb. "	0 19	
" XXX 30-lb. "	0 20	
" XX 80-lb. "	0 18	
" XX 30-lb. "	0 18½	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 25	

"Condor" Ceylon black tea in lead packets	
Green Label, ¼s, ½s and 1s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ¼s, ½s and 1s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

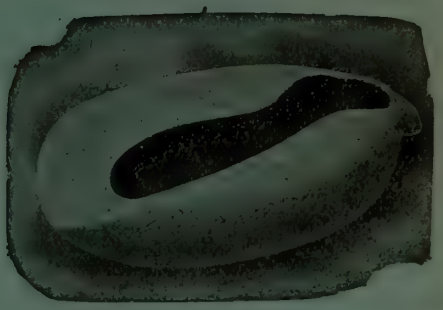
Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages : Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

Spring Specials

IN

GLASSWARE

We have some extra good assortments of saleable staple articles to retail for **10c.** each. You ought to have some, sure.

—— Get Particulars——

GOWANS, KENT & CO. LIMITED

TORONTO

PUSH

packaged Mince Meat at this season.

WETHEY'S

is the standard of excellence, one package makes two large or three small pies.

LOOK UP YOUR STOCK

ORDER NOW

Be sure you get Wethey's. Sell every customer a package.

J. H. WETHEY, Limited

ST. CATHARINES, CANADA

C & B Crosse & Blackwell's

MALT VINEGAR

Rep. Pints **Rep. Quarts**

Imp. Pints **Imp. Quarts**

C. E. Colson & Son

MONTREAL, Agents

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, MARCH 30, 1906. NO. 13.

Robinson's Patent Barley

Is a Steady Seller
With the BEST TRADE

Your store is the **finest** in the town. And, therefore, you are or should be selling

ROBINSON'S PATENT BARLEY

Liberal sampling among your customers on receipt of list addressed to

Frank Magor & Co., - 403 St. Paul St., Montreal
Agents for the Dominion

Raised on It.

—We have been telling you for some time why "Crown" brand
—***Table Syrup*** was the best and most profitable syrup to
—handle; increasing sales and new as well as larger orders
—show that the grocery trade are buying "Crown" brand———

Now for nearly 50 years we have been making the very best culinary and laundry starches, and every grocer in Canada knows that it pays him to sell

Benson's "Prepared" Corn
Edwardsburg "Silver Gloss" Starch

ORDER THESE AND AND STICK TO THEM, IT PAYS———

EDWARDSBURG STARCH CO., Limited

53 Front St. East, TORONTO, Ont.

ESTABLISHED 1858
Works, CARDINAL, Ont.

184 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

Large Soap Sales.

Don't try to sell soaps that are unknown—it's hard work and unprofitable labor.

The best selling soap is the best known soap and the best known soap is the one which is advertised the most extensively and is at the same time absolutely pure and of high quality.

Baby's Own Soap

is the most extensively advertised Soap in Canada—it is absolutely pure and is known throughout Canada as the best Soap for the Nursery, Toilet and the Bath because of its rare quality. It is not surprising that it sells easily and in very large quantities. You cannot afford to let your customers go elsewhere to buy Baby's Own Soap.

It is one of the excellent lines manufactured by

THE ALBERT SOAPS LIMITED,
MONTREAL

This Cough Remedy is always in demand among all classes at all times of the year, but more especially NOW when Coughs, Colds, etc., are so common.

It is one of the most profitable lines to handle. It makes the dealer's smile broaden and the list of his customers lengthen.

Mathieu's Syrup

of Tar and Cod Liver Oil

A good seller always—always with a good profit.

Nothing so common as a headache.
Nothing so common as a headache cured with MATHIEU'S NERVINE POWDERS.

The J. L. Mathieu Co., Props., Sherbrooke, P.Q.

National Licorice Co.

Brooklyn, N.Y.

R. S. McIndoe
Selling Agent - 120 Church St., Toronto

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

England's Best

"Best" for you and the customer too

Taylor's Candied and Drained Peels

Made in England from the best Corsican Peels only. Made for high-class trade who are only satisfied with the best there is or can be. Always the same—always the best. "Best" for you to sell—"best" for your customer to buy. *They satisfy.*

Scotland's Best

"Best" for you and the customer too

"Tyne" Brand Scotch Fish

The Shields Ice and Cold Storage Company of Scotland are specialists in the selecting, curing and packing of fine Herring. They do nothing else but this one thing. Their whole time is concentrated on a supreme effort to excel—*and they do.* Full weight and best quality is the only thing that satisfies them. "Best" because no other brand is or can be quite so good.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal ***20½ Front St. East, Toronto***

Manufacturers' Agents and Brokers' Directory

BARBADOES, W I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CALGARY

The Dominion Brokerage Co.,
Wholesale Limited
Commission Merchants and Brokers
CALGARY and EDMONTON, ALBERTA
Excellent Trade Connection
Highest References

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
Montreal.
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

W. E. FELLOWES
Manufacturers' Agent and Commission Merchant
6 St. Sacrament St. - - Montreal.
I am open to introduce a few new lines of high-class grocers' specialties. Could handle a line of Canned Goods and Sauces.

Phone Main 2881.
LEON TANGUAY
Commission Merchant
Manufacturers' Agent
Country Produce
197-199 ST. PAUL ST., - MONTREAL, CAN.
Correspondence solicited.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. E., TORONTO
Calling on best Grocers and Mfg. Confectioners.
Could handle another first-class specialty for Manufacturers.

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

BARBADOS RAW SUGAR
on the spot. Phone, write, or wire us your order.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

A. F. MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask.
Office, 8 Main Street.

WINNIPEG.

CALGARY STORAGE
In a new brick block centrally located
Dingle & Stewart
Winnipeg, Man. - Calgary, Alta.
COMMISSION BROKERS.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Uinon Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited.

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

(Continued on page 54.)

ESTABLISHED 1840.

H. W. NELSON & CO. Limited

SUCCESSORS TO

THE H. A. NELSON & SONS CO. Limited

MANUFACTURERS OF HIGH-GRADE

BROOMS AND WHISKS

RETURNED
SEP 6 - 1906
To Dunn
Cut Book 54
Page 55

The Whisk shown above was sewn on a power sewing machine, the only one in use in Canada. All our Whisks are sewn on this machine, which will sew 100 dozen per day. For uniformity and evenness the work cannot be approached by hand sewing.

Large variety of styles and sizes.
Write for samples and quotations.

Office and Warehouse, 42 Scott St.

H. W. NELSON & CO. Limited

TORONTO

Factory, King St. W.

Hamilton, Ont., March 20th, 1906.

Re Standard Peas, No. 4 Size

Dear Sir,—

This week we want to speak briefly about OUR Standard Peas, No. 4 Size, which are, as you are aware, our cheapest priced Peas.

Our Standard Peas are grown from carefully selected Seed. We guarantee that all of our Peas are of the sweet variety, and none of them of the common field variety. You will also find our Standard Peas sweet and tender.

We aim in packing our Standard Peas, as well as the higher grades, to produce an article which when opened will present a bright, clear liquor, Peas evenly graded, uniform in color, tender, sweet and attractive in appearance.

Our processors have had nearly a quarter of a century's experience in the packing of Peas, and our Peas are therefore free from any liability of being old, and are invariably canned the same day as picked, thus ensuring a tenderness which is lacking in Peas canned a day or so after they are picked, as often happens with the packs of inexperienced processors.

Even in season our canned Peas are to be preferred to fresh Peas purchased on the market, as the latter are generally a day or two old and are thus tough, and without flavor, whereas our Peas are grown in the immediate neighborhood of factories, and are packed within a few hours of picking.

Our Peas are thoroughly sterilized, and are also for this reason preferable to fresh Peas.

Peas were never cheaper in price or better in quality than at present. You should point out to your customers the advisability of laying in stocks now for future use. Compare present prices with a year or so back.

Do not forget our brands, viz.: ''Aylmer'', ''Log Cabin'', ''Horseshoe'', ''Auto'', ''Little Chief'', ''Lynnvalley'', ''Kent'', ''Maple Leaf'', ''Lion'', ''Thistle'', ''Grand River'' and ''White Rose''.

Yours respectfully,

N.B.—Our Motto is ''Quality''.

CANADIAN CANNERS, Limited

REDUCING STOCK

Closing out Odd Lines. Price almost no object.

They must go.

88	Half-chests and Cases China Young Hyson, Foong Mee, and Sow Mee, would be cheap at 15c.....	12½c.
150	Boxes well-rolled, pea leaf make, Imperial Gunpowder Tea.....at	15½c.
80	Half-chests Moyune Young Hyson China Green Tea, nice leaf, good liquor.....at	10½c.
100	Chests Ceylon Black Pekoe Tea	12½c.
75	Chests Indian Black Pekoe Tea..... (The two above would be cheap at 14½c.)	12½c.
250	Half-chests nice Sun-dried Japan Tea.....at (Where can you get such value?)	11c.

I am selling more Coffee every day; this gas roaster of mine is a beauty, turning out splendid goods not equalled by any other house.

Cup Quality has always been my motto for Teas and Coffees. Try my brands—the richest in aroma and strength.

OLD CROW BLEND COFFEE, whole or pure ground		25c.
CONDOR BLEND COFFEE	" "	30c.
EMD BLEND COFFEE	" "	35c.
Madam Huot's Coffee .....1 lb tins		31c.
" " " .....2 "		60c.

Freight paid on 50 lbs.

Ask for samples—it pays!

E. D. MARCEAU

Wholesale Teas, Coffees, Spices and Vinegars

281-285 ST. PAUL STREET, - MONTREAL

Ceylon Tea. (Green or black)

"Time passes and customs change."

In the days of long ago—in grandfather's day — the sturdy housewife brewed her family beer, full, clear and sparkling, and good judges too they were of it, we are told. To-day the dainty housewife brews her Ceylon Tea, fragrant, rich and mellow, straight from the "Sunny Isle."

Ceylon Tea has no equal. It stands absolutely alone for quality and excellence. **A perfect natural green leaf.**

It **talks** satisfaction and **spells** profit.

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

ROWAT'S
PICKLES and OLIVES

In all Sizes of Packages
Sold from Halifax to Victoria
Ask your Jobber for Prices

AGENTS:

Snowden, Forbes & Co., 449 St. Paul St., Montreal.

H. R. Silver & Co., Halifax, N.S.

F. H. Tippet & Co., St. John, N.B.

Reginald Lawson, Union Bank Bldg., Winnipeg, Man.

C. E. Jarvis & Co., Flack Block, Vancouver, B.C.

CANNED GOODS

We offer, in 15-case lots only, as follows :

5 Cases Quaker	1905 Tomatoes,	-	**$1.00** Doz.
5 " "	1905 Corn,	- - -	**.80** "
5 " "	1905 Early June Peas,		**.60** "

Also Quaker Midget Peas, 82½c. Doz.

F.O.B. Kingston. **Terms : 30 Days.**

GEO. ROBERTSON & SON, - KINGSTON, ONT.

GILLETT'S

HIGH GRADE

CREAM TARTAR

ABSOLUTELY PURE.

SOLD IN PACKAGES AND CANS.

Same Price as the cheap adulterated kinds.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

The grocer who would claim and hold the custom of the best people of his community will always carry a full line of

STERLING

BRAND

PICKLES

MADE BY

The T. A. LYTLE CO., Limited

TORONTO, CAN.

Canada's Greatest Pickle Factory

PERHAPS you are a little incredulous

as to the value and selling qualifications of "Salada" uncolored Ceylon Green Teas. Yes, may be you are, others have been so too that are mighty strong converts to-day.

You may take our word for it, they are grand teas in the cup, delicious in flavor and with an unadulterated strength that puts Japan Teas to shame.

A sample case will bring conviction better than a page of advertisement.

May we send one and guarantee its sale?

Write at once: "SALADA," Toronto or Montreal.

When You Want the BEST **PURE OLIVE OIL**

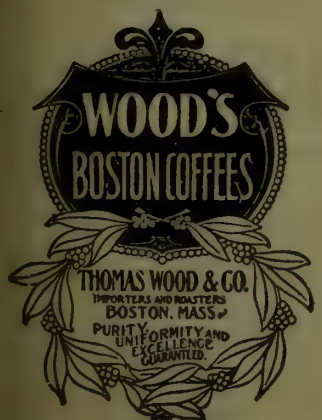
Ask and Get "RAYON D'OR"

GROWN, MANUFACTURED, PACKED BY

MENGERT, GAGNOLI & CIE, BARRI, LUCCA, NICE.

Formerly SUAUT & CIE.

Write for prices and samples to **J. RUSSELL-MURRAY, 6 St. Sacrament St., Montreal, Sole Canadian Agent**



RIGIDITY

is not a pleasant word, but it is all right when properly used.

There are two leading rules that apply to every one of our different grades of goods—Purity and Uniformity.

And the same rigidity of requirement is manifest in every process of

WOOD'S COFFEES

The system is **rigid**, for only thus can the Grocer be supplied with the best Coffees in the world.

Canadian Factory and Salesroom:

No. 428 St. Paul Street - - MONTREAL

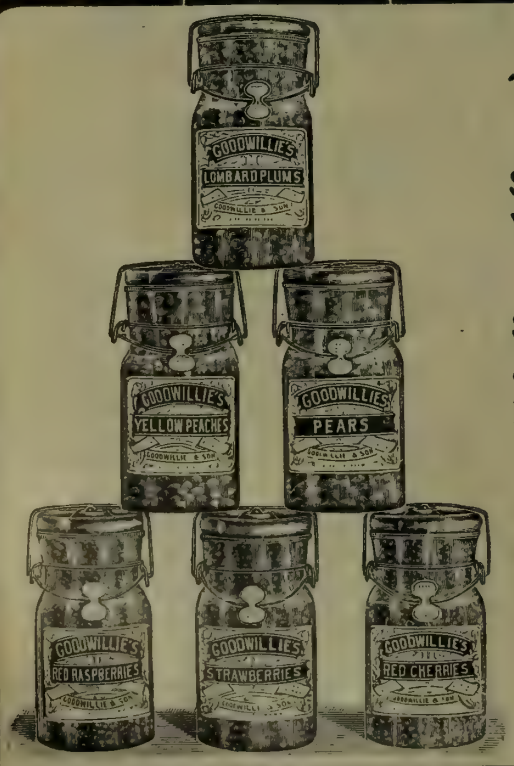
MAPLE SUGAR

Largest Exporters of

PURE BEAUCE COUNTY SUGAR

D. RATTRAY & SONS

QUEBEC Montreal OTTAWA



THEY

Sell Well

Show a Nice Profit

Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE& LAFLAMME, - - MONTREAL

Are you open tor a profitable deal? If so, we would like you to buy

PATERSON'S

Worcestershire

SAUCE

You can make money with it. It gives you more profit for less labor than any other similar article.

ROSE & LAFLAMME, Agents, Montreal.

RISING SUN STOVE POLISH AND SUN PASTE STOVE POLISH

INCREASING SALES ARE SIGNIFICANT

Our sales of **RISING SUN** Stove Polish in cakes and **SUN PASTE** Stove Polish in tins have shown a remarkable increase this year over sales for corresponding period last year and this furnishes the proof of what we claim, viz., that they are the best Stove Polishes on the market, and just the kind for the retail dealer to push in order to please the customer. A customer pleased becomes your friend as well as ours and is coming back to your store for more.

MORSE BROS., Props., - - Canton, Mass., U.S.A.

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Do You Know The Combination Mr. Grocer ?

Tea Quality and ***Tea Truth*** make a combination, the knowledge of which unlocks the vault of business and admits the secrets of ***trade*** and ***profit***.

The combination is exemplified in

Blue Ribbon *Ceylon* Tea

Why not sell it in larger quantities? You never had a better tea offered to you than ***Blue Ribbon Ceylon Tea.***

If you are anxious for a Trade-winner you have merely to get in a stock of ***Red Label Line***—the 40c. marvel. This tea would be ***cheap*** at ***50c.*** It ***sells*** at ***40c.***

HOLD FAST TO "RED LABEL."

German Starch

will soon be the leader—don't overlook this fact, it is bound to be a winner for you and the favorite of the housekeeper—

Look at this—only **10 days** on the market and 125 cases sold to the trade.

Remember it costs you only **6c.** per pound.

Order through your jobber or direct.

GERMAN STARCH CO., 101 Mount Royal Avenue, Montreal.

JAPAN TEAS

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

The merchant who knows his business talks

QUALITY

to his customers.

Cheap canned meats means goods made from cheap meat.

Do you ask your butcher for cheap meat when you want a good dinner?

When your customer has once tried our goods he will stick to our brand and to your store.

GROCERS

Ask your jobbers for our brand and compare with others.

All our goods are made in Canada from first-class Western Stock.

Corned Beef, Roast Beef, Chicken, Turkey, Potted Meats, Lunch Tongue, &c.

NICHOLSON & BAIN, Winnipeg and Calgary

Western Agents for

THE MANITOBA CANNING CO., LIMITED

GRANDE POINTE, MANITOBA

OUR PLATFORM

FOR **REINDEER MILK**
JERSEY CREAM

Reliable goods—the best product from the purest material.

Attractively labelled cans—an ornament in every grocer's display.

Prices and terms to the wholesale trade arranged on a sound business basis—strictly adhered to.

The interests of the retail trade well looked after.

EVERY CAN ABSOLUTELY GUARANTEED

The above applies equally to

REINDEER COFFEE
REINDEER COCOA

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for **"Diamond E."** on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders**—**You cannot make a mistake** in ordering a tin on a trial basis—If the coffee does not prove a **convincing argument**—We stand the expense—**"Diamond E."** will put **new life** into your **Coffee trade**—**Try it**—Backed by a reputation of over half a century.

S. H. & A. S. EWING, - MONTREAL

Lowney's Cocoa

10c. Tin Good Seller Well Advertised

INCLUDE A SIX-POUND BOX IN YOUR NEXT ORDER.

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

MODERN METHODS

demand the use of a cold-water starch.

It stands to reason, then, that a grocer can sell a good deal more cold-water starch than any other kind.

IVORINE

is the best cold-water starch on the market. Its chief characteristics are Less Labor, More Satisfaction.

If you do not keep "Ivorine Starch" you should certainly speak to your jobber about it.

St. Lawrence Starch Co. Limited

Port Credit, Ontario

NEW GLASSWARE

We have added a number of new patterns to our large assortment in Decorated Glass. Our new "Rose Blush" and "Rose and Gold" patterns are just what you want—good sellers and inexpensive. Write us for description and prices of the assorted packages. Mail orders are given careful attention.

Large assortment of Gold and Plain Glassware always in stock.

THE JOHN L. CASSIDY CO., LIMITED, MONTREAL

A POPULAR PRICE
A GENUINE QUALITY

TWO REASONS WHY

HOLBROOK'S

25c. GENUINE WORCESTERSHIRE **SAUCE** 25c.

HAS THE LARGEST SALE IN THE WORLD

PRICES AND TERMS FROM HOLBROOK'S, LIMITED, 28 FRONT ST. EAST, TORONTO

DO YOU SELL COFFEE ?

HAVE you any customers who, while buying most of their household necessities from you, **don't buy coffee** at your store? Why is it? Simply because they think **better** coffee can be got somewhere else. Just to meet this condition we have specially blended and packed in handsomely embossed one-pound tins a coffee **so good** that, if once tried, these customers who now go elsewhere for coffee will buy that also **from you** with the rest of their goods.

OUR **White Swan blend** is a coffee for **particular** people. It so pleases popular taste that nothing else seems quite as good. It is a coffee that **makes** trade and **keeps** it. Try a sample lot and see how your coffee sales will grow.

THE ROBERT GREIG COMPANY LIMITED

White Swan Mills

TORONTO

We are quoting exceptionally low prices on

CURRANTS

We make a Specialty of Cleaned Fruit.
Our Brands are the Standards.

Our

ROYAL EDWARD ALEXANDRA,

the very finest shade-dried Vostizzas, are not equalled on the Canadian market.

Packed in convenient sized quarter cases.

Include a sample one with next order.

Samples and quotations upon request.

THE EBY, BLAIN CO., LIMITED

Wholesale Grocers — TORONTO

Purnell's

Genuine Worcestershire

Sauce

Shews a good profit

Never fails to give satisfaction.

Do You Stock it?

If not, mail your order to-day.

PURNELL WEBB & CO., Limited

BRISTOL, ENGLAND

ESTABLISHED 1750

Figures don't lie, but they can be made to mislead the reader, and certain subsidized advertisers are not above publishing **figures** that are bound to mislead the grocery trade of Canada.

In *The Grocer* of March 23rd the statement was made that certain teas had shown an increased export of **13½** millions in 1905, leaving the impression (based on past advertisements of same interests) that the one particular **Green Tea** which is **Canada's** favorite **Green Tea** was being displaced.

Don't you credit any such fairy tale

The real facts are that while the total export trade did increase 13½ millions, the increase was not in **Green Teas,** but in Black (which are not made in Japan), and, **whisper it low,** the exports of Green Ceylon Teas to Canada and United States **decreased millions** of pounds.

You are **living** and **doing business** in Canada, not in Russia.

Canada's only favorite Green Teas are

JAPAN TEAS

TAKEN BY STORM

That's how **Bode's Pepsin Menthal Gum** took the people of Toronto last week. Never before has there been such a campaign known in Canada or any other country as was started by the **BODE GUM CO., Limited,** in the City of Toronto, begining March 17th.

This marvellous campaign will be carried on throughout the Dominion of Canada from Halifax to Vancouver.

Dealers throughout the Dominion are watching it with the utmost interest, and marvel that the **BODE GUM CO., Limited,** through their determined advertising methods have brought their brands of **Gum** to public notice in less time than it takes to tell about it.

Their success can only be attributed :

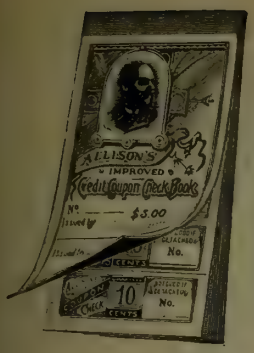
1st—To the excellent quality of the brands of Gum which they have put on the market.

2nd—Their liberal methods and views of handling their business to the trade.

If you are not already supplied, order of your jobber or direct from

BODE GUM CO., Limited

Toronto Office—Pacific Bldg. (Scott Street) **MONTREAL**



The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System.**

IF A MAN WANTS CREDIT

or $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

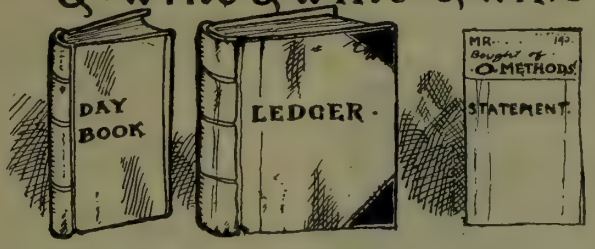
STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.
King's Cross
London. Eng.

A·RETAIL·DITTY·

There·was·a·man·who·ran·
a·store;
And·when·he·closed·it·up·
at·night,
He·had·to·work·upon·his·books·
&·write!&·write!!&·write!!!



A·C-C·man·came unto·him,
And·proved·unto·his·great·
delight,
That·all·that·he·need·ever·do·
is·write.

¶ The Copeland-Chatterson Retail System consists of one book which does the work of three books intelligently and without effort on the part of the accountant.

Write for particulars and information.

The Copeland-Chatterson Co. Limited

Devisers and Manufacturers of Systems for Business

Head Office : Toronto. **Works : Brampton.**

Winnipeg : 141 Bannatyne St. **Montreal : Liverpool, London & Globe Building**

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING APACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman, Eckert & o., London, Ont.

The MONARCH TYPEWRITER COMPANY, Limited
TORONTO, ONT.

Gentlemen:—In enclosing you our order for another of your MONARCH VISIBLE Typewriters, we wish to state that the one we secured from you about a year ago has given us splendid satisfaction.

Yours very truly,

THE ONTARIO LUMBER COMPANY, Limited
(Sgd.) A. E. Cates, Secretary.

THE PERFORMANCE OF THE MONARCH VISIBLE WILL PLEASE YOU

The Monarch Typewriter Company, Limited
3 Toronto Street, Toronto, Canada
BRANCH OFFICES:
Montreal, P.Q., 23 St. John Street. Hamilton Ont., 14 Main St. East.
London, Ont., 110 Masonic Temple.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL, Aberdeen, Scotland, is always ready to handle consignments of Canadian produce. Aberdeen is a developing market. Won't you at least give it a trial? Others did so, were satisfied, and continue shipping. Personal attention. Prompt returns.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15 per year.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

This space $30 per year.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

This space $15 per year

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

This space $30 per year.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

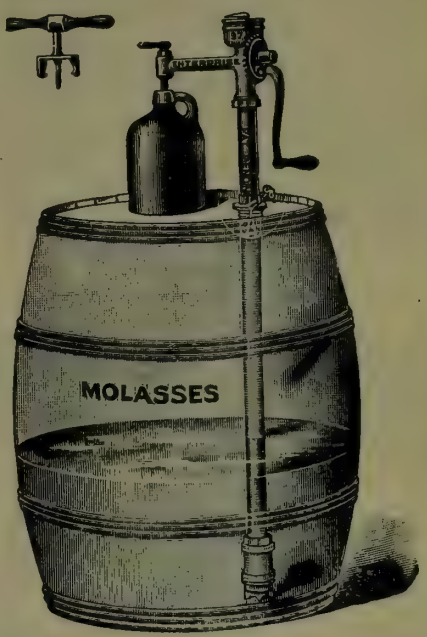
P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs.
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

"WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an



"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

Why not order it to-day? Pumps cost $6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the "ENTERPRISE" SMOKED BEEF SHAVER, Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.

The Enterprise Mfg. Co. of Pa., Phila., U.S.A.

A System to Increase Trade

Put aside detail work when the same result may be obtained in less time and at less cost by automatic machinery. The hustling retailer of today must have time to look after the wants of his customers and keep his stock up-to-date to attract trade.

A National Cash Register handles accurately, cash sales, credit sales, money received on account, money paid out and money changed, and leaves the mind of the retailer free to interest his customers and plan a larger business for the future.

Retailers are invited to send for our representative who will explain N. C. R. System.

Tear off here and mail to us today

N. C. R. Co.
Dayton Ohio

Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy

Name

Address

No. of men

Walker Bin Interior.

CONSIDER THE LOSS that results each year from an untidy, unattractive and inconvenient store—

Loss from shrinkage
Loss from dirt
Loss on shelf-worn stock
Loss of time and labor
Loss of customers
Loss of PRESTIGE

The Cost of Installing Walker Bin Fixtures

providing attractiveness, cleanliness and convenience **IS SMALL IN COMPARISON.**

They not only increase business, but give CHARACTER to it.

Write for Illustrated Catalogue. *Spring is the best time*

THE WALKER BIN AND STORE FIXTURE CO., LIMITED

BERLIN, - ONTARIO.

THE AUER LAMP

GASOLENE

200 CANDLE POWER OF CLEAR, STEADY LIGHT

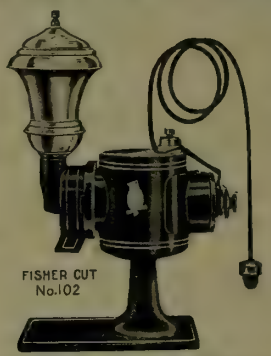
The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. Send for Catalog.

AUER LIGHT CO.——————MONTREAL

ELECTRIC POWER COFFEE MILLS



FISHER CUT No.102

This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

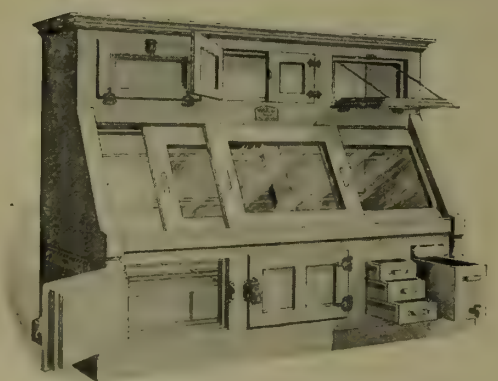
Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

Aubin's Patent Refrigerators

GROCERS should not be without one



Perfect Dry Air Circulation System
Highest Testimonials from Leading Grocers in Canada

Made in 10 styles

Silver Medal Quebec Exhibition
Diplomas—Ottawa, Montreal and Toronto

WRITE FOR CATALOGUE

C. P. FABIEN, Proprietor and Manufacturer

OFFICE AND FACTORY
3167 to 3171 Notre Dame St.
MONTREAL, CANADA

WAREROOMS
4 to 8 Fabien Ave.
31 to 45 William St.

Branches at Ottawa, Winnipeg and Windsor, N.S.

Messrs. Fruit and Vegetable Packers:

Prepare for the coming season by ordering your cans. You will make no mistake in placing your order with

The Acme Can Works

We have had your interest in view and have spared no expense in equipping our factory with the latest and best machinery for making packers' cans. With our new building, which is now almost complete, we will be able to double our capacity of former years and will supply ***cleanest*** and ***best*** cans offered to the packer —cans made from British tin plate of the best quality and best workmanship — ***Prices Right, Liberal Treatment, Prompt Shipments.***

Acme Can Works, - Montreal

ETURNED
AR 29 190

THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

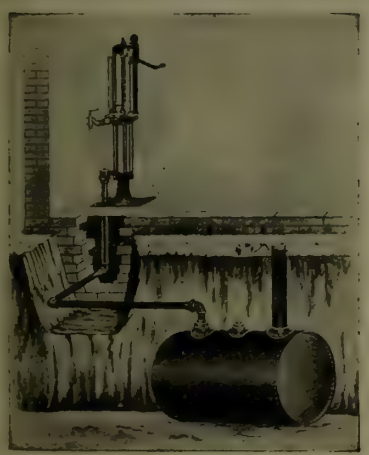
A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.



CUT No. 42—Tank buried, pump in store. For kerosene and gasolene. One of fifty.

For Gasolene

Under ground, over ground, first floor, or cellar tanks, for gasolene in large quantities or small :

THAT'S THE BOWSER

For any merchant who handles gasolene, a Bowser Self-measuring Outfit will prove a valuable asset.

250,000 in daily use are testifying that Bowser means:

Safety — **Labor and**
Economy — **Time Saved**
Convenience — **And Cleanliness**

AND, THEREFORE,

Money in the dealer's pocket.

Gasolene Catalog "B" tells about the Bowser.

Send for it To-day

S. F. Bowser & Co., 350 Front St. West TORONTO.

FOR OVER 70 YEARS

the choice of all refined palates!

Compare this Fac-simile of the Original and Genuine Worcestershire Sauce with the imitations and you will see that every bottle of the Genuine Worcestershire bears the name

"LEA & PERRINS"

All others are imitations and inferior in quality

It is no idle boast to say that ***Lea & Perrins*** is the Best Sauce in the world. Use and sell it!

J. M. Douglas & Co.
Montreal — ***Canadian Agents***

Syrup sells fast these days

It will go faster and show a handsome profit if you offer your customers

Aurora Brand Corn Syrup

in Tins of 2-lb., 5-lb., 10-lb., 20-lb.—Kegs, ½-Brls. and Brls.

Also

Aurora Maple Syrup

with the true smack of the sugar bush about it.

In Tins containing pint, quart, half-gallon and gallon.

See our travellers—write us.

W. H. GILLARD & CO.

WHOLESALE GROCERS

HAMILTON

Behring Sea Cod

Choice "hard cured" whole fish—packed in 50-lb cases.

Barbados Syrup

For table use, "extra quality," put up in half bbls. or cases of 2 doz. 3-lb tins.

LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON, - ONT.

Phone us at our expense.

BEWARE OF IMITATIONS

TWO BIG SELLERS

Maple Cream Hearts
Twin Block Pure Maple Sugar

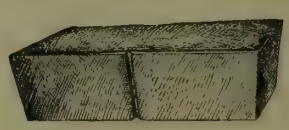
Maple Cream Hearts are put up in Pails of 18 lbs. each and sell for 20 cts. per lb.

Price Per Pail - ***$2.16***

(No charge for Pails)

Profit to Retailers on one Pail - ***$1.50***

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 ¾-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c sale; in handling this Sugar there is no weighing or waste

Price per Case - ***$3.00***

Profit to Retailer in one Case - ***$1.00***

We are the originators and sole patentees of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify ***Twin Block Maple Sugar*** and ***Maple Cream Hearts*** and you will get the genuine.

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.

DRIED FRUITS

We were well pleased with the way the trade responded to our "Ad" of

NATURAL FIGS

and as our stock is rapidly running down in this line, we are bringing forward another snap

ELEME COOKING FIGS

Our travellers can give you full particulars. If they do not call, write or phone.

JAMES TURNER & CO.
HAMILTON

"With eels and lampreys, fowl and fish,
Perry's Sauce makes a delicious dish."

That's true! That's true! Once

Perry's Worcestershire Sauce

gets into the home a new pleasure is given to the meals.

It's your place to see that Perry's Sauce gets into the homes of your customers, and it is you that will profit as much as anybody.

To sell a sauce that is an experiment has no fascination, but the quicker you make sales for "the best there is" (Perry's) the quicker your bank account will grow.

Perry's Sauce is Pure.

Selling Agents:

Taylor & Pringle Co.
Limited

OWEN SOUND, ONT.

Manufacturers of *Queen Quality Brand Pickles.*

Tartan BRAND

The Sign of Purity

Specials in **Maple Syrup**
" **Canned Goods**
" **Prunes and Figs**

Wagstaffe Fig and Lemon Marmalade
IN GLASS, IS DELICIOUS

Phone **596,** *our expense, for particulars.*

BALFOUR & CO.
Wholesale Grocers
HAMILTON, ONT.

DOMINION GROCERS' GUILD INQUIRY

Later history of the Guild, investigated before the Court at Hamilton By our special reporter.

The preliminary investigation into the charge of conspiracy in restraint of trade against seven officials of the Dominion Wholesale Grocers' Guild was resumed at Hamilton before Magistrate Jelfs Thursday of last week and continued on Friday The sessions were not wholly devoid of interest, but nothing new in support of the charge was adduced. It came out that a proposal had been made to engage an American detective as an inspector to discover and get evidence regarding price-cutting, and it was found that the sugar refiners had refused to strike firms off their list of direct buyers because they had left the guild or had declined to pay their fees. J. Stanley Cook, the Dominion secretary, was on the stand all Thursday. Aside from a little questioning of this witness the proceedings of the two days consisted again in reading letters. At the request of E. F. B. Johnston, K.C., and Edmund Bristol, M.P., who appear for the defence, an adjournment of a month was granted to enable them to review the case thus far. The Crown attorney stated that he had still a dozen witnesses to examine. These will be mainly men refused admittance to the guild or struck from the lists of direct buyers of sugar or tobaccos.

Not Quite so Ancient.

The evidence submitted on Thursday differed from that put in the previous week only in that it related to a subsequent period, mostly to the years 1902, 1903, 1904 and 1905. In 1898 and 1899 when the letters, read by Crown-Attorney Washington the week before, were written, the guild was struggling to establish the sugar and tobacco arrangements. Those letters dealt with applications for membership, refusals to come in and violations of the agreements. The same themes occupied the court on Thursday and the objective point the Crown Attorney had in view was evidently to show that some people had absolutely been cut off from getting their supplies. The evidence did not reach that point, so far as firms entirely wholesale were concerned. As before, there was plenty of evidence that people not considered legitimate wholesalers were dropped from the list of direct buyers of sugar, but they could get all they wanted at the price paid by retailers. The complaints about cutting tobacco prices were dealt with through the manufacturers, who, the understanding was, would not sell to people who persisted in cutting list prices. But it was not shown that anyone had actually been cut off. The threat was always sufficient to secure obedience. All this Mr. E. F. B. Johnston admitted for his clients when the investigation opened.

Sorted the Letters.

During the week's adjournment Crown Attorney Washington and his colleague, John G. Farmer, had sorted out a part at least of the sheaf of letters produced by Secretary J. Stanley Cook. of the Dominion Guild. He had scores of bundles of them, each bundle relating to a particular subject. He got 47 bundles in in the course of the day, besides reading relevant letters from Mr. Cook's letter book and examining that gentleman himself, who occupied a seat in the witness box all day.

Had Retail Stores.

The first matter dealt with the admission to the local guild at Quebec of Messrs. Revillon, a large firm with headquarters in Paris, France, and branches at several points in Canada. After they had given their check for $250 it was found they had been refused membership in Montreal and Winnipeg because they were to some extent retailers. There was a lot of correspondence about it because the local guild, having accepted the firm's application, didn't want to recede from its position.

Guild had the Right.

But Magistrate Jelfs broke in upon the recital with the remark that he didn't think it mattered, since the guild had a perfect right to admit or reject as members whom it chose.

"That, in my judgment," said the Crown Attorney, "is the strongest part of the Crown's case, because these people are not allowed in and are not allowed to buy except at prohibitive prices."

"That is nonsense," declared Mr. Johnston. "They may buy on the same basis as any other retailers. We are in the hands of the manufacturers just as the retailers are."

"Put the letters in," the magistrate said, leaving decision for the higher court. "But I don't see anything in this case if they were being kept out just because they were not wholesalers."

The next bundle Mr. Washington produced related to applications for admission to the guild by Castle & Co., Ottawa; Hunter & Co., Pembroke; and W. R. McRae, Kingston. Mr. Castle, writing to Mr. Laporte, president, Montreal, said: "I have been in the wholesale fancy groceries in this city for five years and find it is rather difficult doing business without sugar, rice and tobacco, which I cannot buy without admission to the guild."

He was admitted. Hunter & Co. were refused because they were retailers, and McRae was dead, and the business was being liquidated as retail. Hunter & Co. continued to be direct buyers from the refiners for some time and it was the occasion of a good deal of letter writing down to 1905.

Bedingfield & McCluster, Ottawa, wanted into the guild. Correspondence was kept up from February, 1902, to May, 1903, and they were refused because not strictly wholesalers.

The Cause of the trouble.

The Grocers' Wholesale Co., of Hamilton, made application for membership in December 1903. They were alleged to be an organization of retailers and were asked to sign a somewhat different undertaking than required of the ordinary wholesaler coming in, and to pay the usual admission fee of $250. They objected to both the fee and the statement required of them. and the correspondence continued a year and the firm remained out.

Mr. Washington inquired regarding Mr. Cook's relations with the Macdonald Tobacco Co.

"You know Mr. Stewart, Sir Wm. Macdonald's private secretary?"

"I do."

"Do you ever have occasion to see him?"

"I have."

"In conection with guild matters?"

"Yes."

"And for what purpose "

"Various purposes. Most frequently to report breaches for the price committee."

"Did you ever request him to strike people off the list?"

"No, I have not."

"Sure of that?"

"I would not be quite sure."

"You would go to Stewart and say so and so is breaking the agreement. What would he do?"

"Ask for particulars."

"Did he strike any off the list at your request?"

"Not that I know of."

Hennessy Came to it.

Mr. Washington read a complaint about a man named Hennessy.

"Did you see Stewart about him?" he asked the witness.

"Yes."

"Was he struck off?"

"No. Because he agreed to comply with the regulations."

"How was it done?"

"I suppose Mr. Stewart had written him."

Mr. Cook, replying to a complaint about the breaking of tobacco prices by some Maritime Province merchants, had written: "I feel that agressors will be dealt with promptly and effectually." Mr. Washington read this and asked: "Were you ever assured by Sir Wm.

Macdonald or Mr. Stewart that they would strike off the list people who did not adhere to the regulations?"

"Not distinctly, to my recollection, but from conversations I understood they would protect the trade."

Mr. Washington wanted to make clear the thoroughness of the guild organization and the secretary's relation to it.

"You have almost daily complaints about cutting prices?" he suggested.

"I get them very frequently."

"And it is your duty to investigate?"

"In a general way."

Importance of His Office.

"I wish you would not minimize the importance of your office," returned the Crown Attorney with an insinuating smile.

"I don't," declared the secretary, "but with the house complained of a hundred miles away, inquiry cannot be very thorough."

"Well, suppose you got a complaint about a Montreal house?"

"I would bring it up at the next meeting of the guild or I might see the house itself."

Mr. Washington produced letters relating to a complaint from down east that Sir Wm. Macdonald was selling to the Nova Scotia Steel Co. Sir William had refused to accede to the request not to sell to the steel company and did not recede from that position.

Sir William Declines to be Messenger.

"I have just had a lengthy interview with Mr. Stewart," read Mr. Washington, producing another letter from Mr. Cook to Mr. Beckett, "and Sir William would not allow his office to be the means of communication between the guild and outside direct buyers."

"What did that mean?" asked the Crown Attorney.

"We wanted to send out selling-price lists and asked him to send them to buyers outside the guild," explained the witness.

Tried Cross Examining.

Mr. Washington wanted to get information about a proposed agreement with the independent tobacco manufacturers, but Mr. Cook could not satisfy him and he assumed a cross-examining tone. Mr. Johnston objected.

"My learned friend has no right to cross-examine this witness," he said. "He is brought here by the Crown as one to be believed to prove the charges, and my learned friend proceeds to show he is not worthy of evidence because he will not give the kind of evidence he wants."

Mr. Washington again cited the plumbers' case and the magistrate thought he should have a little extra latitude. He expressed the view that Mr. Cook was not giving his evidence in a straightforward manner, because in answering in regard to Mr. Stewart he did not admit he had ever requested that a firm be struck off the list of direct buyers. The fact was that it was very well understood between the guild and the manufacturers that back of the latter's interference and the efficacy of it was the possibility or threat of a buyer being struck off the direct list.

The next bundle of correspondence related to cutting of prices by Stephens & Co., Collingwood, which was said to be a "matter of discipline for the manufacturers."

Not Confined to Guild Members.

A letter from Secretary Pafford of the Ontario Guild, to Mr. Cook was read regarding the membership of Warren Bros., Toronto. Therein it was stated that it was a mistake to allow those who had withdrawn from the guild to reap the advantages of the sugar and other agreements, and Mr. Cook was requested to ask the refiners to have the firm struck off the list of direct buyers. Mr. Cook's reply was read, stating he had seen the refiners and "they say that they never agreed to confine themselves to members of the guild and it is not likely they will be cut off." Later, Warren Bros. again joined the guild.

Mr. Cook's confident assurance expressed in several letters, that non-adherents to the price lists on Macdonald's tobacco would be dealt with effectually occasioned questioning by Mr. Washington as to the agreement or understanding between the guild and Sir William Macdonald, but Mr. Cook could tell nothing new.

Keeping of Records.

On Jan. 20, 1902, Mr. Cook, who was then assuming the secretaryship, wrote to Mr. Wills, Toronto, the former secretary, requesting the minutes and papers of the guild. Mr. Wills replied: "You are, of course, aware that no records of the institution have been kept for good and sufficient reasons."

"Are you aware of that?" asked the Crown Attorney.

"No, because since then I have kept all my letters and minutes of all meetings."

"Was the salt agreement for the Dominion?"

"No; Ontario only. It was put in with the Dominion papers in error."

"You had some interviews with Hudon, Hebert & Cie, Montreal, about cutting prices. They were cutting on matches. You got Eddy in, didn't you?"

"No sir."

"The wholesale grocers had an agreement with Eddy, hadn't they?"

"Not in a body, that I know of."

"Your letter states that certain prices are positive."

"There must have been a manufacturer's list."

Refiners are in the Fines.

"Do you remember that Turcotte & Co., Quebec, were fined $100? They eventually got their money back, didn't they?"

"I think so."

"By the way, what becomes of their rebates, confiscated by the refiners?"

"They are in that much."

"Do they contribute anything to the guild?"

"No."

Refused to Pay Fees.

"Sometimes members refused to pay their fees," pursued Mr. Washington. "Were the refiners asked to strike them off?"

"I don't remember asking the refiners to strike anybody off."

Mr. Washington produced a letter from Mr. Geo. Bristol stating that R. & J. H. Simpson, of Guelph, had refused to pay and proposing that they be struck off. Mr. Cook's letter book showed he had written the refiners and that Sir Geo. Drummond had replied he could take no action and that it was a matter wholly for the wholesalers to deal with.

The Canada Brokerage Co., Toronto, was next inquired about. They were said to be a retailers' co-operative concern. One letter of August, 1903, stated they were offering to retailers who would take a $50 share sugar at 2 per cent. discount. A report from the Toronto secretary stated they were "selling sugar all over Ontario as a bait for getting trade." They were not direct buyers and the question was, who was supplying them at a price that would enable them to cut? It was not answered.

Back to Tobacco.

Here the inquiry switched over to tobacco. Two firms in Chatham, N.B., are said to be cutting on Macdonald's tobacco, Messrs. Hocken and McLachlan and there were complaints. Mr. Cook, replying, had stated that he had written to the firms in question and "if that has no effect other steps will be taken."

"What steps?" asked the Crown Attorney.

"The manufacturers will write them themselves."

"Well, you wrote Hocken and McLachlan. What happened?"

"I think they have since signed the agreement, or promised to adhere to the arrangement."

The correspondence showed that this matter dragged on for months. Some of the letters by Mr. Cook read were:

Averse to Drastic Measures.

To A. F. Randolph & Sons, Fredericton, N.B., June 14, 1905:

"I beg to acknowledge receipt of your letter of 12th inst., with further reference to the cutting of prices on Macdonald's tobacco in Chatham. I can assure you that I am doing everything possible in this matter and am satisfied that it will really be settled before very long, but, unfortunately, Sir William is always very averse to taking any drastic measures in matters of this kind, although in one or two instances he has, after exhausting every other means of settlement, done what was required. I will communicate with you immediately upon hearing anything further in the matter. In the meantime should a couple of weeks elapse without your hearing from me it might be well for you to again write, as your letters will help me to force Sir William's hand."

Mr. Washington wanted the names of the "one or two instances," but Mr. Cook could not remember them.

Came to Terms.

To A. F. Randolph & Sons, Sept. 15, 1905 :

"I am pleased to be able to inform you that M. S. Hockin, of Chatham, has at last agreed to adhere to the list prices and terms on Sir Wm. Macdonald's tobaccos, and MacLachlan of same place will be attended to, I think, without delay."

Will be Dealt With Promptly.

To Hall & Fairweather, St. John, N.B., Sept. 23, 1905 :

"I beg to acknowledge receipt of your letter of 18th inst. re certain members of the Maritime trade who have not signed agreement on Sir Wm. Macdonald's tobacco. The only direct buyers who had not signed agreement up to the beginning of September were Messrs. Hocken and MacLachlan, of Chatham. The matter has been in the hands of the manufacturer for some months and, with his assistance, about the first of September we secured a promise from Mr. Hocken that he would adhere to the selling prices. I have a letter also, dated early in September, from Mr. MacLachlan, which I take to mean that he, too, will adhere to the prices, although I have written him for a more definite assurance than the letter conveys.

"I shall be glad to hear from you if you have any direct evidence against any house in connection with Sir William Macdonald's tobacco, as I feel confident that should such be forthcoming the transgressor will be dealt with promptly and effectually."

Asking for Judgment.

Time and again Mr. Washington returned to the question of whether or not Mr. Cook had asked to have any one struck from the list of direct buyers of Macdonald tobaccos.

"All we want is to have these people adhere to the prices," said Mr. Cook in reply to a question regarding the Maritime complaints.

"Did you never ask Stewart or Macdonald directly to cut a man off the list ?"

"No."

"Did you ever ask them indirectly ?"

"I suppose I did when I asked them to enforce the agreement. The alternative was to strike off the list. But I don't know of their ever doing that."

It was stated regarding the Wallaceburg Sugar Co. that they would not make the same arrangement as the other refiners and the wholesalers refused to deal with them.

Complaint was made about the refiners selling to Eaton & Co., and the statement was made that they were not now on the list of direct buyers.

There was a good deal of correspondence about James Lumbers, of Toronto, not being a member of the guild. Then the letter writing was with a view to getting the refiners to "warn" him.

Mr. Washington told of a violation of the sugar agreement by Davidson & Co., of Quebec, selling in New Brunswick according to the Quebec price. As soon as the firm was notified they made the retailer pay the difference and the Acadia Refinery finally settled with them by withholding $100 rebate.

Results of an Interview.

A number of matters already dealt with are mentioned in the following letter of Dec. 16, 1904, from Mr. Cook to Geo. E. Bristol, president of the Ontario Guild :

"I beg to inform you that the president, Mr. Laporte, secured an interview with Sir Geo. Drummond, of the Canada Sugar Refining Co., this morning, and I am now to communicate to you the results of that interview."

Re Provincial Grocers, Limited, Toronto :

"The company have decided not to sell that firm under any circumstances."

Re Geo. Robertson & Son., Kingston :

"Sir George undertook to urge this firm to join the guild, but in view of the fact that it took a great deal of pressure from the refiners to induce Geo. Robertson & Son to come into the sugar agreement originally, he does not consider that there is much prospect of being able to bring them into line. He is of opinion that it would not be advisable for the refiners to use drastic measures to force the firm in question into the guild so long as they adhere to the sugar agreement. In this connection I may say that the Montreal trade have long had the same trouble, that is, we have three or four firms in this city not members of the guild, but for the sake of the sugar agreement we have simply made the best of the existing state of affairs."

Re the R. & J. H. Simpson Co., Guelph :

"While reiterating the refiners' desire to assist the trade in every way possible, Sir George was very emphatic in stating that he could not consider any request to take action in such a matter as this, it being entirely one for the wholesale grocers themselves to deal with."

Not Sell at Any Price.

A. H. Canning was another thorn in the side of the guild three years ago. Mr. Washington read these letters :

Geo. E. Bristol to H. Laporte, Feb. 2, 1903 :

"A man named A. H. Canning has been selling St. Lawrence granulated sugar less than the price, and I wrote to Davidson & Hay, Limited, and enclose a copy of their reply. How do you think it would work if all the members of the sugar agreement bound themselves not to sell a man like Canning at any price ? There surely should be a remedy for this sort of thing."

Davidson & Hay to Geo. E. Bristol, Feb. 6, 1903 :

"Replying to yours of the 4th inst., we know that Canning bought 750 barrels of St. Lawrence granulated sugar from Jas. Lumbers. Lumbers claims that he charged him the full price, making no allowances or rebates of any kind. Consequently we hardly know how to round up transactions like this. When a firm, or firms, are willing to supply illegitimate opposition with ammunition to blow their brains out, the writer confesses that he is incapable of controlling such transactions, and he is somewhat of the opinion that even the Hamilton trade would realize difficulties were they in a similar position."

The Proud Hamiltonians.

Lucas, Steele & Bristol to Davidson & Hay, Feb. 7, 1903 :

"We are in receipt of yours of the 6th February and note contents. In reply beg to say that it seems to us there should be some rule of the guild to prevent a man like Lumbers selling a man like Canning. If we all agreed not to sell Canning under a penalty of losing our rebate, or a man like Canning who is not a retailer but wants it to sell to the retail trade. However, it is a very difficult thing to decide what to do about it. The writer agrees with your president that it seems almost impossible to control such a transaction, and quite agrees with him that it would be too much even for the 'Proud Hamiltonians.' Will call your president up some time next week and see if we can, between us, find some means to prevent this thing."

Bitter With the Sweet.

"We've got down to pickles," remarked Mr. Washington, taking up correspondence relating to Crosse & Blackwell.

Mr. Johnston — "Getting the bitter with the sweet."

There was a letter to Mr. Cook from John I. Davidson, and a reply, stating that Mr. Cook had seen Mr. Colson, the agent of the pickle makers, who had informed him that Crosse & Blackwell would sell to anyone who would pay the price for their goods.

Col. Davidson's reply was as follows :

"Thank you for yours of the 25th inst., and see that you have been able to unmask Crosse & Blackwell. They have hedged when they were accused of selling to the retail trade and endeavored to create the impression that they were not. Their admission, don't you think, would justify the Dominion Guild in taking action. How would it do if all the wholesale houses were to decline to handle Crosse & Blackwell's goods until they either confine themselves to the wholesale trade or the retail trade?"

Committee did its Work.

But Crosse & Blackwell signed an agreement, and the following circular letter of encouragement to the trade by J. F. Eby, chairman of the Ontario Price Committee, dated June 28, 1904, was read :

"Your committee feel sure that this first arrangement and the first result of their efforts will be a convincing argument of what can be done by united action. The trade in the west, particularly, have stood firm in this matter, refusing to buy from Crosse & Blackwell until the contract was signed, notwithstanding the fact that their representative had been persistently soliciting orders from the trade for the last four or five weeks."

Tuckett Makes a List.

"This bundle shows an agreement with Tuckett & Son for selling prices," remarked Mr. Washington, producing papers which he proposed to put in without reading.

"I want to know what the agreement was, if there was one," remarked Mr. Johnston.

Gone into, the letters showed that the tobacco firm in question had agreed to issue list prices for their goods.

Now it Ought to Stick.

Mr. Washington announced that he had reached a starch agreement.

"The Crown's case is stiffening up a bit," remarked Mr. Johnston.

The magistrate, not to be outdone, added: "Sugar, vinegar and starch ought to make the thing stick."

The reference was merely striking from the list the name of a Quebec firm that had retired from business.

Mr. Cook had asked manufacturers for lists of their direct buyers.

"Why?" asked Mr. Washington.

"Merely for information. I am sometimes asked fool questions by wholesalers," remarked Mr. Cook, smiling.

Complaints came from British Columbia about the Hudson Bay Co. cutting prices 2c. on Tuckett's tobaccos, and the manufacturer for a time refused to interfere, but later the big trading company was brought into line by Tuckett & Son.

Crazy Prices Make a Fuss.

Mr. Washington produced a letter from Ontario Secretary Pafford to Mr. Cook, inclosing the following self-explanatory letter from Mr. Beckett to Col. Davidson:

"In to-day's Grocer you will notice a lot of crazy prices of Lumsden Bros.—Keen's blue 15c., starch 10 per cent. off the list prices, Royal Dome Lead $1.25, and so on.

Now, with regard to starch, we ought to be able to stop this, and if I remember correctly Magor, of Montreal, arranged a selling price of 17c. on Keen's blue. That is what we have always been getting for it.

"I thought it as well to direct your attention to this, and if you think steps should be taken to stop this you might think it advisable to write to the starch companies and, perhaps, bring the matter before the president.

"This illustration, however, shows the necessity of having some organization to take up matters of this kind, and the advantage of having a committee to deal with important matters.

"If Lumsden starts that 10 per cent. business on starch it will be a serious matter if it cannot be stopped, but I think it can be stopped if representation is made to the starch company. Steps should be made through the president of the guild, but as you are the father of the Ontario trade, I thought it wise to bring this matter immediately to your attention."

Mr. Cook Gets a Rest.

Friday's session, which adjourned shortly after noon, opened with more about the Hudson Bay Co. Mr. Washington had a headache, and his colleague, John G. Farmer, did the work, which consisted in reading letters, Mr. Cook not being called.

Kearns Bros., of the Soo, attracted some attention through cutting prices on Macdonald's tobaccos. In several letters relating to these, and other transgressors, the difficulty of getting evidence was dwelt upon. The number on caddies and the number on Inland Revenue stamps were given, but cases were found where these numbers had been obliterated.

Then came Mr. Beckett's proposal to engage a smart American detective or inspector, and send him out "in the guise of salesman, preacher, or anything that will fill the bill." There was nothing to show the suggestion had been acted upon.

A new idea came out in a letter from Col. Davidson to Mr. Cook. It was this: "I want to get a legal opinion with regard to our ability to keep out a firm here who are applying for admission to the guild, and we don't want to let them in if we can legally keep them out."

"That's the most foolish thing I have heard of them doing yet, getting a lawyer's advice," said Mr. Johnston.

In Nov. last Mr. Cook wrote that Mr. Stewart had succeeded in "inducing" the Hudson Bay Co. to stop cutting prices on tobacco.

A letter was read from the Walkerville Match Co. to Mr. Laporte, asking to make an arrangement to have the wholesale grocers handle their goods.

Guild Imposes a Fine.

A new method of disciplining by the guild itself was shown by the following letter to R. J. Carson, Kingston, dated August 17, 1905:

"Referring to the investigation of the charge against you that you have broken the sugar agreement, I beg to notify you that the committee of investigation met and decided that the evidence was quite sufficient to justify the committee in enforcing the straight fines according to the agreement, but in view of the explanation given by yourself they decided that without prejudice they would only charge you with the expenses entailed in connection with the examination on the understanding that you will pledge yourself that the sugar agreement be not again broken. The charges amount to railway fares of the committee, three members, $4 per member, $12; Mr. Scott's charges, which are extremely reasonable, only those occasioned by his having to stop over in Kingston, $28; and in all, $40.

"Kindly let me have your cheque and settle this unpleasant matter at your convenience, and much oblige."

Arrangement With Canners.

Light was thrown on the arrangement made last year with the canners by the reading of the following circular letter of March 13, 1905, from Mr. Cook to the members of the guild:

"I beg to inform you that the court appointed at the guild meeting under the chairmanship of the second vice-president, Mr. Beckett, to arrange an agreement with the canners securing to the trade a fair profit on the sale of canned goods, has successfully effected such an agreement applicable to the whole Dominion and based on the rebate plan.

"About 90 per cent. of the canners have come into the agreement, the understanding being that the rebate shall only be given to those wholesalers who keep the selling prices and make no purchases whatever from canners outside the arrangement.

"Full details will be sent you as soon as possible, this notice being merely intended to prevent members from making contracts which might prevent them from securing rebates under the new agreement, without being aware of its conditions."

Offer of the Canners.

With this letter Mr. Washington put in a confidential circular dated March 28, 1905, from the Canadian Canners, Limited, to the members of the guild. It was as follows:

"Referring to our letter of March 27, of which we ask your kind and careful perusal, also to contract enclosed herewith, we are particularly desirous of securing your entire trade in canned fruits and vegetables for the coming season. Our facilities for supplying you with everything in these lines are well known and the reputation of our various brands is sufficient guarantee to the public to make these lines comparatively easy sellers. As an inducement to secure your entire trade we confidentially make you the following offer provided same is accepted not later than April 30.

"We agree as follows, viz:

"That conditional upon your not having sold at less than list prices or on better terms of cash discount than 1 per cent. in ten days, the brands of canned goods in groups Nos. 1, 2 and 3 (see agreement with the trade), and conditional upon your agreeing to confine your purchases of canned fruits and vegetables exclusively to us (except on such lines as we are unable to supply) for the season of 1905, we will pay you a sum equal to 5 per cent. on your entire purchase of canned fruits and vegetables of the season of 1905, these payments to be made on the 15th July, 1905, and the 15th January, 1906, on all goods invoiced and paid for and upon receipt from you of statutory declaration to above effect.

"This offer is strictly confidential and if accepted by you will make the handling of canned goods purchased from us a profitable line. We would be pleased if you would signify your intention of accepting our offer by returning the enclosed form duly signed.

"Our prices will be put as low as it is possible to make them, having regard to the pack and quality. It is a reasonable assumption for yourselves and ourselves to conclude that it is absolutely necessary for us to make our prices as low as possible and thus protect our buyers and place them in a position to meet all competitors."

THE QUEBEC ELECTIONS.

The grocery trade is well represented in the City Council of Quebec. At the recent elections held in that city, three gentlemen connected with the grocery trade were elected. These were: Louis A. Letourneau, who is engaged in the grocery business and is also proprietor of the Quebec Preserving Company; Ald. N. Drouin, in the grocery business and also a member of the Rock City Tobacco Company; and Ald. Tanguay, a prominent wholesale flour, grain and provision merchant.

BUSINESS PERSONALS.

John Pinder, of John Pinder & Co., Montreal, was in New York this week.

D. J. Rattray, of D. Rattray & Sons, was in St. John, N.B., and Ottawa recently on business.

Mr. Barnard, manager of the Montreal office of Hunt & Co., Japan, is visiting London, Ont., Windsor, and other places in that part of the country on business.

C. A. Chouillou, of C. A. Chouillou & Co., Montreal, left on March 27 for New York, whence he will go to Europe. Mr. Chouillou intends to see as many of the European firms he represents as possible, and is in the hopes of bringing back some new agencies.

CONCLUDING SESSIONS OF FRUIT CONFERENCE

The concluding days of the Fruit Conference at Ottawa last week sustained the interest that the opening day promised, and unlike most conventions of this kind the delegates practically all remained to the last.

The Minister of Agriculture was indefatigable in attendance and made good his promise at the opening to be present at all the deliberations and learn from word of mouth as well as from formulated resolution the feelings of the people.

New Grading Defined.

The grading of apples, after much work in committee and the amusing passages in debate alluded to last week, was agreed upon as follows :

There are to be four grades, "Fancy," No. 1, No. 2, and No. 3.

"Fancy" are to be put up in boxes and are to be perfect fruit.

No. 1 remains as before and is the standard commercial grade.

No. 2 is more clearly defined. Wormy apples are excluded, but a margin of 20 per cent. is allowed for imperfect fruit, but not so as to cause any material waste.

No. 3, the last grade, is not intended for export.

The inspectors are rather doubtful about the feasibility of the definition of No. 2, because of the uncertainty as to what should be considered sufficient to cause appreciable waste.

Canadian Fruit Abroad.

The work of the department in exhibiting Canadian fruits abroad was acknowledged in an appreciative resolution and the recommendation made that it be continued and extended.

A valuable suggestion was appended that fruit for such exhibits be specially gathered and packed in the Fall, and that it be exhibited, in at least part, in the regular packages of commerce.

Fruit-Growers and Pure Food.

As a sequence to the admirable address of Mr. McGill, of the Inland Revenue Department, on adulteration of food products, the conference took up the question of pure food. It was very pertinently argued by E. D. Smith, of Winona, that if people were assured that their jams were pure and wholesome more would be consumed and hence a larger demand for choice fruit. It was a mistake, as some seemed to think, that good jam could be made from inferior fruit. He instanced the marked development of the jam industry in England as a consequence of the enforcement of the pure food laws.

A resolution was adopted as follows :

"Whereas a large percentage of the jams and jellies labeled 'genuine' or 'pure,' which are offered for sale within the Dominion are adulterated, and whereas the low prices quoted on these articles secure for them a ready sale to the disadvantage of the pure article.

"And whereas the interests of the manufacturers of pure goods, the fruit growers and consumers are thereby impaired,

"Therefore be it resolved that this conference urgently requests the Federal Government to secure the immediate enforcement of the Pure Foods Act and that the act be so amended as to compel the manufacturers of jams and jellies to print their formulas on their labels."

Governor-General Lord Grey in Attendance.

A feature of the conference was the presence of the Governor-General, Lord Grey, at the session on Wednesday afternoon. The topic of discussion was the experimental station work. Mr. Linus Woolverton, of Grimsby, introduced the subject, outlining the work done in Ontario. He was followed by Prof. Sears, of Nova Scotia, Lieut.-Col. Peters, New Brunswick, J. C. Ready, Prince Edward Island, Prof. Hutt, of the O.A.C., and A. E. Clendennan, of Alberta who were at one in endorsing the character of the work that had been accomplished.

Lord Grey followed the discussion with evident interest, and in a short address before leaving the hall eulogized the occupation of the fruit grower, and congratulated the minister on the success of the conference. His Excellency was emphatic in recommending the most scrupulous care in packing and the upholding of the good name of Canadian fruit men.

Resolutions urging the compiling of expert information and its distribution among the growers ; extension of experimental stations and the establishment of experimental orchards, were passed.

The Transportation Question.

No part of the conference was more keenly followed than that in which the transportation question was discussed. W. A. Bunting, of St. Catharines, introduced the question. No hesitancy was manifest in the expression of views by the delegates. The following resolution was passed :

"That the Railway Commission be requested to order : (a) that a time limit for the transportation of perishable fruits of not less than twelve miles per hour be put in force upon the railways of Canada, which time limit il not maintained shall place the onus of responsibility upon the carrying company if loss or damage is sustained thereby.

"(b) That when railwav companies fail to furnish suitable equipment for the transportation of fruit within six days after the time an order is placed with the local agent a penalty be provided for each subsequent day's delay.

"(c) That icing stations be established at divisional points on all railways engaged in the transportation of fruit and that cars fully iced be furnished when necessary by the shipper.

"(d) That at all stations where fruit is customarily loaded in car lots shelter from sun and rain shall be provided.

"(e) That when requested shippers of perishable fruit shall be furnished by the local agent with a daily report of the location of a car of fruit while in transit.

"(f) That a rate for transportation of apples shall correspond to the present rate for flour, until such time as the railway companies furnish satisfactory equipment and service."

Express Companies.

A proposal to recommend to the Government that express companies be placed under the control of the Railway Commission met with general approval and was speedily passed.

Messrs. Johnston, Shepherd, Eaton, Armstrong, Burrell and Burke were appointed a committee to present this resolution to the Government.

After the Commission Men.

The morals of commission men were pitch-forked into the arena of discussion by M. Pettit, of Winona, who in an experience of thirty years had reason to believe that there were dishonest members of this branch of the trade as well as among the packers.

Everyone seemed to have an axe ready for the unfortunate commission man till Mr. Hunt, of that fraternity in Ottawa, put up an argument for the defence. The complaint was against the occasionals and financially unsound, rather than against the trade as a whole. A proposition to license commission men and make them put up a bond found an obstacle in the fact that that did not come within the sphere of the Dominion.

It was therefore recommended that the provincial authorities take this up and that commission men be required to make returns within ten days of the sale of the consignment.

Steamship Service.

In deference to the wishes of the Maritime Province delegates a resolution was passed asking for an improved Atlantic service for fruit on the lines subsidized by the Government.

Compliments the Inspectors.

That the inspectors have done their duty in a faithful and yet courteous manner was evidenced by the following resolution :

"That this convention does hereby recommend to the Department of Agriculture the continuance of the services of fruit instructors in those provinces where such services have been so effective on account of the nascent nature of the fruit interests therein, the inspectors being used for instruction purposes when not actively engaged in the work of inspection."

Where to Place Marks.

The proper place on which to affix the marks required bv law was declared to be on the end of the package and all the marks must be placed on one end.

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CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Bode's Gum Co., Montreal.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
M clure & Langley, Toronto.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Nelson, H. W. & Co., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Cupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Bowman, John, & Son, Rossport, Ont.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Salter & Stokes, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts A. E., & Co., London, Eng.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, & Co., Hamilton, London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton. Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
American Pure Food Co., Montreal.
Egg-O-See, Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co., Goderich.
McFall A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Stevens, F. B, & Co., Chatham, Ont.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Major, S. J., Ottawa.
Robertson, Geo., & Son, Kingston.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fittings.
Fletcher Mfg. Co., Toronto.
Walker Pivoted Bin & Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Copeland-Chatterson Co., Toronto.
Crain, Rolla L. Co., Ottawa.

Malt Extract.
Sleeman, Geo., Guelph, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dominion Brokerage Co., Calgara, Alta.
Dunn, Wm. H., Montreal and Toronto.
Fellowes & Fellowes, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Hazzard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McLauchlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Tees & Persse, Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Western Cartage Co., Calgary, Alta.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co, Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Laflamme, Montreal.
Purnell, Webb & Co, Bristol, Eng.
Rowat's Pickles, Montreal.
Suaut Co.
Sutton, G. F., Sons & Co., London, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove
James' Dome, W. G. A. Lambe & Co Toronto.
Morse Bros., Canton, Mass.

Poultry and Cattle Food
Bate, H. N., & Sons, Ottawa.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Dominion Salt Agency, London, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
Duncan Co., Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
American Pure Food Co., Montreal.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence StarchCo., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Kenney, T., & Son., Hallerton, Que.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
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Chase & Sanborn, Montreal.
Codville & Co., Winnipeg and Brandon
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
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Salada Tea Co., Montreal and Toronto
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Todhunter, Mitchell & Co., Toronto.
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Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

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Sawyer Crystal Blue Co., Boston, Mass.

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Woods, Walter, & Co., Hamilton.

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NEW ADVERTISEMENTS.

Carter-Crume Co., Limited, Toronto.
Copeland-Chatterson Co., Toronto.
Tees & Persse, Winnipeg.

METRIC SYSTEM STILL FAR OFF.

A correspondent draws attention to the following clipping from the London Times of March 9, 1906, containing House of Commons report, March 8, to show that Great Britain is not likely to adopt the metric system in the immediate future :

"In reply to Mr. Norman (Wolverhampton), Sir H. Campbell-Bannerman said he could make no promise for the passing this session of a bill to make compulsory after a lapse of two years the use of the metric system of weights and measures. Such a bill if it became law would necessarily render illegal the use of existing weights and measures, and he did not think there was any ground for anticipating that such a measure would be noncontentious. (Hear, hear)."

Those gentlemen who have taken upon themselves the task of agitating in favor of the adoption of a decimal system of weights, measures and coinage throughout the Empire, have not permitted hard and constant work to damp their ardor.

Their latest crusade takes the form of a pamphlet entitled "Reasons why the metric weights and measures should be made compulsory throughout the British Empire." It deals with the subject in a concise but forceful and exhaustive manner, and emphasizes with clearness the need of a less complicated method of calculation than at present obtains in the Mother Country. In the new English House of Commons the agitation has many supporters, and an earnest effort will be made to pass a bill similar to the one which the House of Lords passed unanimously in 1904.

Explanatory literature may be had from the Decimal Association, Oxford Court, London, E.C., England.

THE SALMON SITUATION.

Canned salmon is a red spot, or better, perhaps, a golden, on the present grocery market. Statistics will not read the riddle of the market, but there are a few that are not uninteresting at this juncture. The salmon pack of British Columbia last year totaled 1,167,460 cases. Before February 152,118 cases had been shipped to Eastern Canada, and more than half the remainder, 551,668 cases, had been dispatched to Great Britain, while the packers had on hand 211,252 cases.

The average pack for the last ten years has been about 700,000 cases, but since 1901, according to the statement issued by the Fraser River Canners' Association on January 23, the total pack and its distribution has been as follows :

	1905.	1904.	1903.	1902.	1901.
Pack	1,167,460	465,894	473,674	625,982	1,236,156
Distribution :					
Great Britain	551,668	181,114	239,808	394,324	851,826
Eastern Canada	152,118	160,259	152,498	135,806	131,875
Australasia	53,847	37,050	35,463	10,355	38,022
Elsewhere	4,556	3,278	1,472	627	13,538
Local sales	57,037	15,919	10,344	5,156	19,956
Stock on hand	211,252	68,275	34,089	79,714	180,939

The average pack on the whole Pacific Coast, including Alaska, is put at 4,000,000 cases, and the consumptive distribution as follows : United States, 2,000,000; United Kingdom, 1,300,000 ; Canada, 150,000 ; Australia, 150,000 ; all other countries, 400,000. By these figures it will be seen that more than half the salmon consumed in Great Britain is United States packed.

Prices this year have been phenomenally low, the opening for the 1905 pack being 60c. below the opening in 1904. The resultant heavy consumption has so far cleaned up the stock that the outlook now is for a shortage before the new pack comes in. This is especially the fact in regard to the higher grades. Last year was a "big year," and according to the fourth year theory, which is that a big run of salmon occurs only every fourth year, this year will witness a small pack. This is an additional hardening tendency in the market.

This situation, combined with a rapidly increasing world demand for salmon of all kinds, fresh, canned and salted, has led experienced salmon men to the belief that the industry is entering upon a new era of generally higher prices.

ANOTHER FRUIT MARKER'S PROSECUTION.

The Dominion Government seems determined to enforce the Fruit Marks Act vigorously, as was intimated by Mr. Fisher some time ago. A remarkable prosecution took place at Brantford this week. It seems that Mr. Geo. Miles, an apple shipper of New Durham, packed apples last Fall and sold a carload to Mr. R. J. Graham at Belleville through the latter's agent at Norwich. The car was sold by them to a dealer in Prince Albert, Sask. The latter complained to the inspector at Winnipeg as to the condition in which he found the fruit. The inspector found occasion to go to Prince Albert and inspect the apples at that place. He reported the apples in good condition so far as keeping qualities were concerned, as almost none were rotten, but the packing, especially under the mark of one of the packers, showed very bad grading. The inspector made a particular examination of two representative barrels and found from 23 to 27 per cent. of culls in apples marked XXX, as against the 10 per cent. of margin allowed by the act. The other barrels packed by the same packer indicated a similar percentage. The inspector reported to the Government and on attending the fruit convention at Ottawa last week was instructed to institute prosecution against the shipper. The latter felt that he was being punished for the shortcomings of one of his employes, one Savage who had packed the barrels complained of. The inspector on looking into the matter laid information against both Miles and Savage before Magistrate Ludlow, of Brantford, and they were fined the minimum amount for the number of barrels complained against.

The lesson to be drawn from this case is that notwithstanding the distance the apples may be shipped or how far the place of destination may be from an in-

spector, the arm of the law is long enough to reach out and punish.

The inspector points out that though it may seem hard that the shipper should be punished for the fault of his employe, yet as a matter of fact he has received the price for first grade of apples when he has supplied fruit of an inferior quality.

THE CEREAL QUESTION AGAIN.

It is not very long since we drew attention to the likely development of serious competition in the cereal trade. It would seem as though our previous remarks were well-nigh prophetic, for at the present time complaints are reaching us from all sides of the extraordinary lengths to which price-cutting among dealers has already gone.

One retailer tells us he was induced, rather against his own judgment, by the solicitations of one of our over-persuasive gentlemen of the road, to lay in what was for him an abundant stock of bulk cereals at specially low prices. Believing he had a cinch, he set himself to endeavor to make a profitable hit, and promptly made a big show at an attractive bargain price.

Then his troubles began in real earnest. Not only did his customers see it, but also his opponent in business, a nearby grocer, who previously, like himself, had given no special thought to cereals. He immediately, however, awoke, and not to be outdone, goes for his dealer and finds him willing to quote a price one better than that at which his neighbor had bought, the final result being that the first grocer finds himself sadly left and is obliged to bring down his price to about cost in order to move his stocks.

This is just the old story over again. This kind of thing does no one any good. Millers, dealers and merchants are all complaining there is nothing in the trade and it is not unlikely the remedy is in their own hands. Extend this order of trade to the other lines of grocery and we will soon have our hands full of unavoidable bankrupts.

We strongly urge our grocer readers to be cautious in these questions. There can be no better plan for the grocer in this particular case than to stick to a few good lines of packet cereals and thus be certain of his profits.

WESTERN BOARD OF TRADE CONVENTION.

Secretary F. T. Fisher, of the Edmonton Board of Trade, has sent a circular letter to the secretaries of all the western boards of trade announcing that the third annual convention will be held in the capital city of Alberta on Wednesday and Thursday, June 13 and 14. Last year the "Associated Boards of Trade of the Northwest Territories" met in annual convention in Regina and a full report of the proceedings was published in this paper. The creation of two new provinces raised the question whether division on provincial lines into two associations would not be advisable and it was finally decided to keep the organization intact, giving it the name of "The Associated Boards of Trade of Western Canada."

It is gratifying to note that care is being taken to remedy the one defect that was noticeable at last year's meeting. The delegates to the Regina convention failed, in most instances, to forward their resolutions to the secretary before the meeting and hence there was little opportunity given for previous consideration of the topics to be discussed. This year all resolutions must be in the hands of the secretary not later than May 24, such are the provisions of the by-law, but the secretary is asking as a favor that all resolutions be sent to his office not later than May 15. If the secretary's request is complied with there can be no doubt that the value and interest of the deliberations of the convention will be greatly increased.

Last year the best brains of the Northwest assembled in the convention at Regina as was evidenced by the high plane of the discussion. The character and standing of the delegates to the convention gave its conclusions weight throughout the entire west. The convention of the Associated Boards of Trade of Western Canada is the most important gathering of business men held in the west during the year, and all indications point to the most successful meeting this year in the history of the organization.

GETTING AFTER THE TOURIST.

Properly looked after and energetically encouraged tourists, including holiday loiterers, Canadian and foreign, would become a very considerable source of income to the people of the Dominion. Beyond the efforts of the transportation companies, however, nothing is being done outside of the Maritime Provinces to spread a knowledge of Canada's unrivaled attractions as a summer resort.

Kentville, N.S., Board of Trade is furnishing an example of the kind of propaganda that should be carried on all over Canada. A standing committee deals with the question, and a recent annual report of the energetic chairman, Mr. G. De Wolfe, begins:

"Your committee beg leave to report that the tourist travel was much larger than that of the prevoius year, and the class of visitors of a much better grade. We also find that strangers made a much longer stay in town than usual. Tourists were from Texas, Georgia, Alabama, Florida, Delaware and many other States farther south and west."

How many Canadian boards of trade know as much about the visitors to their city or town? Here are a few more interesting sentences:

"One new feature is the very large gain in people of our province who are coming here early in the season so as to escape the raw, cold winds that prevail in many parts of the Maritime Provinces. In April, May and June the hotels and private boarding houses were well filled with those seeking a more balmy climate."

"Your committee feel very much the need of a neat, illustrated booklet of the town and its surroundings."

"Your committee would suggest for this season that some arrangement be made with the Halifax Board of Trade to get one or two pages in their guide book."

"From inquiry among the livery men we find they had a very busy season and at times quite difficult to supply teams."

"One thing we have to deplore is the lack of interest taken by the majority of our citizens in the great benefits of encouraging this tourist travel to our town. A great many of our people fail to see that the tourist travel is a large cash asset and indirectly benefits all."

"We find the need of more private boarding houses that will cater to this class, as it is a well known fact that scores of persons applied for places here last summer but could not be accommodated."

"The day is not far distant when this province will be the great vacation land of the people of Quebec and Ontario besides the mighty army of our cousins from the 80,000,000 to the south of us."

"Next to the 'Look Off' that the finest view in the valley is twenty minutes walk from the centre of our town."

"When our own people get over the idea that there is nothing to attract tourists to our town we will find them here in great numbers and leaving thousands of dollars to circulate among all classes. One advantage of a tourist guide would be to inform our own people of what great things are right in their midst and to awaken them to our possibilities."

It is expected that when the tariff is amended at the November session there will be some change in the basis of duty on molasses.

CONCLUDING SESSIONS OF THE FRUIT CONFERENCE

(Continued from page 28.)

How Big is a Barrel?

The proper size of a barrel came in for discussion toward the close of the conference, as the Ontario barrel and the Nova Scotia barrel differ materially in size, the latter being considerably the smaller. It was considered that there should be a standard size for all Canadian fruit and the standard size recommended to be fixed at 96 quarts.

Co-operative Packing.

The co-operative plan for packing apples came in for discussion incidentally again and again throughout the sessions and had the endorsation of all who have tried it. With higher standards and stricter enforcement of the law this seems to be the future of the packing system.

Apple Trade With Germany.

The effect of Germany's discrimination in tariff against Canadian apples was brought out strongly in a paper read by Mr. A. S. Chapin, of Toronto. United States apples pay 50 cents a barrel duty while the Canadian fruit is taxed $1.50, giving the United States full control of this market. Two years ago we sold Germany apples amounting to $50,000. If the duty were lowered Canada would gain the control as our apples were preferred. A direct line of steamships would soon result. The Minister of Agriculture expressed Canada's willingness to meet Germany, but the first step must come from the latter country.

The Sugar Question.

Mr. Robert Anderson, of Montreal, repeated in an address his charges against the sugar refiners, and characterized their reply as a jumble. He promised an answer in detail.

Happy British Columbia.

Mr. Maxwell Smith, fruit inspector for British Columbia, is authority for the statement that in 1904 the B. C. apple growers got more for their apples per box than the California orange growers got for their oranges per box, notwithstanding that the orange box is larger than the apple box and the land more expensive.

Dishonest Britons.

The Briton is notoriously a kicker, and complaints have been made against Canadian apples often upon very slight ground and slight defects greatly magnified. The cut prices Canadian shippers sometimes receive for their apples may be explained by the system of "stacking" consignments sometimes practiced by dishonest commission men across the Atlantic. It is charged that sound goods are placed in the middle of a pile and "wet" and "slack" goods around the outside, and the whole sold as inferior to persons on the "inside." The attention of the Canadian agents in England should be called to this and the dishonest salesmen exposed and punished. It is not enough to ensure that our packers put up first-class goods. They must be assured that their labors shall not be vitiated by dishonest salesmen.

Hemstreet Bros., Milton, groceries and dry goods, have dissolved partnership. Richard will continue the business and George is retiring.

THE LATE F. W. FEARMAN.

In a recent issue of The Canadian Grocer there appeared a notice of the death of Mr. Frederick W. Fearman, late president of the Fearman Packing Co., Hamilton, Ont. In the loss of Mr. Fearman Hamilton loses one of her most useful citizens, besides being a successful business man. Mr. Fearman was one of those men to whom prosperity comes as a kind of natural order, and whom it does not spoil, but who rather used the position thus acquired as a means to still further extend his usefulness and the advancement of his fellow citizens.

Like most great men, Mr. Fearman began life in an ordinary everyday employment, and might aptly be described as the "architect of his own fortune."

Mr. Fearman took a deep interest in public affairs. Educational matters were his especial study. In 1867 he became a member of the board of education and for 17 years was prominent in its work, occupying the important position of chairman and devoting his time and attention in a very large measure to the schools of the city.

The Late F. W. Fearman.

He was also one of the first to agitate for a water works system for Hamilton, and the call for the first public meeting in the interest of the movement was issued by him. For a short time he served as a member of the city council, but his tastes were rather for other lines.

When Hamilton began to agitate for a public library back in the 80's Mr. Fearman was one of the foremost supporters of the movement. He not only wrote on the subject, but called meetings, and his voice was heard throughout the city at public meetings in the interest of the by-law. He was one of the first members of the public library board, and was chairman of the building committee and chairman of the board in 1891.

When the next important public move was made, the purchase of Dundurn Park and the establishment of a parks system for Hamilton, Mr. Fearman, although a man of 70, metaphorically threw off his coat, rolled up his sleeves and got right into the thick of the contest. Those who recall the parks campaign will remember that never in his long and honorable public career did he show to better advantage than then. His speeches were full of force and sound argument, and, based on his wide observation abroad, he was able to handle the subject in a way that made many converts. He was one of those chosen for the first public parks board, and was the unanimous choice of the members for chairman. He stoutly declined, but the board insisted that he must be first chairman, even though he should resign at the close of the first meeting, for they felt that his name should be handed down as chairman — and so it was. He retained his membership on the board up to about two years ago.

Mr. Fearman was an ardent son of St. George and a lifelong member of St. George's Society, of which he was also president. He was a member of the Masonic fraternity, although it was not until quite late in life that he joined, becoming a member of Barton Lodge in 1888. He was one of the founders and occupied the position of president of the Wentworth Historical Society, also an active member for many years of the Hamilton Scientific Association. Deceased was a member of the Methodist church, and had held important offices in Wesley and Centenary churches, having been connected with the latter for the past quarter of a century.

IMPORTANT CHANGE IN SALMON COMPANY.

An attractive folder has been issued by the Corby Commission Co., of New York, the main feature of which is to announce to the trade that they have taken over the business which has been carried on by the Pacific Selling Co. They will therefore in future control the "Clover Leaf" and "Arrow" brands of salmon for Canada as well as the United States.

These brands have been well advertised throughout the Dominion and their names will, in consequence, be pretty familiar to the trade. A leading feature pointed out in the folder is the firm's guarantee of 100 per cent. delivery, a point of great importance to the trade. The Corby Commission Co. are pointing out that in all probability the next season's run of salmon will be a very small one, and in consequence prices are expected to rule much higher. The Canadian agents of the company, Kyle & Hooper, Front street east, Toronto, Ont., will be pleased to give any further information.

GROCERS' EXCURSION.

The Toronto Retail Merchants' Association held a meeting in Mr. Panter's office, Spadina avenue, Monday night and decided to hold their annual excursion to Niagara Falls and Buffalo on Wednesday, July 25. Reports from the Annual At Home Committee were received showing a satisfactory cash balance over all expenses.

AN ALMOND PACKER VISITS CANADA.

The Canadian Grocer had an interesting interview with E. Cosmelli, the principal partner in the firm of Cosmelli, Meyer & Co., of London, England, with branches at Denia and Valencia, Spain. Mr. Cosmelli is passing through Canada on a business trip, visiting the company's agents at varous points. This firm make special feature of supplying the world's markets with that excellent fruit, the Mediterranean almond. The harvesting of this crop is carried on much the same as it was several decades ago.

The native hand labor is the predominant factor. The fruit is picked and then laid out in the open to mature and dry, and if required shelled, are broken with large native stones right on the spot. It is then packed ready for the several markets and consigned to its various destinations. The bleaching of the almond has not yet been undertaken on any extensive scale in Spain, and Mr. Cosmelli intends inspecting the different makes of machinery for this purpose while in America so that his firm can satisfy all classes of buyers. The Ontario agents of the firm are Kyle & Hooper, 27 Front street east, Toronto.

BACK FROM MOUNTAIN CLIMBING

Mr. W. H. Millman, the Front street broker, has returned to Toronto after a five weeks' trip to the Pacific Coast, and looks much the better for it. In addition to putting through no small quantity of business, Mr. Millman took a holiday, the first in some time, spending a week with his son Percy at Penticton in the Okanagan Valley. Long rides in the saddle among the mountains is the way Mr. Millman claims he spent the time, but the trade would like a photograph of these mountain climbing and gulch leaping exploits.

A great change in the last three and a half years, Mr. Millman finds everywhere in the west, notably in the increase of plowed land, and new towns along the railway. All the towns are growing very rapidly. Vancouver has now a population of 50,000, and its citizens hope to double this in six years. A hundred thousand club has been formed with this end in view.

THE TILLSON TROPHY.

Won by the Grocery Brokers.

The final game in the wholesale grocers' hockey league for the Tillson trophy and Colonel Davidson's individual trophy was decided Saturday afternoon, March 17, at the Mutual Street Rink, Toronto, when the Grocery Brokers, last year's champions, defeated T. Kinnear & Co. by a score of 6 to 2. It was a brilliant game from start to finish, the second half being particularly fast. The Brokers being in better condition excelled Kinnear's at every position. The former forward line played the best combination game of the season, in fact so good that Kinnear's heavy defence could not break up their rushes.

Jack Guthrie, Brokers' last year's goal, was out for the first time this year and played an excellent game. He strengthened the Brokers' defence considerably. Billie May was without doubt the best man on the ice; his individual rushes and shooting were phenomenal, he securing four of the Brokers' goals.

Banks and Millman played nice combinations and were very effective in checking back. Tom Webber, better known as "Whiskers," got a hard body check into the boards from Humphrey early in the game, but it did not affect his playing. The light defence, Donaldson, last year's forward, and Thompson worked hard and broke up many of Kinnear's old-time rushes. It was thought when Bidwell and Joe Wilson were frozen up early in the season that the Brokers would be weak on defence, but it is not always the heavy man that tells.

For T. Kinnear & Co., Tom Kinnear, C. Rennie and Graham played good hockey all the time and showed themselves to be in good condition, and with more assistance from their defence the score would have been closer. In the first half Tom Kinnear, late of St. George's, played out of his old position but changed around in the second half, which seemed to put him more at home and his playing was much better.

Referee Fred Starr acted impartially and to the satisfaction of both teams.

The teams were:

Grocery Brokers (6)—Goal, Guthrie; point, Donaldson; cover, Thompson; rover, Webber; centre, Banks; left, Millman; right, May.

Kinnear's (2)—Goal, H. Rennie; point Stevens; cover, Humphrey; rover, McGregor; left, Kinnear; centre, C. Rennie; right, Graham.

HINTS TO BUYERS.

Grocers have a splendid opportunity to renew their tea and coffee stocks now by buying from E. D. Marceau, Montreal. He is closing out many lines of special teas at low prices. The different blends offered will speak for themselves.

Buyers of genuine Barbadoes molasses will find it is their interest to get prices and samples from L. Chaput, Fils & Cie., Montreal. They have now in store new crop molasses, also other cheap grades at interesting prices.

C. E. Thurston, general eastern representative of the California Fruit Distributors, is back from the coast. He states that rain has destroyed some apricots. There should be 2,600 cars of grapes alone shipped this season. White & Co., Limited, Toronto and Hamilton, sole Ontario representatives.

Attention is called to the Ice Castle Brand Kippered Herring in oval cans, packed by J. W. Windsor. New prices are now out, and as the supply last year was not equal to the demand buyers will do well to place their orders at once. Price is low, and doubtless the consumption of these goods will steadily increase.

Notwithstanding the general complaint of "between seasons" quietness of trade, the Toronto office of "Salada" report business as remarkably good all over their system, including a steady demand for their natural leaf Ceylon greens. These teas are rapidly growing in as popular favor as the now famous black teas of "Salada" brand.

GREAT SORROW OF EX-GROCER.

A great misfortune has overtaken Mr. Horace Brazil, who for years conducted a grocery at the corner of Yonge and St. Albans streets, Toronto.

About four years ago Mr. Brazil removed to the Northwest with his family and engaged in farming. Word has just been received that in a fire recently, Mr. Brazil's three children, his aunt and all his household effects and clothing were consumed and he left destitute. The Retail Grocers' Association, of Toronto, of which Mr. Brazil was a member, are making up a purse to send to the unfortunate ex-grocer. Mr. H. D. Kelly and David Bell are in charge of the subscription list.

DAIRYING STARTS WELL.

Dairymen in Eastern Canada will start their season's work under very favorable conditions, that is, so far as the British market is concerned, but it still remains to be seen if the pastures will be in the same excellent condition as in the season of 1905. The butter trade with the Old Country will be watched very closely this year, so that the favorable opinion that this Canadian product has gained among British consumers shall not be lost. All dairymen know the importance of this trade with Britain, and may be trusted to further it in every way possible. The reputation of Canadian cheese is already made, but there is still much to be done to perfect the business, in the matter of packing, weights, boxes, and so forth.

Mr. J. J. Philp, Winnipeg fruit inspector, was a caller at the office of The Grocer this week.

MARKETS AND MARKET NOTES

Quebec Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

MONTREAL.

Teas—China greens advanced ½c.
Evaporated Apples—Advanced ½c.
Foreign Dried Fruits—Advances in several lines.
Beans—Decline of 5c.

GROCERIES.—It is possible this week to take a more optimistic view of the grocery situation. Although orders have not materially increased, inquiries for different lines handled by the grocer have been frequent, and this would seem to indicate better business. Wholesalers report little improvement in collections, but better collections cannot be looked for before business in the country braces up somewhat. At present most of the orders received are of the hand-to-mouth variety. Still, everything considered, there is little ground for complaint, as jobbers report as large a volume of business this year as for the same period last. This the trade may be thankful for, when the weather conditions of the past Winter are considered. Since the recent ten-cent advance in sugar demand has been very good, and from orders received from country points it would seem that merchants were pretty well cleaned up. The tea situation is improving. There has been an advance of half a cent in China greens, but otherwise prices are unchanged. Japans are strong but scarce. Ceylon and Indian teas are active, and other lines are doing very well.

CANNED GOODS.—The demand for tomatoes continues very brisk, and supplies are rapidly becoming lower in consequence. The price asked is the same as last week, $1.20. The scarcity is not confined to Canada, for reports from all parts of the States tell of the shortage on that side. There is nothing new in corn and peas. The demand is no greater than usual. Gallon apples are still on the market at the prices quoted a couple of weeks ago. Orders in other lines of canned goods are of the hand-to-mouth character.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Cal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 87½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal.	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, notpeeled 3	3 80	3 77½
Pie, not peeled, gal.	3 27½	3 25
" gal.		2 50
Pineapples—		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins		0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz		1 20
Gallon tins, per doz		3 02½

FISH

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		95
½-lb. " less than 5 cases, "		97½

SUGAR.—The market has been strong since the last rise of ten cents. The demand has been good, and wholesalers report that sales to country points have been very good, merchants apparently having been pretty well cleaned up. In some quarters it is said that this demand has fallen off considerably. It is rumored that there is to be a decline shortly, as the New York market is likely to fall ten cents owing to the fact that one refinery in that city is selling at a price just that much below the others.

Granulated, bbls.	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 75
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " boxes, 50 lbs.	4 85
Extra ground, bbls.	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 40
" 50-lb. boxes	4 60
Phoenix	4 05
Bright coffee	4 00
" yellow	3 95
No. 3 yellow	3 90
No. 2 "	3 80
No. 1 " bbls.	3 70
No. 1 " bags	3 65

MOLASSES AND SYRUPS.—Latest advices from the Islands report an unchanged market. Locally there is little to be said about the situation. The dealers report the usual consumptive demand, a little better perhaps on account of the Lenten season, but nothing of particular note.

TEA.—Taken all around, there seems to be a better feeling in teas this week. Japans are reported very strong and scarcer. The Canadian supply this year is about two million pounds short of last year's importations. There is a steady demand for teas ranging from 16c. to 18c., but dealers anticipate business in lower grades in the near future. A brisk demand is noted for Japan siftings and fannings. There are very few stocks of Japan teas in the country. China greens, which are scarce, especially gunpowders, are moving freely; prices are up half a cent a pound. Pingsueys, young hysons and gunpowders found ready sale last week, and several large invoices changed hands. One or two inquiries were received from Chicago, but these did not lead to any actual sales. Business in Ceylon and Indian blacks has been active, and in Ceylon and Indian greens supplies are small, prices firm, and poor assortments are offering.

COFFEE.—Business is reported as breaking up a little. There are a few more inquiries, but business transacted is not as large as it might be. Prices remain unchanged.

Jamaica	0 10½ 0 11
Java	0 18 0 22
Mocha	0 18½ 0 19
Rio, No. 7	0 09 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13½

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, March 29, 1906.

BUTTER—Market on quiet side. Prices unchanged.

CHEESE—Little business being transacted Prices steady, quoting 13 to 13½c.

EGGS—Active demand at prices hovering around 17c. Steady market. Stocks rather light.

PROVISIONS—Market firm for hams, bacon barreled pork. Prices advanced slightly. Rise about ½c. lb. in lard. Dressed hogs steady.

DRIED FRUITS. — The California supply of dried fruits is very scarce, and great difficulty is experienced in making up assortments. The outlook for apricots is very bad. From present indications there will not be more than a quarter of a crop, so that merchants may look for advanced prices. Prunes are rather scarce. Cable advices from Spain report a failure of the Tarragona stock; to what extent it is not known, but New York markets have advanced a quarter of a cent a pound on the strength of it. Other nuts are quoted at the same price as last week, with the exception of shelled walnuts, the lowest price at which these may be imported being 23c.

RICE AND TAPIOCA.—The tapioca market is firmer at the same price as was quoted last week, 6½c. The demand has not improved any and is not likely to do so as long as this price prevails. The rice situation presents no new features.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	3 05
C rice, in less than 10 bag lots	3 15
Tapioca, medium pearl	0 06½

BEANS.—There has been a decline in beans, which are now obtainable at figures ranging from $1.50 to $1.55. One lot was sold (Montreal freight) at $1.40 this week, according to certain reports. The market is about stationary.

Choice prime beans	1 50	1 55
Lower grades	1 50	1 55

HONEY.—There is a good demand for honey, which is getting scarce. Prices are the same as they were last week, but spot stocks are rapidly being cleared at these figures:

White clover, extracted tins	0 08	0 09½
" kegs	0 07½	0 08
" comb, new	0 13	0 14
Buckwheat	0 07	0 07½

MAPLE PRODUCTS.—In maple products nothing new has developed. The market is steady at unchanged prices. Dealers are reticent, but are inclined to believe that the coming season will be an excellent one. A few days with favorable weather would start the new crop.

Maple syrup, in wood, per lb	0 05½	0 06
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 08	0 09
Pure Beauce County, per lb	0 08½	0 09

EVAPORATED APPLES. — Nothing new has developed in evaporated apples. They are very scarce. The market is firm. The prices quoted by dealers are from 12c. to 12½c.

FISH.—The demand for fish this week has been fairly good, owing to favorable weather. Quantities of frozen fish have been sold and the market is pretty well cleared up, but supplies are ample at producing points and lots are coming forward every week, so that there is no visible scarcity. Frozen haddock and cod are lower and fresh caught haddock (not frozen) are coming in a little more freely at lower prices. Quotations are lower also on frozen herring, and demands are ample to supply the fair demand there is for these fish. Dore or pickerel are scarce, as are also white fish and lake trout, and prices have a tendency to advance. In smoked fish quantities of frozen haddies are still arriving on market and prices are low. Fresh cured stock is now beginning to arrive and meets with ready sale, seeing that the market is higher on frozen stock. Kippered and bloated herrings are in fair demand. In salt fish the large size green cod are scarce but small sizes are plentiful, while Labrador herring continue scarce, and owing to this scarcity there is a better demand for the Scotch-cured herring. The demand for boneless and prepared fish is quiet. Bulk oysters are also slow.

Fresh haddock, per lb	0 04½	0 05
Fresh frozen fish—		
Single frozen haddock	0 02½	0 03
" " market cod, per lb	0 02½	0 03
" " steak cod, per lb	0 03½	0 04
B.C. salmon, per lb	0 08	0 08½
Halibut, per lb		0 09
Gaspe salmon	0 12	0 13
Dore, per lb	0 07½	0 08
Large whitefish, per lb	0 08½	0 09
Small whitefish	0 05½	0 06
Round frozen grass pike	0 04½	0 05
Lake trout "	0 08	0 08½
Striped bass, per lb	0 14	0 15
Large frozen Halifax herring, per 100 fish	2 00	2 10
Medium	0 75	0 80
Smelts, No. 1, per lb		0 06
Extra large	0 09	0 10
Mackere., per lb	0 09	0 10
Smoked fish—		
Haddies, 15 and 30-lb. boxes, per lb	0 05½	0 06
Fresh cured express haddies	0 07½	0 08
Kippered herring, per box	0 75	0 80
St. John bloaters, 100 in box, per box		1 00
Yarmouth bloaters, 60 in a box	1 10	1 25
New smoked herring, in small boxes, per box		0 13
Oysters and Lobsters—		
Standards per imp gal		1 40
Selects, per imp. gal		1 60
Oyster pails, pints per 100		0 90
" " quarts, "		1 25
Live lobsters, per lb		0 14
New boiled lobsters, per lb		0 16
Prepared fish—		
Winterport, 1-lb. bricks, cod		0 09
Golden, 2 " " "		0 08
Boneless cod, favorite		0 06
" fish, 1 and 2-lb. bricks, per lb		0 05½
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, 100-lb. cases, per case		6 25
Salt and pickled fish—		
Scotch cured Canadian herring, 25-lb. kitts		1 00
No. 1 Labrador herring, per half-bbl		3 50
" " " per pail		0 80
" " salmon—		
" " " in bbls		13 00
" " " in ½ bbls		7 50
" B.C. salmon, bbls		12 50
" " half bbl		7 00
" mackerel, ½ bbls		7 00
" mackerel, per pail		1 80
" large green cod, per lb		0 05
" medium, " "		0 04
" small, " "		0 03
Pollock, med., green, per lb		0 03

Ontario Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

TORONTO.

Tomatoes—Still rising.

Advance in Salmon general.

Currants—Advance.

Evaporated Apples—Very firm.

Oysters—Higher and scarce.

Haddy—½c. advance.

Haddock—Down 1c.

Rolled Bacon and Hams—Up ½c.

Lard—Higher.

Butter—Advance 1c.

Cheese—Slightly higher.

Eggs—Easier.

Calf Skins—1c. higher.

GROCERIES.

Toronto, March 30, 1906.

Salmon and tomatoes continue to absorb attention. The situation was never stronger. Sugar is quiet and the raw market slightly easier. Evaporated apples are firm. The lower prices for currants have been moved up a fraction and it is said the guild has agreed to sell nothing under 6c. The high price of lumber has suggested a probable early advance in the woodenware market. On all hands business is reported to be, for the season, very satisfactory. The lower grades have also advanced. There is said to be very little "Horseshoe" here and none at the coast and other first-class brands are also in small compass.

CANNED GOODS—Tomatoes have firmed up to nearly last week's highest quotation. The usual price named now is $1.20 and no wholesaler would sell many at that. The situation is unchanged. Stocks are not regarded as adequate until the new pack comes in. Sympathetically, corn and peas are very firm and an advance is looked for in these. Salmon occupies a very strong position and the advance spoken of last week as partial has become general, the only difference being that one or two houses continue to throw off 2 1-2c. on five-case lots.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	2 77½	2 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, " not pitted	1 92½	1 90
Gallons, standard, not pitted	7 12½	7 10
" " pitted	8 62½	8 60
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25

VEGETABLES.

Asparagus, California—		
2½'s	....	3 90
2's, Canadian	3 00	....
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	....
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 50	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	1 00	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 25	1 22½
Sweet wrinkle	0 85	0 82½
Early June	0 72½	0 70
2's, standard	0 65	0 62½
Pumpkin—		
3's	0 80	0 77½
Gal.	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 20	1 25
Gal., all kinds	3 15	3 25
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal.	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz	....	1 65
1-lb. " less than 5 cases, "	1 62½	1 65
1-lb. Flat, 5 cases and over, "	....	1 75
1-lb. " less than 5 cases, "	....	1 77½
½-lb. " 5 cases and over, "	....	1 10
½-lb. " less than 5 cases, "	....	1 12½
Low Inlet.		
½-lb. Flat, "	....	1 05
Spring cohoes, per doz	1 30	1 40
Humpbacks, "	0 95	1 00
Sardines, French ¼'s	....	0 14
" ½'s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ½ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 35
" 2s, "	....	2 40
" 6s, "	....	7 20
" 14s. "	....	16 80
	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 65
" 1½'s "	2 40	....

SUGAR—The local refined situation is practically without change, quotations remaining as last advices, while the consumptive demand is steady and fair for the season of the year. There are no special indications at the moment, but the course of the raw sugar market will be watched with interest for some time.

The tone of the raw market is easier at the moment. Fifty thousand bags centrifugals sold last week in Philadelphia at the rate of 2 1-4c., c.f., New York, indicating an apparent decline of 1-32c. below recent quotations.

The world's visible supply was last reported as 3,930,000 tons, from which high figures it is hardly to be expected that high values will rule throughout the coming season, unless, of course, something quite unexpected should happen, such as an appreciable falling off in European beet sowings. In this connection Mr. F. O. Licht cabled to Willett & Gray on the 27th inst. as follows;: "Weather unfavorable for field work."

Mr. Hugh Blain received from the Berlin Sugar Refining Co. a report, stating that on March 21 they had made 1,650 contracts this season for beet planting, aggregating 3,704 acres. That is 843 acres more than at the same date last year.

Paris lumps, in 50-lb. boxes	....	4 93
" in 100-lb. "	....	4 83
St. Lawrence granulated, barrels	....	4 28
Redpath's granulated	....	4 28
Acadia granulated	....	4 23
Berlin granulated	....	4 18
Phoenix	....	4 28
Bright coffee	....	4 18
Bright yellow	....	4 13
No. 3 yellow	....	4 08
No. 2 "	....	3 98
No. 1 "	....	3 88

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SYRUPS AND MOLASSES— Prices have not varied since last week and the market continues firm.

Syrups—		
Dark	....	....
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
" open kettle	....	....
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 42	0 48
West Indian	0 32	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEA—The market is quiet, while advices from London show that the recent advances have been well maintained and that all sorts show an advancing tendency. Ordinary to good medium teas are in most request. Thompson's Tea Circular of March 15 says of Indian teas: "The healthier tone noted in our last, developed into a sharp advance in rates on all descriptions of Assam leaf during the current week's auctions, the tone at the close being even stronger than on Monday.

The Japan early crop is said to have been much damaged by cold weather.

COFFEE—The advance which the experts have been talking about has not yet materialized and the market is quiet within narrow limits.

Willett & Gray say: "Trade is aware that supplies are decreasing with great regularity. In this country alone the deliveries so far this month have been twice the amount of the total receipts in Rio and Santos, and with interior dealers carrying only hand-to-mouth stocks, a crop even 12 1-2 or 13 millions would most likely be needed to satisfy consumption during the crop year 1906-1907. While some people are ready to predict such a crop, the experience of past years, and the condition of plantations in Brazil, make it very doubtful whether so large a crop can be raised at all for a long time to come, even with favorable crop prospects in the beginning as has been the case during the past three years, the real outturn each year being fully 20 per cent. less than the prospects seemed to indicate."

FOREIGN DRIED FRUITS— Prices of the commoner grades of currants have slightly advanced locally. Patras are marked up 1-4c. and while some houses still quote Filiatras at 5 1-2c. with others 6c. is the lowest for any grade. Cables from Patras are somewhat irregular as to prices, but all show a firmer and somewhat higher market, the average advance being about a shilling.

FOREIGN NUTS— The demand for field nuts of all kinds continues to be very large. Almonds are scarce on the spot and higher abroad. Cables were received this week refusing business under 2s. over last week's prices. Prices for walnuts are unchanged.

Advices from Europe state that the almond crop in France and Spain has been damaged by frost.

Prunes are very firm in New York, but there are no quotable advances locally yet.

HONEY—Prices are unchanged from last week. The demand continues fair.

Honey, extracted clover, in 60-lb. cans, per lb	....	0 08½
" " " in 5 lb. & 10 lb. cans, lb.	....	0 09
" sections, No 1, per doz	....	2 00
" " No. 2, "	1 40	1 60
" Buckwheat, per lb	0 04½	0 05

FISH.—Oysters are scarce and hard to get at the advance of 20c to 50c quoted. This is due to stormy weather at the close of the season. The same atmospheric conditions have affected the supply of haddy. Old stocks are all cleaned up and the market is dependent upon the fresh catch. The result locally is a ½c. advance. The stock of frozen halibut is nearly disposed of and the fresh is in at about the same prices. Kippers and bloaters are all cleaned up here. Fresh haddock is a cent lower.

Frozen halibut, per lb	0 12½	0 15
Fresh "	0 12	0 15
Haddock, fresh caught, per lb	....	0 07
" frozen	....	0 05
Trout, frozen per lb	0 08	0 09
" fresh winter caught	0 08	0 09
Fresh cod, per lb	0 07	0 08
" fresh winter caught	....	0 08½
" lobsters, boiled, per lb	....	0 30
Frozen B.C. salmon, per lb	0 09	0 10
Shrimps per gal	....	1 25
Whitefish, per lb	0 08½	0 09
" winter caught, per lb	0 08½	0 09
Herring, per lb	0 03½	0 04
Pickerel "	0 07	0 07½
Oysters, standard, small pail	....	4 50
" selects, pail	....	5 00
Finnan haddies	0 07½	0 08½
Ciscoes	....	1 25
Mackerel, per lb	....	0 10
Labrador herring salt, No. 1, half bbl	....	3 25
Frozen sea herring, per 100	....	2 00
Smelts, No. 1	0 08	0 09

N. B. Markets.

St. John, March, 1906.

March has been a cold month and we have had more snow than any time since the first of the year. We have now more snow than at this time last season. Business is improving. Markets in general are firm. Molasses is again a matter of particular interest. The strained relations evident now for some few years is still a factor. Two results are evident—less profit to the importer and lower prices to the retailer. Fish, that is, dried, are easier. Halifax is reported over-stocked. Perhaps never was the market so bare of cheese. Rice is rather easier, some particularly fine samples seen. In Winter port business this will be a record year. Our trade complain of the impossibility of getting Barbadoes molasses forward by the West India steamers to meet the demand, owing to lack of space, St. John being discriminated against in the matter of space in favor of Halifax.

Oil.—There is a decline in the demand for burning oil owing to the lateness of of the season. Prices are unchanged. Lubricating oils have much attention and good business reported. Linseed and turpentine are now active lines. Prices quite high, particularly turpentine. In cod oil it is late for business.

Salt.—There are continued arrivals of Liverpool coarse salt, a good demand reported. While prices are unchanged there is a feeling that present figures are too high and there is talk of increased competition in this market. Fine salt has improved sale. Prices are unchanged.

Canned goods.—Tomatoes show an advance. The position is a very strong one. Fair stocks are held. Corn is firm. Peas are still very cheap. In gallon apples rather higher prices quoted. The situation is strong. Other fruits unchanged. Just a fair sale for salmon. Meats quite low. In oysters prices firm. Domestic canned fish are quiet. Stocks, except perhaps sardines, are light.

Dried fruit.—There is just a fair sale for seeded raisins at the lower prices ruling. Valencia raisins show quite an advance since the first of the year. Loose Muscatels unchanged. Malagas have the sale owing to price. In currants prices are firm, the local cleaned bring the best price. Dates are higher. Figs a light stock and light sale. Prunes are higher, small sizes scarce. Apricots and peaches higher. In peels our trade have not yet bought. Prices quoted are high and market advancing. Citron is likely to rule much higher than last year. Evaporated apples high. Dried have been advanced. Onions are firm. First shipments of Egyptian are to hand.

Sugar.—There was a further advance of ten cents last week. Stocks are very light. In foreign granulated market is also quite bare.

Molasses.—The sale is for Barbadoes, chiefly fancy grade. There is much complaint that it is impossible to get steamer space to meet the demand. The price of the fancy grade has been cut so that it is possible to buy much cheaper than a week ago. In Porto Rico prices unchanged. Considerable old stock still here, and but limited demand. It is said there will be a small output at the island and price will be quite high. Dealers here are not anxious buyers.

Fish.—In fresh fish season for frozen stock late, fair stocks, prices rather easier. In dry fish tendency is to lower figures. Stocks here not large. The high price and a poor West India market has affected sales. Pickled herring high and scarce. Smoked rather lower. Haddies are dull. Some Gaspereaux now seen.

N. S. Markets.

Halifax, March 28, 1906.

The Acadia Sugar Refinery Company has again advanced the price of sugar ten cents per one hundred pounds. The recent advance was made just at the close of the week, and marks the third advance within three weeks, making a total of thirty cents in all.

Trade, generally, is pretty quiet. Collections continue very good.

Canned goods are in heavy demand; the jobbers all have good stocks on hand and there is no shortage in any lines.

The market is pretty well cleaned up as regards poultry, the stocks held in cold storage being about exhausted. Fresh poultry would command a good price on this market at present if it was available.

Pork is very scarce, all the dealers complaining about the shortage, and the very high price asked by those who hold hogs. Good hogs are fetching from 9c. to 9½c. per pound, which figures are away ahead of anything quoted hereabouts for years. Pork products are also high and good bacon and hams are scarce. Twenty cents per pound is the price quoted for both hams and bacon of local cure.

EGGS.—The recent cold snap has made a marked improvement in the egg market, and has had the effect of stiffening prices. The supply of fresh-laid eggs has fallen off as the result, and the price has been increased slightly. The jobbers are quoting them at 18c. per dozen wholesale, while the retailer is selling them from 20 to 25c. per dozen, the latter price being obtained for the very choicest stock. The demand is good, as is always the case during the Lenten season. Cold storage eggs are going off the market very slow, the jobbers finding some difficulty in disposing of their stock. It is hard to find the quantity of cold storage stock held here, the jobbers not being inclined to say much about the egg situation in that respect, but it is known that their holdings are very large.

BUTTER.—The local supply of butter continues very good, and it is expected that with the roads improving the farmers will reach the market frequently. The price has not eased off any. Creamery prints are quoted at 26c., and solids at 25c. Choice small tubs range from 23 to 25c., and rolls at 22c. These prices are much higher than the quotations in the Upper Provinces. The exports of butter from Halifax have fallen off very greatly. Some small shipments are being made to the West Indies, but the high prices prevent the trade from being as brisk as formerly.

FRUIT.—The market is well stocked with oranges, both navel and Jamaicas. The latter are arriving in very poor condition, and in most cases they have to be repacked. They are quoted at $7 per barrel. Dried fruits are in good supply with the prices steady. The American strawberries which arrived from Boston by the last boat were of splendid quality. They retailed at 40c. per box. The crop is said to be heavy, and it is likely that the price will be a little easier later. There is a good supply of celery, cukes, and rhubarb on the market.

VEGETABLES.—Stocks of vegetables are being thinned out, the waste being very great, particularly so in potatoes. Owing to the condition of the stock no advance has been made in prices. Parsnips are becoming very scarce, and are now quoted at $1.75 per barrel, which is an advance of 25c. The stock of carrots is fairly good. They are quoted at $1.50 per barrel.

B. C. News.

Vancouver, March 21, 1906.

"In 1910
Vancouver then
Will have 100,000 men."

So mote it be, and they will all have to be fed and otherwise supplied. Therefore it is very much to the interest of the readers of The Grocer both east and west, for a very great proportion of the food supplies of this coming metropolis of the western coast is drawn from the east and from the prairie sections of the west.

The formation of a "hundred thousand club" in Vancouver this week is an outward expression of the faith the citizens have in the great future and immediate progress of the Terminal City. A most enthusiastic campaign has been mapped out, and all, old and young, business men and others, have joined hands in the work of bringing about the realization of the ambitious project. As it will involve doubling the present population, it means a great deal of hard work and careful planning. The object of the new club is not only to get people here, but to provide, first, inducements for them to come, and second, means of occupation when they are here, so that the making of Vancouver a city of 100,000 people shall not be a one-sided affair.

Business is picking up very rapidly in all lines in the trade both wholesale and retail in the past week, and by the end of the month, when northern shipments, both Yukon and to the northern coast of British Columbia are in full swing, times will be very lively here.

MARKETS.—In groceries nothing very important in the way of changes can be recorded. In the rice market prices are now quoted as low as $84 per ton, which is cheap on present basis. Conditions indicate that the price may increase a good deal, and it is possible that it may again go up to $100. Sago and tapioca are now at their highest market price for a long time, the current quotation being 5½c. The supply market is short and the tendency is upward.

In dried fruits the market remains practically unchanged. The demand is normal and trade fairly good, but no recent move has been made. In canned goods local jobbers are holding tomatoes at very much stiffer prices than some time ago. However, they are still 10c. lower on the market here than present eastern basis. The ruling quotation is from $1.25 to $1.30 per dozen.

PRODUCE.—There is a very great scarcity of really choice butter on the local market just at present, and an almost equal abundance of fresh eggs The

supply of good eastern butter is practically exhausted, and the local creameries cannot cope with the demand. Last month was the smallest in point of production of local creameries, of the season. This month the supply is increasing. The price dropped back from the Winter rate of 35c. per lb. wholesale which has prevailed for two months or more, to 30c., below which it is very seldom necessary for the creameries of British Columbia to reduce the wholesale price of their fresh product.

A limited quantity of New Zealand butter is really the most exclusive article on the market in butter. A small stock arrived this week by the Miowera. It is quoting at 30c. and 31c. There is not enough to go round.

Exceedingly fine, warm, bright weather has prevailed for so many weeks now that the egg production of the British Columbia hen has gone up to very nearly the maximum. The price has dropped considerably, and imported eggs and store stock have been put off the market. The price of local fresh in Vancouver is now 25c. wholesale and in Victoria it is 20c. per dozen. But at the latter price there is no danger that the stock will not be taken.

FRUIT.—The last car of Coldstream apples of 1905 crop is likely to be received this week. With the shortening up of local stocks and very slight importations from Washington, the market is drawing into very small compass in this line. The price is now about at the maximum, $2 to $2.50 wholesale for choice fruit, and there is practically none else offering from the wholesale side.

Oranges have gone up in price considerably, the quotations from the brokers in California showing very stiff tendencies. The quality remains excellent as it has been throughout this season. The average price now quoted here to the trade is $3.25 to $3.75 per box.

Bananas are coming in regularly, fresh stock being expected the last of the week. The price is firm at $3.25 per bunch. Not a pine arrived from Honolulu by the Australian steamer this week, contrary to expectations. The shipments do not usually stop so early in the year. It may be that other lots will arrive by the next steamer.

VEGETABLES.—Because there will be a royal prince in Vancouver next week there is a stock of extra choice California vegetables in the wholesale houses. One particularly attractive lot of fresh young asparagus is costing $6.50 per crate of 30 lbs. It had to be specially ordered, and is of course away over the average stock. Ruling price for California asparagus is now 10c. to the trade. Very fine fresh lettuce is again in plentiful supply. Vancouver growers are now competing very actively with Victoria hot-house men who formerly had this trade exclusively. The price has dropped back to $1.50 per crate, from $1.75 which ruled while there was a scarcity for several weeks.

Cucumbers, radishes, parsley and tomatoes, all California stock, are in sufficient supply in the market. Prices are about as the regular quotations.

Potatoes are showing no recent move in prices. Really choice locals are scarce, even Ashcrofts being held at $2 to $2.25 per hundred in a retail way. Some Yakimas from Washington State are still supplied at $30 to the trade.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Officers Retail Merchants' Association of Western Canada: President, J. F. Hunter. Boissevain, Man.; vice-presidents, R Bogue, Moose Jaw, Sask.; J. A. McDougal, Edmonton, Alta.; secretary, W. A. Coulson; treasurer, J. D. Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-presidents G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.

Association offices, 53 Scott building, Main street, Winnipeg.

Secretary Coulson left Winnipeg on Monday morning on the organization trip in the west mentioned in last issue of this paper. From communications received from members in the various towns to be visited there are good prospects for a successful tour. The only satisfactory way to arrange local disputes and settle a working basis for the future is for the dealers in each district to meet in some central town and discuss the situation freely and frankly. When such a meeting has been brought together the biggest difficulty has been overcome. Their interests being common, the general merchants can usually arrange a basis of agreement on the most contentious points if once they can be brought together to discuss the situation. In former years one of the biggest troubles in the west has been the unreasonably high price paid country merchants during the Spring and Summer for country produce. Butter and eggs have been handled at an actual loss, as many dealers can testify to their sorrow. One of the principal objects of the meetings this week and next is to remedy this evil, and if the secretary's visit has any effect in checking this reckless practice of other years he will confer a great benefit on the long-suffering trade.

* * *

The offices of the association at No. 53 Scott Building, Main street, Winnipeg, are open at all times to visiting members of the association, and, in fact, to all merchants. When Secretary Coulson is out of town Secretary McRobie, of the Hardware Association, is in charge, and merchants will always be made welcome to visit the offices. Merchants visiting Winnipeg are invited to have their mail addressed in care of the association offices. There is a comfortable reception room in connection and letters may be written there. A file of The Canadian Grocer, and others of the MacLean Trade Newspapers, will be found on the tables.

* * *

The association remedy for bad debts, outlined in the issue of March 9, seems to be meeting with popular favor. Hundreds of the blank forms described in The Grocer have been sent out to merchants who have asked for them, and reports received at the Winnipeg office of the association indicate that in most instances the scheme is working well. In very many cases a notice of the kind provided by the association is all that is required to collect the money.

* * *

At the joint meetings of the general merchants and hardwaremen last February a vexed question came up several times in the course of other discussions, but, unfortunately, was not itself discussed at any length. The time of the convention was so fully occupied by an eastern visitor, who came with a new and unexpected proposition, that but scant consideration was given to a number of topics upon which it was desirable that there should be a clear understanding. This particular question—the relation of the general store to the class hardware store—was naturally suggested by the affiliation of the two associations and the organization of the "Western Board." In many towns in the west there is friction between the general store, with its hardware department, and the straight-line hardware store. Now it would be unreasonable to say that the general store should not handle hardware, and he would be an unreasonable hardwareman who advanced any such argument. But there is no more reason why the general merchant should cut prices in hardware than in groceries, and in towns where hardware is handled by the general store at cut prices the hardwareman has even more reason to complain than has the grocer or general merchant who finds the neighboring hardware store selling plug tobacco at "three for a quarter." He has more reason to complain because a stove or a furnace is a bigger item than a few plugs of tobacco, but the principle is the same in both cases. This is a matter on which the two associations should be able to come to a satisfactory agreement.

DEATH OF HORACE L. SMITH.

The Winnipeg grocery and fruit trade were surprised to hear last Saturday of the death of Horace L. Smith, manager of the fruit department of Foley, Lock & Larson. As mentioned in The Canadian Grocer last week, Mr. Smith had undergone an operation for appendicitis, but no doubts were entertained of his recovery. His kindly and generous disposition made him deservedly popular among the trade.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, March 29, 1906.)

ABBREVIATED MARKET NOTES FOR CURRENT WEEK

Sugar—Advanced 10c. per cwt.
Cooking Figs—Advanced ½c. per lb.
Standard Peaches—Advanced ¼c. per lb.
Oatmeal—Reduced 10c. per sack.
Cornmeal—Reduced 10c. per sack.
Cheese—Advanced ½c. to 1c. per lb.
Lard—Advanced ¼c. per lb.

Cold weather during the last fortnight has to some extent interfered with trade, but there has been a fair movement of most general lines. There are not many price changes to record. Sugar is now on the advance and still higher prices seem probable, although the early opening of navigation, and consequent reduction in transportation charges from the east, may relieve the situation slightly. Oatmeal and cornmeal are

cheaper, but tapioca continues to be held at an unusually high price. Cooking figs are advancing and the entire foreign dried fruit list shows a tendency towards higher prices.

CANNED GOODS—All jobbers are short on tomatoes and strawberries, and it does not seem possible to obtain fresh supplies at reasonable prices.

FRUITS.

	Group No. 1.	Groups No 1 & 2.
Apples—		
gallons, per doz.	3 10	3 05
3-lb. "	2 49	2 44
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Lawtonberries—		
" "	3 83	3 78
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 25
2's, whole, " "		3 75
2½'s, whole, " "		4 50
2's, grated, " "		4 50
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries—		
new "	4 00	4 25

VEGETABLES.

Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 53	1 48
(No. 3) 2's "	1 68	1 63
Succotash—		
2's "	2 63	2 58
Tomatoes—		
All groups, per case		2 60
Salmon, Fraser River sockeye, per case		6 25
" Skeena River, " "		6 00
" Rivers Inlet, " "		5 90
" Red Spring, " "		5 75
" humpback, " "		3 75
" cohoes, "		4 85
" Clover Leaf, Fall delivery, 1 to 4 cases.		6 30
" " 5 to 9 cases.		6 20
Pork and beans (V.C.P. Co.), 1's, per doz.		1 25
" " 2's, "		1 90
" " 3's, "		2 60
Clark's 1 lb. plain, per case		2 10
" 2 " " "		1 80
" 3 " " "		2 20
" 1 " tomato sauce, per case		2 30
" 2 " " "		1 85
" 3 " " "		2 40
" 1 " Chili " "		2 30
" 2 " " "		1 95
" 3 " " "		2 40
Soups (Van Camp's), per doz.		1 25
Canned chicken (Man. Can, Co.) per doz.		3 25
" turkey " "		3 25
" chicken (Aylmer), per doz		3 30
" " (Delhi), "		3 20
" turkey (Aylmer)		3 30
" " (Delhi)		3 20
" duck (Aylmer)		3 30
" " (Delhi)		3 20
Corned beef " 2's "		2 75
" " 1's "		1 55
Roast beef (Man. Can. Co.), 2's, per doz		2 65
" (Clark's), 1's, per doz		1 50
" " 2's, "		2 65
Potted meats, ½'s, per doz.		0 55
Veal loaf (Libbey's), ½ lb., per doz.		1 25
" " 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 50
Lunch tongue (Clark's), 1's, "		3 45
" (Aylmer), 1's, "		3 00
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.		1 80
" " 1-lb. tins, "		3 10
" " 1-lb. glass, "		3 35
Chipped " " ½-lb. tins, "		1 45
" " " 1-lb. tins, "		2 50
" " " 1-lb. glass, "		3 05
Sliced bacon, " 1-lb. tins, "		3 10
" " 1-lb glass, "		3 25
Corned beef (Clark's), 1-lb. tins, per doz.		1 50
" " 2-lb. " "		2 65
Lobsters (new), ½-lb. flats, per 3-doz. case		16 00
" " ½ lb. talls, per 4-doz. case		10 25
" " 1-lb. talls, "		14 50

SUGAR—Another advance of 10c. per cwt. for all points has occurred.

Montreal granulated, in bbls.	4 95
" " in sacks.	4 90
" yellow, in bbls.	4 55
" " in sacks.	4 50
Wallaceburg, in bbls.	4 85
" in sacks.	4 80
Berlin, granulated in bbls	4 85
" " " sacks.	4 80
Icing sugar in bbls.	5 55
" " in boxes.	5 75
" " in small quantities.	6 15
Powdered sugar, in bbls.	5 35
" " in boxes.	5 55
" " in small quantities.	5 80
Lump, hard, in bbls.	5 65
" " in ½-bbls.	5 75
" " in 100-lb cases.	5 65
Raw sugar.	4 50

SYRUPS AND MOLASSES—Syrups are selling briskly owing to the high price of dried fruits. Corn syrups are in particularly good demand.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
" Kairomel " syrup, 2-lb. tins, per 2 doz. case.	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per lb.	0 04
New Orleans molasses in ½-bbls, per lb.	0 02½
" " in barrels.	0 02½
Porto Rico molasses in ½-bbls., per bbl.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—As noted last week, Rios are quoted at an advance.

Whole green Rio, per lb.	0 10½ 0 11
" roasted " per lb.	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

FOREIGN DRIED FRUITS— Cooking figs are quoted now at an advance of 1-2 cent per lb., and standard peaches have been advanced 1-4 cent per lb. The entire foreign dried fruit list shows a tendency to further advances.

CANDIED PEEL—

Lemon, per lb.	0 11
Orange "	0 11½
Citron "	0 18
Mixed, in 1-lb drums per doz.	2 30

NUTS—Prices have been steady since the revision noted last week.

Almonds, per lb.	0 12½
" (shelled), per lb.	0 28
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 30
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, in 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb.	0 70

WHOLE SPICES.

Black pepper, per lb.	0 13
White pepper, per lb.	0 25
Cinnamon (ordinary), per lb.	0 18
Cinnamon (extra choice), per lb.	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb.	0 10
Allspice, per lb.	0 08½ 0 10
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz.	0 75

RICE, TAPIOCA AND SAGO—Tapioca is still quoted at very high prices and these prices are pretty generally maintained. The high price is diverting consumption to rice.

Japan rice, per lb., cwt. lots	0 05½
" " 50-lb. lots	0 05½
Rangoon rice, per lb.	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt.	7 25 7 50
Sago, per lb.	0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

BEANS—New white beans are still quoted at $2.05 per bushel.

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case.	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb.	0 10

SAUCES—

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

BUCKWHEAT—Quoted as before at $1.70 per half sack.

OATMEAL AND CORNMEAL— Reductions will be noted in both rolled oats and cornmeal. Quotations of rolled oats are per sack:

Rolled Oats, 80-lb. sacks, per sack	2 05
40-lb. " "	1 05
20-lb. " "	0 54
8-lb. " "	0 25
Granulated oatmeal, per sack	2 55
Standard " "	2 55
Cornmeal, "	1 60

FISH AND OYSTERS—

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 12½
Red Snapper	0 15
B.C. Salmon	0 09
Halibut	0 08½
White fish, per lb.	0 07
Pickerel	0 05½
Jackfish	0 03½
Finnan haddie	0 07½
" Halifax " b rand salt cod, fish cakes 24-1's.	0 07½
" Acadia " " " 20-1's	0 08
" Bluenose " " " 20-1's	0 07
" Acadia " " 2-lb. boxes	0 10
" " " 4-lb. boxes	0 10
" " " shredded, 24 cartoons, per bx	1 80
" " " bulk, in 15-lb. bxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb	4 00
" " per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12
Smoked halibut strips	0 11
Kippered gold eyes, per doz.	0 45½
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb.	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gal.	2 25
Standards, per gallon	2 00
Holland herrings, in kegs, per keg	0 70 0 72
Herring ½-barrels	4 00
Digbys, chicks, per box	0 17

GREEN FRUITS— Oranges and lemons are still advancing.

ORANGES AND LEMONS.

Fancy California navels, 126's to 200's, per case	$5 00
Marmalade oranges, 126's to 250's, per case	6 00
California lemons, 300's and 360's, per case	5 00

ONTARIO WINTER APPLES.

Spies, fancy, XXX, per bbl.	$7 00
" " XX, "	5 00
Bananas (per express only)	3 00 3 50
Almeria grapes, per keg	7 00
Winter pears, (B.C.), per case	2 50
Cranberries, (Jersery), per bbl	12 00

Vegetables.

Valencia onions, (large cases)	$4 50
Spanish onions, per case	1 25
Native onions, per lb.	0 03

The representative of Strohmeyer & Arpe Company, L. E. Schoenfeld, will make his annual trip through Canada, showing the wholesale grocers a new and large assortment of samples of sardines, French, Portuguese and Norwegian; French peas, mushrooms and olive oils.

Spring is the Cleaning Season

BON AMI

Is the Best Cleaner

RETURNED
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Bon Ami

Will do 50% more work, or last 50% longer than an equal weight of any other cleanser or polisher.

It is the cheapest.

Get One Case Now from Your Wholesaler

CAN BE HAD FROM ANY WHOLESALER FROM OCEAN TO OCEAN

Cases of 3 doz. $1.19 per doz., or $14.28 per gross

F.O.B. wholesaler's shipping point

Lots of 5 gross, $13.40 per gross

Delivered to any railway station from Halifax to Vancouver

Terms: Net 30 days, or 1% 10 days

HUDON, HEBERT & CIE, Limited

MONTREAL

The most liberally managed firm in Canada

BUSINESS NOTES.

H. Card, of Nashville, was burnt out recently.

Duncan McMillan, fruits, etc., Dundas, Ont., deceased.

W. A. Fuller, Green River, was in Toronto last week.

Andrew Young, groceries and crockery, Seaforth, deceased.

The Imperial Bank is opening a branch at Belwood, Ont.

Mowat & Draper have opened a new grocery in Oshawa.

Smith & Hart have opened a new grocery store in Oshawa.

AGENCIES WANTED.

VANCOUVER firm of manufacturers' agents is open for a few good lines; highest references. Box 119, Vancouver. [15]

ARE YOU
GETTING YOUR SHARE
of the
LARGE BUSINESS
OFFERING in ALBERTA?
IF NOT Write us. Secure our services.
Excellent Storage Accommodation. Correspondence Solicited.
NICHOLSON & BAIN
Wholesale Commission Merchants and Brokers
CALGARY, ALTA.

Sawyer's CRYSTAL
50 Years the People's Choice.
See that Top
Blue.

For the Laundry.
DOUBLE STRENGTH.
Sold in Sifting Top Boxes.
Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.
It goes twice as far as other Blues.
Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.
M. F. EAGAR & SON, Mfrs. Agents
HALIFAX, Nova Scotia

Herman Card, general merchant, Nashville, Ont., burnt out.

Gibson & Co., flour mills, Morrisburg, Ont., have been burnt out.

The Metropolitan Bank are opening a branch at Ameliasburg, Ont.

The Bank of Nova Scotia are opening a branch at Saskatoon, Sask.

Armour, Limited, Toronto, Ont., have sustained loss by fire; insured.

A. N. Steele has opened at Stevensville a very nice grocery store.

Mr. Bodenweiser (Bode), "the gum man," is at present in Toronto.

The Merchants Bank of Canada have opened a branch at Russell, Man.

Ovans Bros., general merchants, Hamiota, Man., have been burnt out.

McCann Milling Co., Toronto, Ont., burnt out, loss covered by insurance.

John Stuart, of John Stuart & Co., wholesale grocers, Hamilton, deceased.

D. J. McClellan, Port Hope, is selling off his stock and retiring from business.

Dobie & Co., general merchants, Thessalon, Ont., have sustained loss by fire.

Mr. Bartley, of Bartley & Reid, tea merchants, Montreal, is in Quebec this week.

Wm. Abbey, brother of R. A. Abbey, merchant, Port Robinson, died last week.

F. G. Conke has purchased the grocery of W. A. Broughton at 340 Centre avenue, London.

Geo. Brown, of Brown Bros., Bowmanville, is able to be about after a week's illness.

H. A. Rutherford & Sons, Boulton, have enlarged their store and added a complete stock of boots and shoes.

Babcock Bros., Oshawa, this week moved their grocery business to their new up-to-date store on the south side of Simcoe street.

W. J. Braidwood, Galt, who assigned some time ago, has begun business again. The firm is now Braidwood Bros., grocers and butchers.

The Canadian Bank of Commerce are opening branches at Gleichen, Alta., Leavings, Alta., Humbolt, Sask., Langham, Sask., Radisson, Sask., and Stavley, Alta.

Friends of H. P. Eckardt have heard from him in Venice, where he is enjoying a rest and vacation—which no one better deserves—in a gondola on the Grand Canal.

J. Hat has purchased the grocery of J. A. Newman at 980 Bathurst street, Toronto. Mr. Newman has bought out Mr. Sanderson, on Markham street, who is building himself a store on Barton avenue.

B. E. Miller, who formerly represented the Blue Ribbon Tea Co. on the northern trip, has joined the selling staff of T. H. Estabrooks to represent Red Rose tea. He went last week to St. John to spend a few days at headquarters before entering upon his work in Ontario.

Jos. Carman, Winnipeg, who has been appointed agent for the American Pure Food Co.'s (Montreal) grocers' specialties for Winnipeg and Manitoba, has now a full supply of advertising matter and samples of Japanese starch, etc., on hand, and is ready to mail same to the trade in his district from his address, Union Bank block, Winnipeg, Man.

Do You Realize the Importance of Fresh Roasted Coffees?
WHERE DO YOU BUY COFFEES? IN THE EAST.
Now, look here! You might just as well endeavor to increase your fruit business by giving your customers unsound fruit, as try to increase your coffee business by selling "Stale" Coffees. Eastern Roasted Coffees are three weeks old at least when you receive them. Therefore they are "Stale" and unfit for your trade. Our Coffees are Fresh, Fresh, Fresh.
Better Write To-day for Samples and Prices.
The Codville-Georgeson Co.
Limited
Winnipeg, Man.

EASTERN MANUFACTURERS AND SHIPPERS
Keep in touch with the
WINNIPEG TRADE
We sell all lines handled by the
Wholesale Grocers
Write or wire us your offerings
NICHOLSON & BAIN, WINNIPEG,
Wholesale Brokers and Commission Merchants.
Established 1882
First-class storage for all kinds of goods

Easter

Your Easter trade requires

THE REAL THING

In mild cured

HAMS

AND

BREAKFAST BACON

We cure it to perfection. Please order now to ensure prompt shipment.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

We are now booking orders for

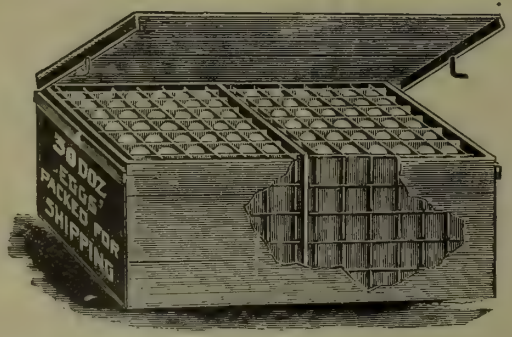
EASTER

You can send us a list of your requirements or give them to our representative and we will ship so you get the goods in time for Easter trade.

Hams,
Bacon,
Lard,
Fresh Beef,
Butter,
Cheese.

F. W. FEARMAN CO.,
HAMILTON LIMITED

EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.
These can be obtained from

The Miller Bros. Co., L't'd
Manufacturers of Egg Case Fillers
30-38 DOWD STREET
MONTREAL
Board Mills and Filler Factory at GLEN MILLER, ONT.

"CORONA"

BRAND

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The Universal Favorite
Delicious Flavor
A very Special Sugar Cure

ONCE TASTED ALWAYS WANTED.

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Choice Butter, Cheese, Eggs, Poultry, etc.

MONTREAL PACKING CO. Limited
MONTREAL, Canada

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market remains unchanged, very firm, very few lots unsold, and the British markets are just commencing to feel the shortage of supplies which we predicted several months ago.

A few straggling, small lots of new fodder cheese have been received here, but so far there has been no market price established for them.

Butter remains neglected, finest quality Fall creamery is getting scarce, being mostly stale in flavor, and new butter is still very scarce, so there is not much of interest on the market to report.

The following cable was received here a few days ago from London, viz.:

"Information has been received here that the Danish Government is sending a commission consisting of three agricultural dairy experts, to tour Canada for the purpose of making reports upon the handling and shipment of produce."

This seems like a great compliment to our dairy industry, as Danish butter is considered the "standard" for finest quality in the British markets and we have studied the Danish ways for years to capture a part of the butter trade in Great Britain. Have we actually succeeded in establishing ourselves in British markets sufficiently to make the wide-awake Danes come over to study our methods? The above notice would almost imply this, yet, on an average, our butter is still at a considerable discount in British markets as compared with Danish butter. However, as we have repeatedly pointed out, we can and do produce as fine a quality of butter as can be made anywhere.

In this connection we wish to express once more our regret to see the growing practice of farmers in adopting the "hand separators." It is a "penny wise and pound foolish" policy; the small gain of the individual farmer will be a general loss both to the farmers and the country, the quality of our butter will be of a lower standard and prices will be lower accordingly.

Here is another article of interest on butter, viz.: Mr. P. B. Ball, Canadian agent at Birmingham, sends to the Department of Trade and Commerce an interesting report on the subject of "fake butter," over 200 tons of which are being produced daily in England at a profit of about $60 a ton. Owing to the extent of the growth of this practice the Federation of Grocers' Associations have had an exhaustive report upon the subject and are now urging the new Government to pass a "butter bill." The butters principally manipulated are those from the colonies and Siberia, which, as a rule, have considerably less moisture than the Irish, Danish and other continental butters. Especially does Canadian butter suffer through the "faking" process. The practice of the manipulator is to add solidified milk and "treated" milk. Sweet separated milk is solidified by the action of a small quantity of hydrochioric acid. The two classes of milk mentioned are worked into the genuine butter by a kneading machine and two or three times the quantity of the original package is turned out. Mr. Ball recommends that all Canadian butter packages should be marked with the name of the dairy or creamery, so as to identify the Canadian product. He also suggests that more moisture be allowed to remain in Canadian-made butter so as to prevent manipulation.

As we have pointed out in our last week's article, the water content in butter in both Great Britain and Canada is limited to 16 per cent maximum. The keen competition in selling butter in retail shops in Great Britain at a certain price, has brought about the above mentioned "fraudulent" practices. It is not for us to alter our ways; we ship good, honestly made butter to Great Britain; if they manipulate it, and, if the laws of Great Britain are such as to permit this "fraudulent" manipulation, we, in Canada, are powerless in the matter, but we would like to see "honest" Canadian butter sold as such and packages should be branded "Canadian Creamery," not only marked with a "stencil" and brush, which can easily be erased, but a universal "brand" might be adopted, which could be branded into the wood.

This has been suggested some years ago and it has been under discussion a number of times, so far, we regret to say, without result. If our finest creamery were put on the British markets as "Canadian Creamery" our butter would soon get a reputation of its own, but when "Danish Casks" are imported to be packed at the creameries, even if it is then exported as "Canadian Creamery," it will doubtless be sold to the British consumer as "Danish Butter," and what is known as "Canadian Creamery" in the U. K. is generally of a secondary quality and sold at a lower price.

THE PROVISION SITUATION.

The general tone of the packing trades is certainly more healthy than at time of last review. The Maritime Provinces report demand as well maintained, with prices advancing. At Montreal and eastern points trade is also good, and a more amicable feeling exists as between packers and farmers, the latter showing a better disposition to study the points of quality in hog production. At Ontario points things are running more smoothly, although there is ample room for complaint as to short supplies.

A report is current that a project is on foot to erect a large packing house at Port Huron, Michigan, to be known as the Huron Packing Company, and it will include an Englishman of large means. The plant is to have a capacity of a thousand hogs a week at the outset; it is said the site has already been secured. It is also understood that the new concern across the border is a direct outgrowth of the Government order which prohibits the importation of American hogs. It is questionable, however, even if this is so, whether it will be any material detriment to the Canadian product, as, of course, it must be essentially an American concern, producing American bacon.

Arrivals of live hogs at factories are not yet up to required standards, and in consequence the finished product is not considered all that it should be. To this is attributed the slow movement on the British market, although at the same time the tone on that market is an improvement on earlier reports, and still advancing in both demand and price. As supplies get more abundant there is little doubt but that trade will make an upward move.

Packers have faith in the industry, and are anxious that the farmers give them increasing quantities of first-class bacon hogs that are finished at about 180 pounds each.

A certain percentage of the Canadian bacon is equal to the best Danish bacon, but the percentage of inferior bacon is still too large. Recently fully 80 per cent. of the hogs received by the packers has been of the bacon type, but a very large number were not fully developed. The packers wanted a hog that was long and weighed from 175 to 185 pounds, with not more than one and a half inches of fat evenly distributed over the back.

OUR LONDON LETTER.

(By Our Own Correspondent.)

There were a few lines in the Montreal report of The Grocer, dated February 23, in regard to the matter of placing Canadian poultry upon the British market, which were very seasonable and deserve further consideration.

It is just about this time that the demand for Canadian poultry is at its best, but, unfortunately, the supply is altogether too small, and such supplies as come to hand can very frequently stand improvement in the matter of packing and quality.

Canadians who intend to cultivate the English market cannot do better than follow in the footsteps of their United States neighbors. Poultry, imported into Britain from the States, is packed in three grades, ranging from 14c. to

16c. per lb.; medium grade, 16c. to 18c. per lb.; best, 18c. to 22c. per lb. The greatest part of the demand is for crates weighing from 36 to 42 lbs., although a sale can always be found for fowls of lighter weight in crates of between 33 and 36 lbs. In every instance the birds are packed twelve to the box. United States packers have very wisely devoted special attention to the shipping of poultry only of a very fine white color, and yellow-legged fowls, for which there is no demand, have been rigorously excluded.

In a contemporary, published here in London, complaint is made that Canadian chickens are not sufficiently well feathered, and are not selected and packed with the same care as those with which they have to compete. The Chicago poultry shipper, eager to please the palate and to satisfy the requirements of the English householder, is careful to send along only the tender, young chickens, and he sees to it that they are all cleaned and almost quite ready, when unpacked, to be placed straight into the oven or pot. It is thus that the big, but now decreasing, business which American poultry packers have built up has been held and it is by following their methods that Canadians will best step in to supply the demand with which Friend Jonathan finds himself unable fully to cope.

Apropos of the embargo on Canadian cattle entering British ports, the Meat Trades Journal, which is the organ of the British meat trade, quotes: "According to the Times there is a very strong feeling amongst cattle breeders in all parts of the country against any modification of the law which prohibits the importation of Canadian store animals. We may be pardoned for saying there is an equally strong feeling amongst many feeders, cattle dealers, butchers, and others, in favor of their importation."

CHEESE.—A complaint comes from Manchester that half of the boxes which contained a recent shipment from Canada to that centre were broken and seriously damaged, and as they still had to be passed on from the general warehouse to the importers' local store, and from there, if they ever sold in their battered condition, to the retailer's shop, they probably suffered considerable through being exposed to the air. The sooner the new cheese-packing method is adopted the better. From one of Bristol's leading importers there comes another grumble. This time it relates to the "mottled" and "moldy" condition of some Canadian cheese, which had been delivered at that port. The cause of the mold is evidently faulty packing and the use of unsatisfactory grease-proof paper. As to the mottle evil, Canadians know well the cause of that. Bristol, by the way, is one of the chief centres of Canadian cheese, and complaints from that quarter are less desirable than from elsewhere.

During the past week there has been a very good demand for Canadian cheese here in London, and 63s. to 64s. are being realized for "white," and 66s. to 67s. for "colored." Arrivals have been on a very small scale, only 5 boxes having come to hand within the last six days. Stocks in the dock's storage have been reduced to 68,423 boxes.

BUTTER.—As was expected, the demand during the past few days has been altogether too small to cope with the large stocks on hand, and importers of colonial butter have found it advisable to meet buyers by a reduction of 2s. per cwt.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS.—There is a good general demand in the provision market at present. There have been several changes in prices since last quotations. Lard, smoke meats, and hams are in fairly good demand, and for this time of year business in these lines is very good. Prices on dressed hogs are firm. Abattoir dressed are selling from $9.75 to $10. Country dressed hogs are practically off the market.

Lard, pure tierces		0 11½
"	56-lb. tubs	0 11½
"	20-lb. pails, wood (10½)	0 11½
"	cases, 10-lb. tins, 60 lbs. in case	0 11½
"	" 5-lb. "	0 11½
"	" 3-lb. "	0 12
Lard, Boar's Head brand, tierces, per lb.		0 08
"	½-bbl., per lb.	0 08½
"	" tubs	0 08½
Cases, 20 3-lb. tins, per lb.		0 09
" 12 5-lb. tins	"	0 08⅝
" 6 10-lb. tins	"	0 08⅝
20-lb. wood pails, each		1 70
20-lb. tin pails, each		1 60
Wood net, tin gross weight—		
Canadian short cut mess pork		$21 00 $21 50
American short cut clear		20 00 21 00
American fat back		22 00
Breakfast bacon, per lb.		0 15½ 0 16
Hams		0 13 0 14½
Extra plate beef, per bbl.		12 00 12 50

BUTTER.—Dealers do not report an encouraging market. It is steady in a way, but inclined to be soft. Business is very slow. Quotations are unchanged.

Choice creamery	0 22 0 22½
Good to fine creamery	0 20½ 0 22
Western dairy	0 18½ 0 19½
Manitoba dairy	0 17½
Fresh dairy tubs	0 19½ 0 20
Fresh rolls	0 18½ 0 20

CHEESE.—The local cheese market is just about cleared up. What there is selling brings in the neighborhood of 13½c. A strong market is reported on the other side, but inquiries received here indicate that they are not disposed to buy.

EGGS.—Prices have declined owing to the break in the weather. They are offering freely in the west at prices which are dropping. The present weather is favorable to shipping by freight, which will have the effect of bringing down the price about one cent a dozen. Dealers are quoting 17c. at present.

TORONTO.

PROVISIONS. — Firmness characterizes the tone of the provision market throughout. The shortage in hogs and the packing situation seems to be having its natural result. Roll bacon and hams are advanced ½c., and lard is up ¼c. to last week's highest quotations. Beef prices are the same, with one exception. Finest qualities have been marked up 25c.

Long clear bacon, per lb.	0 11	0 11½
Smoked breakfast bacon, per lb.		0 14
Roll bacon, per lb.	0 11½	0 12
Small hams, per lb.		0 13½
Medium hams, per lb		0 13½
Large hams per lb.		0 13
Shoulder hams, per lb.		0 11
Backs, per lb.		0 16
Heavy mess pork, per bbl.	18 00	20 00
Short cut, per bbl	21 50	22 00
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.		0 10½
" tubs "		0 11½
" pails "		0 11½
" compounds, per lb.	0 07½	0 08
Plate beef, per 200-lb. bbl.	12 00	12 50
Beef, hind quarters	8 00	9 25
" front quarters	5 25	6 25
" choice carcases	7 00	8 00
" common	5 50	6 50
Mutton	0 08	0 10
Yearling lamb	0 12	0 13
Veal		0 10
Hogs, street lots	9 00	9 50

BUTTER.—The situation is very firm with prices advanced over last week's levels for the choicest qualities, but for the ordinary last week's quotations will do. That means that 27c. or 28c. can be got for a few choicest makes of creamery prints, but the run is from 26c. to 27c. In the same way separator dairy prints, direct from the farm and of prime quality, will fetch 24c., but what generally passes as choice brings 20c. to 23c. Choice large rolls are a cent or two higher than last week. The quality of butter continues to be the subject of complaint, and will be until the new grass comes in. The creameries are said to be increasing their output.

	Per lb.	
Creamery prints	0 26	0 28
" solids, fresh	0 22	0 24
Dairy prints, choice	0 20	0 24
" " ordinary	0 18	0 19
" in tubs		0 18
" large rolls, good	0 20	0 22
" large rolls ordinary	0 17	0 18

CHEESE.—The firmer tendency evident for some time has developed an advance to the extent of wiping out last week's lower range of prices, and quotations are firm at the top. There is some new fodder cheese on the market and it is quoted at 15½c.

	Per lb.
Cheese, large	0 14
" twins	0 14½
New cheese	0 13½

EGGS.—The colder weather does not seem to have cooled the ardor of the Ontario hens. Eggs are in excellent demand, but the price is tending downward. For new laid 16c. to 17c. is the usual quotation, but 15½c. is heard and may indicate a weakening tendency. Stocks of storage and pickled eggs are said to be pretty well cleaned up, and if they are not the holders are grinning under their loads, and the quotations are 13c. to 14c.

New laid eggs, per doz. (nominal)	0 16 0 17
Storage and pickled	0 12 0 14

ST. JOHN, N.B.

PROVISIONS.—In barrel pork prices again advanced; a light sale; little mess offered. Beef is firm; sales dull. Pure lard is again rather higher. Refined compound is still quite low, but firmly held. Smoked meats are high.

In fresh meats beef is rather higher and the situation looks firmer. Mutton has held at quite good prices this Winter. Little lamb seen. Some nice veal offered. Prices firm. Pork is still high.

Mess pork, per bbl	$20 00	$22 00
Clear pork, "	19 00	22 00
Plate beef, "	13 00	14 50
Domestic beef, per lb.	0 06	0 07½
Western beef, "	0 08½	0 09
Mutton, "	0 08	0 09
Veal, "	0 08	0 09
Lamb, "	0 08	0 10
Pork, "	0 09	0 10
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 11½	0 12
" " pails, "	0 12	0 12½
Refined lard, tubs	0 08½	0 08¾
" " pails	0 08¾	0 09½

BUTTER.—Supply is rather light and for best stock market firmer. The difficulty is to get the quality.

Creamery butter	0 23	0 25
Best dairy butter	0 20	0 22
Good dairy tubs	0 18	0 20
Fair "	0 16	0 18

EGGS.—Prices this week are a little higher, owing to limited receipts.

Eggs, strictly fresh	0 20	0 25
Eggs, fresh	0 18	0 20
" case stock	0 17	0 18

CHEESE.—Seldom, if ever, so early in the season has our market been so bare. Prices are higher.

Cheese, per lb	0 14½	0 15

WINNIPEG.

BUTTER.—There is not much change in the situation. The supply of creamery is large and the market is apt to weaken soon, but, in the face of a brisk demand, prices are being pretty well maintained.

Finest fresh creamery, in 56-lb. boxes	0 23
" " in 28-lb. boxes	0 23
" " in 14-lb. boxes	0 23
" " in 1-lb. bricks (eastern)	0 27
" " " " (western)	0 23 0 25

The market is glutted with dairy butter of poor quality and there is not much demand at present for any but the choice article. Prices range from 13c. to 17c. per lb. delivered in Winnipeg.

CHEESE.—Prices are advancing and quotations are now as follows :

Finest Ontario, large	0 14½	0 15
" Manitoba, large		0 14
" " twins	0 14½	0 15
" " small	0 14½	0 15

LARD.—The tierce basis is now 11¼c. per lb.

Tierce basis, per lb	0 11¼
Small packages take the following advance :	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00⅝
10-lb. " in 60-lb. "	0 00⅝
5-lb. " " "	0 00⅝
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00⅛

CURED MEATS.—Revised quotations are as follows :

(Quotations for smoked and salt meats are for 100-lb. boxes ; 50-lb. boxes take ½c. per lb. advance and 25-lb. boxes ¼c. per lb. advance).

Hams, selected stock, special mild cure	0 15½
Bacon, " " "	0 18½
Backs, " " "	0 15½
Hams, light, 10 to 12 average	0 14½
" medium, 14 to 16 average	0 14½
" heavy, 20 to 30, for slicing	0 13½
" heavy sainned 20 to 30 for slicing	0 14
Picnic hams, light, choice, 6 to 8	0 11½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 15
" " clear bellies 12 to 14	0 14½
Clear backs, b bacon light	6 14½
" b bacon 12 to 14	0 14
Spiced rolls, long if in stock	0 14½
" short	0 12½
Dried beef ham sets	0 11½
Smoked hams boned and rolled, 2c. per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear	0 12½
" " " smoked	0 13½
" " " boneless backs	0 12½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
" " " per ½ bbl	11 50
Standard mess pork, per bbl	22 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 03½
" hocks, "				0 04

EGGS.—The price is declining owing to largely increased offerings from the country. Local jobbers are paying from 14c. to 15c. per dozen, delivered in Winnipeg.

Successful Grocers

are finding it pays to handle only The Best when it comes to Food Supplies.

Clark's Sliced Smoked Beef

has an established reputation, due to its superior quality, and can be relied upon to win trade.

HOLD TO THE LEADER !

Don't you see that every time you neglect to order

Nicholson's Mince Meat

you get further from the mince meat trade. ***Nicholson's Mince Meat*** leads. Others follow. Order the Leader.

We would like you to try

N. & B. JELLY POWDER **N. & B. ICING POWDER**
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BROCK'S BIRD SEED

NICHOLSON & BROCK
9 Jarvis St., TORONTO, ONT.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

AGENTS WANTED

We want the Calfskins, Hides, Sheep Pelts, Tallow Bones, etc., collected in your vicinity.

Can't you arrange to purchase these goods for us this spring ? We will furnish the cash with which to buy ; we will also furnish tags, advice sheets, taking off directions, cloth posters to enable you to advertise the business, etc., etc.

We pay highest cash prices and keep our customers thoroughly posted on the condition of the market and pay the freight.

To any one writing us and mentioning this paper, we will mail full particulars.—Address,
CARROLL S. PAGE, Hyde Park, Vt.

SAUSAGE

Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

White Spruce
BUTTER TUBS
10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

BUTTER and EGGS
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BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
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BUTTER CHEESE EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

FLOUR AND CEREAL FOODS

There has been no great feature to note since our last review. In wheat there has been a more active demand at some points. Winnipeg reports an improvement, with a slight advance in values, this not so much from the local millers as from export dealers. Toronto market reports fair demand from the milling trade but no very great activity; offerings are light, and the disposition appears to be to hold rather than let go at present prices. There has been a little more life in inquiries from Newfoundland and the Maritime Provinces.

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In regard to flour, there has been a much better outlook during week under review, a number of the millers reporting having put through sales, although the prices were not very satisfactory, as the profits had to be cut very fine to secure the orders.

Other millers who have not booked any orders reported an active inquiry; in fact, the best in months, and if the wheat market continues steady, or shows a slight advance, millers look for a good business during the next few weeks. There is a growing feeling among the dealers that the price of flour will be better, and that the low figures at which some flours have been offered was entirely owing to its being pushed into the market when there was no demand for it.

• • •

Both millers and flour brokers report that a few export orders have come to hand, on which they have been able to get about cost, by figuring wheat at the low prices that were prevailing the beginning of the week, but they would not have been able to do this, had it not been for the very high price they were able to get for the mill offal, combined with the present low freight rates.

• • •

The oat market has also shown more activity for feed purposes, and a fair trade is reported; the export trade has been only medium, although some fair business is reported.

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The cereal situation is still an unsatisfactory one. Stocks are reported to be far in advance of requirements, and the amount of cutting among dealers is a feature of serious moment to the trade.

• • •

The Grand Trunk Railway have plans completed by which they hope to prevent any repetition of the grain blockade that occurred at Ontario lake ports last year, and which will enable them to look after all the needs of the Ontario millers. By the Summer time the company expect to have several hundred more cars available for the Ontario lines than in any previous season. They anticipate that not a single mill in Ontario would have to close down through being unable to get their wheat through from the lake ports.

In addition the elevator capacity will be largely increased both at Midland and Goderich.

Last year the blockade was so complete that the Ontario Millers' Association applied to the Railway Commission for redress.

WHEAT IMPORTS INTO GREAT BRITAIN.

A report of the Canadian commercial agent at Birmingham, England, gives some statistics which should be wise reading to those who are looking to Canada to be the "granary of the Empire." That she has much ground to capture in the British market is evident from the facts which are revealed in the report.

In 1905, Russia exported to Great Britain 24,703,200 bushels of wheat, valued at £9,142,146. The Argentine Republic was close behind with 23,236,400 bushels, valued at £8,282,388. The British East Indies ranked third with 22,807,422 bushels, worth £7,882,937, and even Australia exceeded Canada, with 10,064,000 bushels, valued at £3,800,000. The United States comes fifth with 6,634,700 bushels, valued at £2,453,575, and Canada trails along in sixth place with 6,522,030 bushels, valued at £2,412,137. The following figures exhibit Great Britain's total import of wheat, and the value in the years named:

	Bushels.	Value.
1903	88,131,030	£29,940,191
1904	97,782,500	34,266,416
1905	97,622,752	35,279,928

The above figures do not take into account wheat meal and flour, the figures of which for 1905 are as follows:

	Cwts.	Value.
Germany	479,300	£ 262,610
France	1,034,503	472,286
Austria-Hungary.	622,885	389,381
United States	5,685,418	2,896,317
Canada	1,330,100	653,804
Other countries	2,802,557	1,370,347
Totals	11,954,763	£6,044,745

The importation of wheat meal and flour into Great Britain is steadily declining, showing that the British mills are turning out an increasing proportion of the flour consumed in the country.

The figures of the wheat imports show that the British market can absorb all that Canada can produce for an indefinite time. Although Canada is only sixth on the list at present, the wheat acreage of this country is expanding more rapidly than that of other exporting countries, and the next few years will tell a different tale.

TO CHANGE WHEAT GRADE.

At a special sitting of the Manitoba Legislature's committee on agriculture, an important resolution was passed suggesting changes in the grain standards. The resolution reads:

"Resolved, that in view of the representation made to this committee in regard to lowering the present standard of Manitoba wheat, we recommend that the Provincial Legislature memorialize the Federal Government to make such changes in the Manitoba Inspection Act as will describe the various grades of wheat as follows:

"No. 1 extra Manitoba hard wheat shall be sound and well cleaned and weighing not less than 60 pounds to the bushel, and shall be composed of at least 75 per cent. of hard red fife wheat; No. 1 Manitoba hard wheat shall be sound, well cleaned, weighing not less than 60 pounds to the bushel, and shall be composed of not less than 60 per cent. of hard red fife wheat; No. 1 Manitoba northern wheat shall be sound and reasonably clean, of good milling qualities, weighing not less than 58 pounds to the bushel and shall be composed of at least 45 per cent. of hard red fife wheat; No. 2 Manitoba northern wheat shall be reasonably sound and reasonably clean and of good milling qualities and fit for warehousing and weighing not less than 57 pounds per bushel and shall be composed of 35 per cent. of red fife wheat. Any wheat not good enough to be graded as No. 2 northern shall be graded as No. 3 Manitoba northern at the discretion of the inspector; scoured wheat shall be subject to re-inspection."

CEREAL NOTES.

The McCann Milling Company, Toronto, whose buildings were burned down recently, have already started operations on the construction of new buildings, and will spend $250,000 in the work. They will increase the capacity of their mills and elevator to five times that of the old ones, and give employment to as many more men. It is understood that the company will in the near future increase their capital to $500,000, in order to enable them to carry on their business as extensively as the new buildings will permit. The new structures will be on the old site on the Esplanade, and work will begin almost immediately.

The valuable saw and grist mill belonging to John Hannah, of Greenbush, Ont., caught fire on Friday night, the 23rd, and was totally destroyed, with all the machinery and much stock. A stable and granary attached also went up in smoke. There was no insurance.

Another great terminal elevator with capacity of 300,000 bushels will be constructed at Port Arthur this year by the Empire Elevator Company. Barnett & McQueen have the contract.

MONTREAL MARKETS.

FLOUR—Merchants are beginning to do better business. Each week brings an increased demand, and millers report better business in all quarters. Prices have not changed.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 50
Glenora		4 10
Manitoba spring wheat patents		4 50
" strong bakers	4 00	4 10
Buckwheat flour	2 00	2 10
Five Roses		4 50

GRAIN—Corn and oats are firmer and prices have advanced. The rise in oats is about half a cent and a cent and a half on corn. Peas are steady.

No. 4 barley		0 47½
No. 2 white oats	0 39½	0 40
No. 3 white oats	0 38½	0 39
No. 3 yellow corn		0 55
No. 2 peas, basis 78 per cent. points		0 75

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

The Food of Quality and Quantity

is the explanation of the increasing popularity of Canada Flakes, the great health food.

Nothing like it has ever been produced heretofore.

The flakes are larger, possess more crispness, are toasted just right.

It is the crispy, snappy flakes that appeal to you, that appeal to your customer.

Because, after all, it is your customer you must please, if you want her confidence, favor and trade.

Every time you sell her a package of Canada Flakes, instead of inferior breakfast foods, you give her one more reason to believe in you and your care for her interests,

CANADA FLAKES

makes friends of your customers.

Peterborough Cereal Co. Limited
Millers
PETERBOROUGH
ROELOFSON & ROELOFSON, Ontario Sales Agents
152 Bay Street, TORONTO

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.
AND
A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individua's open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address
Business Manager
THE CANADIAN GROCER
Montreal and Toronto.

Why not handle the Best Goods,
That give you the Best Profit,
And that are the Best Sellers ?

That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit

Ask your wholesale grocer
for it or write us for prices

The CAPSTAN MFG. CO., Toronto, Ont., Can

ROLLED OATS—There has been no change in the prices of rolled oats since last quotations. The market is firm. It is still very hard to get quotations the same from any two or three mills, but those given hereunder are what are asked by the average miller.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	1 90	2 00
" 80-lb. bags	1 80	2 00
" bbls	4 25	4 40

HAY—There is no change in the hay situation. Stocks are on the large side, but demands are light. Many farmers have hay to sell, but find very great trouble in disposing of it as nobody seems anxious to buy.

The export market has not changed much since last week. Shipments from this side are falling off somewhat, and stocks on dock at Liverpool are being gradually cleared up. Quotations are 55s. c.i.f.

No. 1		8 50
" 2	6 50	7 00
Clover mixed	5 50	6 00
Clover, pure		5 00

FEED—There is nothing new to report of the feed market. Prices are unchanged. The supply of bran and shorts as has been noted the past two or three weeks is very small. The demand for both, however, is good.

Ontario bran	20 00 20 50
Ontario shorts	20 00 21 00
Manitoba shorts	19 00 20 00
" bran	19 00 19 50
Mouillie, milled	21 00 24 00
" straight grained	25 00 28 00
Feed Flour	1 15 1 25

TORONTO MARKETS.

FLOUR—No great movement is manifest in either the domestic or export market. A fair degree of activity is reported at the mills for local demand, but prices are away down and there is no great disposition to let go holdings; present prices are only made possible by the abnormally high value of offal, which in a measure offsets the loss on flour prices. The expectation is for an upward movement. Recent sales have been shaded on our prices, but not sufficiently to warrant change in official quotations.

Manitoba patents, No. 1, per bbl. in bags	4 40
" " No. 2, " "	4 10
Strong bakers " "	3 85
Ontario patents. No. 1, " "	3 75
" " No. 2, " "	3 50
Straight roller " "	3 50

GRAIN—The grain market has shown a disposition to more healthy movement. There has been better export inquiry, and some fair sales to the Maritime Provinces, especially in feed oats. Prices of wheat are inclining toward firmness, but no quotable change.

(F.o.b. elevator; 4c. more N. Bay.)

Manitoba wheat, hard, No. 1, nominal		0 86
" " Northern No. 1		0 84
" " No. 2	0 81	0 82
" " No. 3		0 80
Red, " per bushel. 78 per cent. points		0 77
White, " " " "		0 76
Mixed, " " " "		0 76
Spring, " " " "		0 73
Goose, " " " "		0 73
Barley, No. 1, " " "		
" No 2, " " "	0 48½	0 49
" No. 3x, " " "	0 46	0 47
" No. 3, " " "		0 46
Oats, white, " " "		0 34½
" mixed, " " "		0 33
Peas, " " "		0 77
Buckwheat "	0 48	0 48½
Rye, per bushel, "	0 69	0 70

BREAKFAST CEREALS— Market continues unsatisfactory. There appear to be considerable stocks on hand, and a good deal of cutting in prices is the result. The following prices give what is considered the market values, but at the same time are practically nominal.

Oatmeal, standard and granulated, carlots, on track, per bbl.	nominal 4 50
Rolled wheat in boxes, 100 lbs.	" 2 25
" " 50 lbs.	" 1 20
Rolled oats, standard, carlots, per bbl., in bags	" 4 00
" " " " " in wood	" 4 25
" " " " for broken lots	" 4 20

ST. JOHN, N.B.

FLOUR, FEED AND MEAL—Flour is unchanged; the difference between Manitoba and Ontario grades rather less than usual.

Feed is firm and a good demand.

Oats a fair sale.

Oatmeal unchanged and a limited sale.

Cornmeal easy.

Beans unchanged; Yellow Eyes are lower.

In seeds, supplies are being freely received; prices are quite high, particularly clovers.

CANADIAN PUFF RICE.

Quite a lot of interest has already been taken in the novel new cereal product, puffed rice. This process changes the little, hard rice grains to delicious cooked puffs. The nutritious value of rice as a food product is so well known that only the length of time it took to prepare it has kept the grain from taking its proper place among our foods. Puffed rice prepared in two minutes is bound to increase the consumption of rice many times. It can be served in many ways, besides making a most tempting, brittle candy.

A large plant has just been built at the Peterboro, Ont., mills of the American Cereal Company, who own the patent on the process and product, and puffing machinery has been installed so that Canadian Puffed Rice is now being offered on the Canadian market. It is put up in packages under the "Quaker" brand, which guarantees the highest quality and absolute purity.

Gendron, Denault & Cie., Sherbrooke, P.Q., have received a large consignment of Japanese starch and will be in position to look after the trade in Sherbrooke and the Eastern Townships.

SEED CORN

Try us for choice seed corn naming varieties required—germination guaranteed—samples and prices on application.

FRED B. STEVENS & CO., Chatham, Ont.

The GRAY, YOUNG & SPARLING CO., Limited
Salt
Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

The McLEOD MILLING CO., Limited
Stratford, - Ontario.
olicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

QUANCE BROS.
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

ROLLED OATS SPLIT PEAS POT BARLEY
Any quantity shipped the day your order reaches us.
We guarantee every sack.
Woodstock Cereal Co., Ltd.,
WOODSTOCK, ONTARIO.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

SEASONABLE ADVICE.

This is undoubtedly a slow season for the grocer, and possibly his inventive ingenuity will have to be brought into prominence to know just how to move trade.

• • •

It would be well to try the different plans for creating business, such as special sales, circularizing, advertising slips, etc.

• • •

There is positively nothing new coming in, so you will have to fall back upon existing conditions. Continue to advertise fruit as a main line, perhaps making a feature of the fact that while arrivals are becoming fewer "you have plenty."

• • •

Keeping fruit advertising prominent does not prevent you from making announcements on staple lines. You can even incorporate both into one good-sized advertisement. But see that seasonable goods get the chief share of prominence.

A REVIEW.

Jennie E. Beaton, of Oshawa, knows how to write "snappy" advertising if the advertisements she sends in for review are representative samples of her work.

• • •

The advertisement given on this page is attractive beyond the first degree. While considerable space has apparently been used (and not a great many lines have been advertised) each and every item is "lit up" by a happy phrase that at once convinces.

• • •

The other advertisement of Miss Beaton's is headed "Honest Groceries at Honest Prices," and the subsequent "talk" is relative thereto. Three display lines catch the eye, and a detailed list of particulars and prices complete the announcement.

• • •

Back of Miss Beaton's advertising there is a desire to get away from the commonplace. In the "Honest" ad. there is a spark of sentiment. In the ad. on this page there is a heart-to-heart atmosphere. In both there is the compelling "we."

USE PRICE CARDS.

There isn't a merchant who will contest this proposition: "Show windows are valuable to attract trade." You display your goods, and if they are attractive you will do some business. How much more you could do with price tickets properly displayed is perhaps a question, but there is no question but what your trade would be increased, and materially.

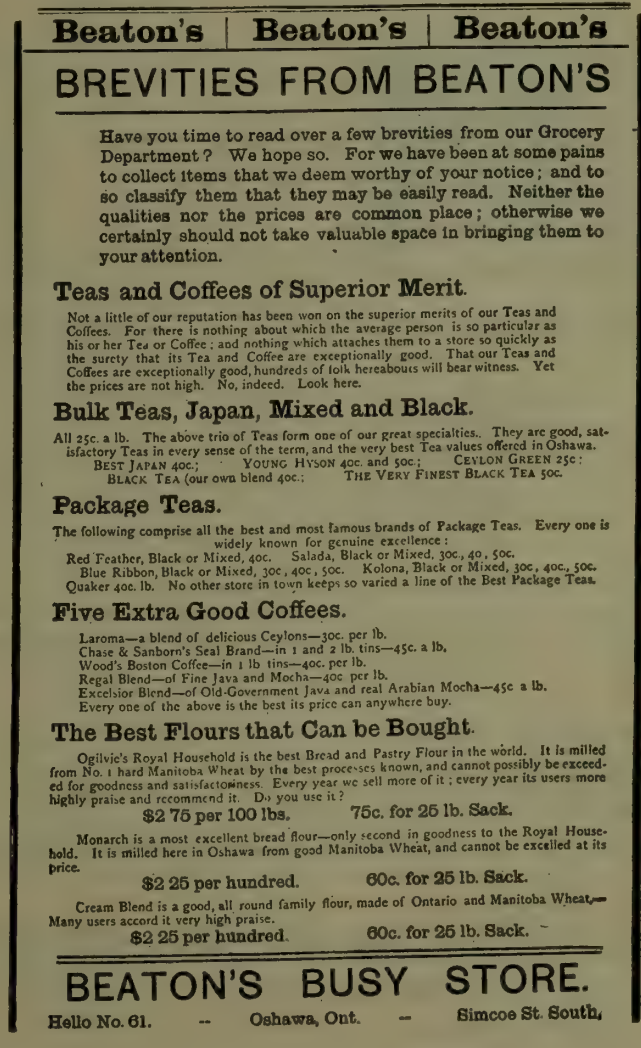
There are many people who are backward in the matter of pricing goods. They feel some little compunctions against asking questions and then going away without buying. You will find this trait much more highly developed in the man than in the woman. The latter lean a little too much the other way.

If you have a good location there are people passing your store every minute in the business day. The prices plainly shown talk to them as they pass, and they strike home. The average man knows little about bargains. He may think an article looks too high-priced for his pocketbook, but the actual price may be within his reach.

Use the tags and the cards with prices in plain figures throughout your entire establishment, and they will increase your sales. New goods are going on the shelves and tables. Plain marking helps the customer and it helps the salesmen.

Plain marking is taken to mean one price and in this day and age of sharp competition no merchant can afford to play favoritism with his trade. One price is the surest safeguard. If you have sliding scales you run the risk, and a big one at that, of offending your good customers.

Women talk and they gossip on trade matters as well as on social. Overcharge one and let her find it out and your competitor will control her trade hereafter. Use price cards. They may be had cheap. Use home-made cards and learn to make them neat and attractive. If you are a failure at it, your print shop will gladly accept the order, or you can send to the city for samples. Tag everything. If you have not been following this practice, try it and you will find your returns for the next year better by a material percentage.



Beaton's | Beaton's | Beaton's

BREVITIES FROM BEATON'S

Have you time to read over a few brevities from our Grocery Department? We hope so. For we have been at some pains to collect items that we deem worthy of your notice; and to so classify them that they may be easily read. Neither the qualities nor the prices are common place; otherwise we certainly should not take valuable space in bringing them to your attention.

Teas and Coffees of Superior Merit.

Not a little of our reputation has been won on the superior merits of our Teas and Coffees. For there is nothing about which the average person is so particular as his or her Tea or Coffee; and nothing which attaches them to a store so quickly as the surety that its Tea and Coffee are exceptionally good. That our Teas and Coffees are exceptionally good, hundreds of folk hereabouts will bear witness. Yet the prices are not high. No, indeed. Look here.

Bulk Teas, Japan, Mixed and Black.

All 25c. a lb. The above trio of Teas form one of our great specialties. They are good, satisfactory Teas in every sense of the term, and the very best Tea values offered in Oshawa.
BEST JAPAN 40c.; YOUNG HYSON 40c. and 50c.; CEYLON GREEN 25c:
BLACK TEA (our own blend 40c.; THE VERY FINEST BLACK TEA 50c.

Package Teas.

The following comprise all the best and most famous brands of Package Teas. Every one is widely known for genuine excellence:
Red Feather, Black or Mixed, 40c. Salada, Black or Mixed, 30c., 40, 50c.
Blue Ribbon, Black or Mixed, 30c., 40c., 50c. Kolona, Black or Mixed, 30c., 40c., 50c.
Quaker 40c. lb. No other store in town keeps so varied a line of the Best Package Teas.

Five Extra Good Coffees.

Laroma—a blend of delicious Ceylons—30c. per lb.
Chase & Sanborn's Seal Brand—in 1 and 2 lb. tins—45c. a lb.
Wood's Boston Coffee—in 1 lb tins—40c. per lb.
Regal Blend—of Fine Java and Mocha—40c per lb.
Excelsior Blend—of Old-Government Java and real Arabian Mocha—45c a lb.
Every one of the above is the best its price can anywhere buy.

The Best Flours that Can be Bought.

Ogilvie's Royal Household is the best Bread and Pastry Flour in the world. It is milled from No. 1 hard Manitoba Wheat by the best processes known, and cannot possibly be exceeded for goodness and satisfactoriness. Every year we sell more of it; every year its users more highly praise and recommend it. Do you use it?
$2 75 per 100 lbs. 75c. for 25 lb. Sack.

Monarch is a most excellent bread flour—only second in goodness to the Royal Household. It is milled here in Oshawa from good Manitoba Wheat, and cannot be excelled at its price.
$2 25 per hundred. 60c. for 25 lb. Sack.

Cream Blend is a good, all round family flour, made of Ontario and Manitoba Wheat,—Many users accord it very high praise.
$2 25 per hundred. 60c. for 25 lb. Sack.

BEATON'S BUSY STORE.

Hello No. 61. -- Oshawa, Ont. -- Simcoe St. South.

There is no royal road to winning attention, but there are lots of royal roads to losing it.

As advised last week—***California Navels*** have advanced, and prices now at the coast are such that it means at least an advance here of 50c. per box.

ARRIVALS

THIS WEEK

3 cars Navel Oranges
1 " Mexican "
1 " Valencia "
2 " Messina Lemons
2 " Bananas

Pineapples, Sweet Potatoes, Celery, Cucumbers, Lettuce, Radish, Spinach, etc.

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.

Packers and Expoters

57 Market St., - HAMILTON

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

GREEN FRUITS AND VEGETABLES

The fruit situation is, at the present time, considerably lacking in interest owing to a large extent to the between-season character.

The great feature at all points of the Dominion is the remarkably strong manner in which prices have been maintained right along, and continue to show disposition to advance.

Oranges at primal points are soaring right away; they have already made a substantial advance at Montreal, which will probably reflect itself at Toronto and more western points during the coming week. At New York prices have been away up, and recent sales were very firm. There are various causes contributing to this strengthening of the California orange market. The total offerings have been moderate for the season, consisting of some ninety cars. Shipments from the coast have been held up by the heavy rains in the growing districts which prevented picking and packing. Finally the decreased competition of eastern oranges had its effect to stiffen the views of receivers. The actual advance in prices as a result of the week's sales was about 35c. a box over the average of the preceding week, all sizes and grades sharing in the improvement. The season for Florida oranges ended practically last week. Offerings of Porto Rico oranges have been liberal during the week, and met with a good reception.

Supplies of Sicily lemons are increasing and the market is easier.

The fruit is arriving in good condition and quality, these characteristics being more pronounced according to competent authorities and the fruit being more uniform in size than for many years past at this season.

California lemons were in moderate supply, but felt the increasing competition of Sicily and the market is somewhat lower.

California celery is now about finished and no further arrivals are expected. Domestic celery stopped some two or three months ago, but the market has been well supplied by the imported variety.

The export of apples has continued apace and high prices are still ruling at the English ports.

THE PECULIARITY OF THE BANANA PLANT.

The banana plant is not properly a tree at all. It has no woody fiber. It is a large, green, fleshy plant, with big leaves six or eight feet long and sometimes two feet broad. It grows to a height of ten to fourteen feet or even more, according to the variety of plant and the soil and climate.

Each tree produces one bunch of fruit only, which is really the terminal bud of the plant, just like an ear of wheat or barley. It has no branches, and when the fruit is ready, which is twelve or fifteen months from the date of planting, the tree is cut down and done with.

While it is growing up and maturing its fruit is at the same time sending up from its roots other young plants or suckers—perhaps eight or nine of them. Each of these will produce its own bunch in turn, some of them in a couple of months after the parent plant, and there will thus be a regular succession of fruit. Many of these suckers have to be dug up and planted elsewhere, or they would be too thick on the ground.

There is this peculiarity about the banana: You can plant it at any season, and the fruit ripens all the year round. When once a banana field has been planted out, all that is necessary to be done is to keep it clear of weeds and keep thinning out the multiplying suckers.

NIAGARA FRUIT-GROWERS AND THEIR BASKETS.

The fruit and tomato growers of the Niagara peninsula are talking of joining together, with a view to procuring baskets from the United States next Summer. They say they can get baskets laid down at the Bridge at $19.50 per 1,000, including duty and freight, whereas the local basket manufacturers ask $34 per 1,000. The growers say the Ontario basketmakers are in a combine, and if the American baskets are found to be satisfactory they will be bought in preference to the high-priced Canadian article.

FISHING IN BRITISH COLUMBIA.

The outlook in the fishing industry on the British Columbia coast is at the present time brighter than during any previous year. The salmon fishing, which has made Vancouver and British Columbia famous, is not by any means the only fish taken in large quantities in British Columbia waters and off the coast.

The halibut, that most toothsome of all fish, are very numerous in northern Pacific waters, and the greater part of the catch will be handled this year through the port of Vancouver and by the C.P.R. The halibut fishing fleet operating out of Vancouver this Summer will number about ten steamers and a number of fishing schooners.

The halibut industry on the British Columbia coast will in a very short time be among the principal industries there.

The fish are shipped almost entirely to New York and other eastern American cities where there is at all times a great demand for them.

FRUIT NOTES.

Arrivals of Sicily lemons at New York from November 1, 1905, to March 16, 1906, aggregated 307,900 boxes, compared with 509,275 boxes for the corresponding period last season.

From February 1 to March 16 there were received at New York, according to statistics compiled by the New York Fruit Exchange, 4,379 crates of Havana pineapples, against 12,778 crates for the corresponding period last year.

MONTREAL MARKETS.

GREEN FRUITS.—Business in fruit circles the past week has not been above the average in volume. There has been the usual demand for most lines. California navel oranges have advanced fifty cents and now command $4. It is expected that there will be another advance within the next two weeks. The Liverpool quotations on Valencia oranges have advanced fifty-five cents. Florida grape fruit is obtainable from $6 to $6.50, but the demand is not brisk. Apples are not asked for as often as they should be to ensure good business.

Messina blood oranges, half box	2 50	2 75
Oranges, Florida, case	5 00	5 50
Tangerines	3 25	3 75
Navels	....	4 00
Dates, per lb	....	0 05½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples	....	5 50
Jamaica grape fruit, per box	....	6 00
Apples	4 50	6 00
Lemons, per box	....	2 50
Jamaica oranges, per bbl	....	5 25
Grapes, Almeria, extra fancy Longkeepers	6 00	7 00
" Fancy	....	6 50
" Choice	....	6 00
Cranberries, N. S., nominal	....	20 00
" Cape Cod, "	....	30 00
Spanish onions, cases	....	2 75
Grape fruit, Florida	6 00	6 50

VEGETABLES.—Dealers report very quiet business at present. The demand in all lines is small, despite the fact that it should be large on account of the Lenten season. Cucumbers are selling slowly at $2. Florida tomatoes have declined and now bring $6, but are not asked for as frequently as they might be. Barrel-crates of Florida cabbage have advanced to $5. Brussels sprouts are practically off the market; they may be quoted again around Easter. The new Spring vegetables are still holding back on account of the high prices.

Potatoes, per bag	0 70	0 80
Parsley, per doz. bunches	0 40	1 00
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	1 00
Home-grown cabbage, per bbl	1 50	1 75
Cabbage, Florida, bbl. crates	....	5 00
Tomatoes, Florida	....	6 00
Egg plant, per doz	....	3 60
Red onions, brl	....	3 00
Turnips, bag	0 50	0 60
Water cress, per doz	....	0 75
Grand Rapids lettuce, per box	2 00	2 25
" " per doz	....	0 60
Boston lettuce, per doz	0 80	1 50
Sweet potatoes, per basket	2 00	2 25
per bbl	....	5 00
Celery, per crate	6 50	7 00
Spinach, per bbl	3 25	3 50
Cucumbers, per doz	....	2 00
New potatoes, per bbl	....	8 50
Mushrooms, per lb	....	0 80
Carrots, per bag	....	0 50
New carrots, per doz	....	1 00
Horse radish, per lb	....	0 15
Radishes, per doz	....	0 50
New beets per doz	....	2 00
Green Spring beans per basket	....	7 00

ONTARIO MARKETS.

GREEN FRUITS.—Navel oranges this week are in the peculiar situation of being lower locally, while at the coast there has been an advance of as much as 50c. a box on the choicest grades. Despite promises the icing charges have not gone on yet, but they may be added any time, and with the price advancing at the coast some dealers are looking for a substantial advance next week. Strawberries continue to decline at the even pace of about 10c. a week. Mexican oranges are about over. Grape fruit is scarcer, though some houses still quote as low as last week's prices. Locally there was a flurry in bananas last week because the trust shipped in a dozen carloads here that they didn't know what to do with. Good bananas are known to have been sold as low as 25c. a bunch, but the glut being purely

THE SHREWD DEALER

will look ahead a little for his supply of choice ***Fish for Good Friday*** as it is not unlikely that there will be a shortage.

Nevertheless we have prepared ourselves for the emergency and, assisted by superior cold storage facilities, will be able to handle all business entrusted to us.

FOR THIS WEEK WE OFFER:

Choice Winter Whitefish, **Long Island Native Oysters,**
Choice Winter Caught Trout, **Tulibees or small Whitefish,**
Sea Herring, medium size, frozen. **Fancy Caught Cod and Haddock,**
Fancy Bloaters and many other lines.

WHITE & CO., LIMITED
TORONTO and HAMILTON

W. B. STRINGER **WATCH** **J. J. McCABE**

for them—"St. Nicholas" November Cut Lemons. They wear like iron. They improve with age. Just the fruit for putting away for Summer trade. They'll arrive late in April.

W. B. STRINGER & CO., Sole Agents, **Toronto and Montreal**

ALWAYS GET THE BEST
"Camellia" Brand Navels. "St. Nicholas" Brand Lemons.
New Sweet Valencia Oranges.
THE F. T. JAMES COMPANY, Limited
76 Colborne St, 33 Church St. ***TORONTO*** *Wire, Phone, or Mail your Orders*

We have special values in BANANAS this week.
Let us have your order.
THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.
H. M. MULHOLLAND, Manager.
Headquarters: TORONTO
GET OUR PRICES ON PEANUTS
SPANISH ONIONS—Large case, $3.00.
" " Small " 1.15.
EX. FANCY NAVEL ORANGES—Rapidly advancing, stock up now. Our prices reasonable.

Take Nothing But Concrete Proof

A maker's word as to the reliability of his Jams and Jellies is all right. But I give something more substantial —**A Guarantee.** With this guarantee as to Purity, you are ready for any person who assails the

E.D.S. BRAND

I must back the guarantee up, and all I ask of you is a chance to do so. Will you put in a supply of the guaranteed goods ?—**E.D.S. Brand Jams, Jellies and Sealed Fruits in Glass.**

The Eby, Blain Co., Limited, are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

FRESH ARRIVALS

JUST TO HAND ANOTHER CAR of the ***CELEBRATED EXTRA FANCY "GOLDEN ORANGE" BRAND NAVELS,*** and very desirable sizes. ***CAR FANCY SWEET SONORA ORANGES,*** bought on most favorable terms, which enables us to give our customers exceptional value. Also car ***FANCY BANANAS.*** Send us your orders which shall have our very best attention.

HUGH WALKER & SON, WHOLESALE FRUIT **Guelph, Ont.**

TRADE MARK
This design a guarantee of quality.

TOUGH FIBRE PAPER

FOR GROCERY WRAPPING

Strong, Stiff. *Will not Break or Crack.*

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

local recovery has been rapid and prices are practically normal, though one house is still quoting as low as $1.25. Lemons are firm at 25c. below last week's top price.

Oranges, California, 96's to 216's, per box		3 75
" " 250's to 288's, per box		3 25
" Mexican, 126's to 250's, per box		2 75
" Valencia, ordinary 420's		5 00
" " large, 420's and 714's		6 00
Lemons, Messina, 300's 360's, per box	3 00	3 25
Grapes Almeria, per barrel	5 00	7 00
Apples, Spies XXX, per bbl	5 00	5 50
" " XX, per bbl		4 00
" Baldwins, XXX, per bbl		4 50
" " XX, per bbl		3 75
" other Winter varieties, XXX, per bbl		4 00
" " " XX, per bbl	3 00	3 50
" farmers', per bbl	2 00	3 00
Bananas, per bunch, firsts	1 25	2 00
" Jumbos	2 25	2 50
Red bananas, per bunch	2 20	2 25
Strawberries, Florida per quart box	0 35	0 50
Pineapples, Cuban's 16's, per case	5 00	6 00
Grape fruit, Florida, 48's to 80's, per box	6 00	7 50

VEGETABLES.—Southern green stuff continues to creep. Better weather is needed to get it on its feet and moving on a run. Boston head lettuce is cheaper, but otherwise the situation is about as last week. New potatoes show an easier tendency. Canadian onions by the bag are obtainable at lower prices.

Potatoes, kiln dried sweet, bushel hamper	1 75	2 00
" New Brunswick, per bag		0 90
" Ontario, per bag	0 75	0 78
New potatoes, Bermuda, per bush	2 75	3 00
Onions, per bag	0 85	1 20
" Spanish, per small crate	0 85	1 15
" " large cases	2 85	3 00
" green, per doz. bunches	0 10	0 15
Cabbage, per bbl	1 75	2 25
" new Florida, per crate	3 50	4 00
Cauliflowers, California, per crate	2 00	4 00
Beets, per bushel		0 50
Carrots, per bag		0 60
Lettuce, per doz. bunches	0 30	0 35
" imported, per doz.	0 35	0 50
" Boston head, per doz	1 25	1 35
Radish, per doz.	0 40	0 50
Cucumbers, hothouse, per doz.	2 25	2 75
Mushrooms, 1 lb. boxes, per lb		0 80
Celery, Californian, per case		7 00
" " pony case		3 25
Asparagus, California, per bunch	0 70	0 75
Beans, white, prime, bush		1 75
" " hand-picked, bush		1 90
" Lima, per lb		0 07
Tomatoes, Floridas, 6 basket crates		7 00
Rhubarb, 1 doz. bndls.	0 90	1 15
Broccoli sprout, pck		0 40
Spinach, bush		1 00
Leaks, per doz		0 25
Artichokes, per peck		0 25
Parsnips, per bag		0 60
Watercress, per doz. bunches		0 20
Egg plant, per doz		1 55
Peppers, green, per basket		1 25
Oyster plant, per doz		0 40
Parsley, per doz	0 20	0 30
Turnips, per bag		0 25

N. B. MARKETS.

GREEN FRUITS.—The first car of green bananas for the season was received last week. For best fruit prices this Spring are firm.

Apples scarce and high.

Valencia oranges have the market; prices firm. A fair sale only for Californias. Floridas too high. A few nice Jamacias still seen.

Lemons, while firmer, are still cheap.

Manufacturers' Agents—Continued.

WESTERN CARTAGE CO.,
Cartage and Warehousing
Storage and Brokerage for Eastern Wholesalers.
Handling and Forwarding of CAR SHIPMENTS.
Largest and Best equipped STORAGE Facilities in the WEST.

To Manufacturers and Merchants—Grocery and Allied Trades—Agencies required for one or two first-class firms.
ALFRED TAYLOR, Commission ent, SASKATOON, SASK

HAMILTON, ONT.

Long Distance Phones
OFFICE 715 HOUSE No. 1556
Norman D. McPhie
Broker and Commission Merchant
OFFICE, 58 KING ST. E.
HAMILTON, - ONT.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Hochelaga Bank Building,
QUEBEC.

Winnipeg Storage in BOND or FREE
For all kinds of Merchandise.
Negotiable Receipts Issued.
Low Insurance
TEES & PERSSE Limited
Wholesale Brokers and Warehousemen
WINNIPEG CALGARY EDMONTON

DRIED APPLES
BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

Ice Castle Brand Kippered Herring

IS THE BEST—TAKE NO OTHER

Every can warranted.
Packed in oval cans, labelled, and in cartons.

PLAIN and Tomato Sauce.
Sold by all leading wholesale grocers.

J. W. WINDSOR, MONTREAL, Packer of Ice Castle Brand

Canadian Agents: Hamilton & Toronto, A. E. Richards & Co. Kingston, James Craig. Ottawa, James N. McIntosh. Winnipeg, Nicholson & Bain. Calgary, Nicholson & Bain. Vancouver, C. E. Jarvis & Co.

To Wholesale Grocers of Canada

GET BUSY

is our Motto for 1906 and we want your orders for Canned Sea Foods:

¼ Oil Sardines	(Sanitary can)	100 tins	to case
¼ Oil Sardines	(Hand made)	100 "	"
¼ Mustard "	"	100 "	"
¼ Tomato "	"	100 "	"
¾ Mustard "	"	50 "	"

Also Herring in Tomato Sauce, Kippered Herring, Kipperines in Cartons and Tins, Clams, etc. Every tin guaranteed. Price lists and information furnished promptly on request. Write or wire your order to

CONNORS BROS., Limited
BLACK'S HARBOR, N.B.

Largest Sale in the World

King Oscar Sardines

The Most Delicate Flavor and Purest Olive Oil

ASK YOUR WHOLESALE HOUSE

JNO. W. BICKLE & GREENING
HAMILTON, ONT.

Canadian Selling Agents

STOVE POLISH

is an article in everyday use. If you handle a polish that will please your customer every day it will help you getting their other trade.

JAMES' DOME BLACK LEAD

is the best Stove Polish you can buy, and has been satisfying the people for over 60 years.

W. G. A. LAMBE & CO., Canadian Agents.

FORTUNE FAVORS THE BEST

Tobler's

Swiss Milk Chocolate

has a tremendous sale. It can be procured in almost any part of the world.

The reason is not hard to find, Tobler & Co. at their great works, Berne, Switzerland, have set a standard of excellence that has been followed undeviatingly. Result: Tobler's Chocolate stands as the highest specimen of Swiss Milk Chocolate.

You do not have to be told that a lot of adulterated chocolate is on the market. You do not have to be told that if you value your business you must order reliable chocolate.

TOBLER'S—That's it.

Maclure & Langley
AGENTS Limited
152-154 Pearl Street, TORONTO

STEWART'S

Delicious

Chocolates and Bon-Bons

Pure and Wholesome

SPECIALTIES

FINE CHOCOLATES
ALAKUMA
MINT LOZENGES
MARSHMALLOWS
PAN WORK
COUGH DROPS
TURKISH DELIGHT
HARD BOILED GOODS
BON-BONS
ACID FLORAL AND FRUIT TABLETS

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S: No better Chocolate

To have in stock

MOTT'S

"Diamond" and "Elite" brands of

CHOCOLATE

is to have the best that are made—Two sellers for years and TWO sellers NOW and AT ALL times.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL
R. S. McINDOE, TORONTO
JOS. E. HUXLEY, WINNIPEG

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

BISCUITS AND CONFECTIONERY

EASTER TRADE IN VIEW.

How about the "Easter" confectionery goods?

Have you yet taken this line in hand? In it there is an opportunity for the progressive grocer which he cannot afford to miss.

Talking to a prominent manufacturer a few days ago on this very subject, he gave expression to some very sweeping assertions about the manner in which the average grocer treated this subject. He said: "The ordinary old-fashioned grocer looks upon 'confectionery' with disdain and does not consider it worth his attention. He will buy a few lines of indifferent chocolate in order to have something to show, but more often to give away to his customers, and then complain that it does not pay.

"If he would put some good lines in stock and abstain from the objectionable 'present' business he would soon discover that there is more in running a confectionery department than in many of his staple lines."

During the conversation the same manufacturer mentioned that out in the Northwest the new grocers were making a great mark of confectionery and were to a large extent becoming the candy distributors for the new provinces, and were making an excellent thing of it.

In the face of such evidence as this there can be no excuse for negligence to take up these goods. A little attention at this very time will be a good beginning; all that is required is to allot a prominent corner in the display window, fit up a few temporary shelves in an attractive manner, such as a pyramid, or, better still, arrange a small table to imitate an Easter morn breakfast table, and on it arrange in dainty style an assortment of the very fine Easter goods which are now on the market. This would serve as a fine beginning for the initiation of an ultimately flourishing department of confectionery.

MONEY IN BISCUITS.

The National Biscuit Co. has filed a statement of its condition on January 31 last, which shows a very satisfactory standing, the increase in assets for the year being $781,561. A comparison with the previous year reveals the fact that there must be "something in biscuits."

In real estate, patents, machinery, etc., the figures for 1906 are $52,357,444 compared to $52,303,938 for the year 1905, showing increase of $53,506.

In merchandise and stock in process, the figures are $3,948,346, compared to $5,115,528 for 1905, a valuable decrease of $1,167,182.

In cash and debts receivable $7,065,905 against $5,170,668 for 1905, showing increase of $1,895,237.

Thus producing the total increase in assets referred to.

The liabilities also show a consequent valuable distribution.

The capital stock stands at $54,040,500, a not insignificant amount.

The accounts payable are reduced by $27,534 when compared to previous year's balance sheet, and bonds and mortgages are reduced some $107,488, thus showing an increased surplus of $916,583.

Altogether the balance sheet is a most satisfactory one, and clearly shows that notwithstanding the enormous competition this company is up against, there is abundance of room for properly utilized capital in biscuit manufacture.

CANADA SALT COMPANY.

The financial statement of the Canadian Salt Company for the year 1905 shows that the net profits amounted to $56,635.36, an increase of $2,882.47 over the preceding year. Of this amount $40,000 was paid in quarterly 2 per cent. dividends, and the balance, less $3,531.14, interest on loan, added to profit and loss, which now amounts to $46,333.16, as compared with $33,228.94 on the 31st Dec., 1904.

COMPANIES INCORPORATED.

Dominion charter has been granted to Canadian Dairy Supply Company to carry on business at the city of Montreal, and elsewhere, of manufacturing and selling butter and cheese factory outfits, and general dairy and farmers' supplies, and the purchasing and selling of butter and cheese factories and sites therefor, and dairy and agricultural products; to manufacture, buy, sell, lease and generally trade in centrifugal butter-making machinery and implements and dairy utensils and supplies of all connection therewith, and patent rights or licenses or concessions thereon, and all materials of which the same or any part thereof are, or may be, composed in whole or part. The total capital stock of the company to be one hundred and twenty-five thousand dollars, divided into twelve hundred and fifty shares of one hundred dollars, and the chief place of business of the said company to be at the city of Montreal, in the Province of Quebec.

Provincial charter has been granted to the Queen City Produce Company, Limited, to manufacture, buy, sell and deal in all kinds of farm, dairy, garden and orchard products. The share capital of the company to be forty thousand dollars, divided into eight hundred shares of fifty dollars each, of which four hundred shares to be preference shares; the head offices of the company to be at the city on Toronto, and the provisional directors of the campany to be William Munns, William Galbraith and Allan Alfred Laurier.

Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

INDIVIDUALITY.

Get that fixed on your mind and the result will be a conception of the sterling characteristics of

They are "individual," "in-a-class-by-themselves" biscuits.

Then, we make it a special point to get the flavor of the "oven" into the "tins"—in other words, put the biscuits into the tins while they are "full of flavor"—HOT.

Our moisture-proof, air-tight system of packing has no superior anywhere.

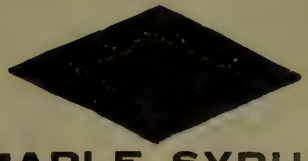
The people know that. Result: ORDERS.

ORDER A SUPPLY
of the biscuits with an individuality.

Perfection Cream Sodas

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

DIAMOND
Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS
Sugars Limited, Montreal

JACOBS' BISCUITS

Don't forget the name, nor overlook this line of imported biscuits. Made in Dublin, and packed specially for export trade. No finer line of fancy biscuits in the world. Remember the name "JACOB."

Manufactured by

W. & R. JACOB & CO., Limited

DUBLIN, IRELAND

Canadian Agents:
Kenneth H. Munro
324 Coristine Bld. Montreal
C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

There are other Cocoas

offered for the acceptance of the trade simply because they are

Dutch Van Houten's Cocoa

gained for Dutch Cocoa the reputation that causes others to seek shelter under the name.

Van Houten's Cocoa

continues to appeal to the trade and the public only on its Superlative Quality and Superiority.

"Best and Goes Farthest".

Made simply by adding boiling water.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

Shirriff's Flavoring Essences

are appreciated wherever quality is appreciated.

Isn't it time you sold them?

MANUFACTURED BY

IMPERIAL EXTRACT CO.,
Toronto

IF YOU HAVE WAITED WAIT NO LONGER

Southwell's Jams and Marmalades

have been TRIED, and their worth is a matter of certainty. Perhaps forty per cent of your customers, unknown to you, use

SOUTHWELL'S JAMS and MARMALADES

Where do they buy them? This question should be of concern to you. If your customers have to go elsewhere to complete their orders can you say that you are far-seeing?

Put a stock of SOUTHWELL'S JAMS and MARMALADES in your store and you will discover you have taken a step in the right direction.

FRANK MAGOR & CO.

Canadian Agents

MONTREAL

THE REAL WAY TO ADVERTISE.

In discussing the great posters in denunciation of Mayor Weaver that "the gang" recently plastered Philadelphia with, an advertising agent said :

"Billboard ads don't pay. Sir Alfred Harmsworth, the young Englishman who, starting out as a poor reporter, now owns something like fifty newspapers, weeklies and magazines, agrees with me in this.

"Sir Alfred probably knows as much about advertising as any man alive, and he told me last Summer that advertisements on barns and fences and walls were worthless. He said :

" 'Several times I advertised the Daily Mail on the hoardings, making the experiment with a considerable amount of expectation, but the result was inevitably a distinct disappointment.

" 'I have tried hoarding advertisements with persistency on several occasions, and I have at length come to the conclusion that it is about as rapid a way of sinking cash without result as one can find. You Americans, who are certainly not behind us in advertising, have practically ceased, I believe, to get publicity in this manner.

" 'The proprietor of one of the largest businesses in the United States told me once that he had come to the conclusion that a highly-colored and attractive poster might fetch country "jays" to a circus, but that the intellectual public was not in the least influenced by hoarding advertising.

" 'All my advertisements now appear in periodicals and newspapers.' "

GOOD BUSINESS DEPORTMENT.

An inspiring series of addresses on business subjects is just now being delivered at the Montreal Y.M.C.A., and many ambitious clerks are taking advantage of the good advice which is there given by some of the leading men of the city.

One of the best of these was a talk delivered recently by Mr. Abner Kingman on the subject of "The Commercial Value of Good Business Deportment."

Mr. Kingman spoke very strongly against the bribe and treating habit, which is now very common in life. An employe who accepts a bribe robs his employer, and the salesman who resorts to the treating habit to secure any part of his custom is a disadvantage rather than a benefit to the house which employs him.

Good business deportment is exemplified by the union of good address, politeness, and unassailable character. It is not always the good appearance of a man that makes him succeed. It is more essential that he be polite and trustworthy. Good business deportment is one of the greatest factors in commercial life.

Governments recognize the enormous advantages accruing from politeness, and in their diplomatic negotiations are careful to employ only those men who have an engaging and polite manner. Some men there are, certainly, who attempt to benefit by their natural advantage in this respect, by working confidence games. These men are to be discouraged, but it must not be supposed that, because this species of grafter is eminently polite, other and well-disposed young men should not be polite also.

YOUR CUSTOMER

May not know that

COX'S GELATINE

has been on the market for sixty years.

If you tell her this, and add that

STRENGTH and PURITY

have always been its leading qualities, she will applaud your recommendation of a good article.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mills, EDINBURGH

We Can Fill

large shipments of our

MAPLE SYRUP AND MAPLE SUGAR

on short notice and all fresh goods, too.

Let us send you a quantity of **"Stoney Creek"** and **"Royal Brands"** of **Maple Syrup.**

FOR SALE BY

Imperial Fruit and Produce Co.
Winnipeg, Man.

Provost & Allard
Ottawa, Ont.

Forbes Bros.
Montreal, Que.

T. KENNEY & SON
Hallerton, Que. Manufacturers

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

IRRESISTIBLY DELICIOUS

A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS :—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices : Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture. Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal, Can.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM

COURTESY TO THE TRAVELER

No man ever gained anything by being discourteous to a traveling man. If you are too busy to talk to a traveler when he calls, you can at least treat him courteously.

Some men, though fortunately their number is limited, seem to take delight in making it as hard as possible for the traveling man to sell them his goods. While overlooking the laws of common decency, they also overlook the fact that the traveling man has a great many opportunities to do a favor for his customer and it is but natural to imagine that the ones who get these favors are the men who treat the traveler with the same courtesy that they extend to their customers.

If you are one of the men who gets busy doing up parcels or looking after some small and unimportant details the minute the traveling man comes into your store, stop and ask yourself the question, "Won't it pay me better to give a little more attention to the traveling men in future?"

Maple Syrup

JUST MAPLE SYRUP THAT'S ALL

Pure Tested Maple Syrup only is sold under **Small's brand.** When customer asks for tin of **Maple Syrup** it's nice to be able to produce same, and particularly a world-renowned brand.

Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark syrup in the British Empire. 2nd—Small's Brand has been awarded with but one exception all Gold and Silver Medals ever offered in Canada, and many from abroad.

You certainly have a first-class line.—Wood & Stevens, New York.

Is superior to anything I have seen on the market.—H. Mockford, London, Eng.

All Jobbers.

Product of **THE CANADA MAPLE EXCHANGE**
MONTREAL

UPTON'S Orange Marmalade

on toast makes a dainty and healthful breakfast. Recommend it to your customers. If you sell UPTON'S they are bound to be pleased.

YOUR MONEY BACK
IF YOU DO NOT LIKE IT

ROCK CANDY SYRUP is made from Maple Sugar and Rock Candy, contains nothing but sugar and water, is absolutely pure and as good for table use as maple syrup.

SEND FOR SAMPLES OR TRIAL ORDER TO

THE MONTREAL MAPLE CO.
88 GREY NUN ST., MONTREAL, QUE.

IDEAS FOR THE INDUSTRIOUS

RUSSELL SAGE—A GROCER'S BOY.

Russell Sage, the oldest and one of the richest men in Wall street, began life on the farm and business a retail grocer's clerk. He worked on his father's farm till he was sixteen, then went into a grocery store in Troy, N.Y., at $5 a month, and in five years had saved enough to buy out the business. That was in 1837. In 1863 he moved to New York.

"What I have done," he says, others can do. The path to success is thorny, it is true, but any young man who makes up his mind to do it can accumulate money. He must at the start make cast-iron rules; to practise self-denial, regularity and temperance, love for work, a rigid regard for the minutest details of business, and, above all, choose the loss of every dollar rather than a single act of dishonesty.

"Failure is most frequently caused by falling by the wayside. Young men become victims of the desire for immediate pleasure rather than pursue a long and courageous struggle to permanent success.

"My mother taught me the rudiments—reading, writing and spelling. That was the only schooling I ever had.

"If I were broke now I should go to work with the same desire to climb up that I had the first day I ever put my shoulder to the wheel. Just what my first step would be I don't know. That would depend on circumstances. But I am sure that by hard work I could win."

Russell Sage can produce more money of his own at instant call than any other man in America, probably in the world. Five millions within half an hour is not too much.

The man believes in work and abhors idleness.

"Because a man is rich, there is no reason or excuse for his being idle," he says. "A slothful man, be he rich or poor, is not a desirable member of society. He presents a bad example. The rich man is not expected to toil with pick and shovel, but human society places upon him the obligation to give his best thoughts to the use of his wealth, so that his accumulation may be stow good upon others as well as himself."

Mr. Sage made much of his money by buying stocks at a bargain, then by hard work and industry bringing them up to par. Now he wants to bring himself up to par. He is at 89 and wants to reach 100.

"My theory for a long life," he says, "is that temperance lengthens the days of all. Plenty of sleep, and escape from worry as much as possible. Worry and lack of rest break down the strongest men. I get up every morning at 6 o'clock and get to my office at 9. I leave at 5 p.m. I go up to my house and take things easy for the rest of the day."

"Good habits in living result in good health; good health increases a man's ability and gives him zest for industry; and industry, intelligent industry, leads on to prosperity. It is a very simple recipe, but the great majority of men continually ignore what is so plain. It is perfectly obvious that dissolute habits can end in but one thing—failure. Reverses are bound to come at some period of the life of a man of evil ways. A crying sin of today is profligacy. The wasting of money entails a vast amount of suffering for some one, and often leads to actual crime."

Russell Sage wears clothes that the Wall street clerks laugh at; he likes to drive a good horse, and is philanthropic despite a general impression to the contrary, but all his charity is dispensed by Mrs. Sage. Hard work, frugality and system are his watchwords.

HOW THE "NEW GROCER" MADE MONEY.

When a man without business experience of any kind opens a store in a small town, with small capital, works eight years and retires with $50,000 to his credit, it is evident he must have discovered some of the basic principles of money making. Such a man has recently told the story of his success and the lines along which he achieved it.

Worked as Delivery Boy.

When he was twenty-one years old he inherited about $1,500. He had not been fitted for any calling or line of work, but as this money was the sum of his inheritance it was evident that he must fit himself for something, and that speedily. He got work as a delivery boy for a local grocer, worked six months on the wagon and was promoted to an indoor job. Here he had a chance to see something of the executive end of the business—saw the buying from wholesale houses, and got acquainted with the drummers. He worked behind the counter six months, then threw up his position and opened a store of his own.

There were five other grocers in town. They were all dignified; their newspaper advertisements ran along the "we are still in the old location, where we will be pleased to attend to the wants of our patrons" line, so familiar and so meaningless.

The New Grocer.

The "New Grocer"—that was what he called himself—tried to be explicit before being dignified, and usually found that there was not enough space for both qualities. This lack of formality caused adverse criticism, at first—for instance, when he discovered that his walk was wider than the town ordinances demanded, and used the extra space for displaying goods marked with prices and accurate descriptions, some of the artistic descriptions mmmm mm mm mmmmmn spirits were shocked. It was noticeable, however, that this did not prevent their taking advantage of the bargains offered.

Honest, Daring Buyer.

Inside the store the same policy of honest statements and plain price marks was employed. Of course this necessitated selling goods as cheap as his competitors and even a little cheaper, where possible, which made close buying a necessity. But the "New Grocer" was a good buyer without this incentive. Moreover, on occasion he could be a daring buyer, as one incident shows. During the Fall of his first year in business, grapes were scarce and the price was correspondingly high. One day the agent of a commission house called him out of earshot of the clerks and made him an offer on a carload of grapes, the salesman's idea being that the grocer should take the lot at this bargain price and run his own risk of selling some of them to dealers in smaller towns.

Policy With Employes.

Many business men have succeeded as long as they could do their own work, only to lose when they had to employ assistants—for it is not given to every one to get help out of "help." In the "New Grocer's" store was a blackboard on which every night the boss himself wrote out the work to be done on the day following, indicating the part each one was to be responsible for. Each clerk went to his board for orders, and never failed to carry them out thoroughly—never failed but once, at any rate.

The Blackboard.

Among the maxims were these, as copied one day by Paul E. Triem:

"Never send a customer to another store for anything in our line that we are out of. Get it for him. I try to keep the most affable and attractive salespeople in town, but one of unusual ability might get into John Johnson's employment, and the customer you meditate sending there might fall a victim to his blandishments. Keep 'em here—that's what I pay you for."

"Be polite, but don't stop there. Be benevolent—learn to take an interest in the people who come here, and to make sales that will suit them after they've tried the goods. Know what you're selling, and to whom you're selling it."

"Never take anything out of the scales. If you put in too much sugar—which I advise you not to do—leave it there. What goes into the scales belongs to the customer. See that he gets it."

"'All's well that ends well.' Good as far as the label will not do."—*J. Bruce Payne.*

The day is fast going by when impostor methods can "pass" in cigar-making. And it is the bounden duty of every grocer to see that those days are made to go by as fast as possible.

"Somebody has to pay for everything," is a phrase the significance of which all buyers do not fully realize. Stint in honest tobacco means stint in Grocers' Profits, Smokers' Satisfaction, so "good as far as the label" brings disaster for **somebody**, doesn't it?

Pebble and Pharaoh

Cigars harmonize with the "all's well that ends well" tune. No "this-will-do" tobacco ever comes near these cigars. They are made by **skilled** workmen. They are made from personally selected tobacco.

Knowing what my **Pebble** (5c.) and **Pharaoh** (10c.) represent, and what **some other** cigars represent, is it to be wondered at that I expect you grocers to order my Cigars—not the other kind? Am I right in expecting that **High Quality, Full Value, Honest Treatment,** will receive consideration at your hands? Is it too much to hope for, that if you are selling other cigars, you will, on my word, ask me to send you 1000 of the **Pebble** and **Pharaoh** on "take-back-at-the-end-of-three-months-all-unsold-stock" terms.

Praise Payne Quality. ***Support Payne Principles.*** ***Patronize Payne Cigars.***

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

This is the Victoria Cross for Tobacco Honors

It was awarded to ***T. & B.*** because that tobacco triumphed over the severest tests, never varied in quality, always yielded the grocer full profit, sent him orders in great number and gave complete satisfaction.

Order ***T. & B.*** It means

SUCCESS FOR YOU

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, ONTARIO

TOBACCOS, CIGARS AND ACCESSORIES

GOOD PROSPECTS FOR KENT TOBACCO.

From present indications there will be a bumper crop of tobacco raised this year in the district about Chatham. Already there are more than 450 acres being got under way for the growth of the weed, and it is probable that when the tobacco companies get busy many more acres will be contracted for.

Prices this year, though not so good as last, have been satisfactory, and the farmers who suffered by the failure of the Marine City Sugar Co. will likely go in for raising tobacco and the season prove the greatest on record.

PROSPECTS BAD FOR CUBAN LEAF

In all tobacco growing sections, be it in the United States, Cuba or elsewhere, there are certain general conditions which have the same effects on tobacco. Thus excessive rain results in washed out, thin leaf without substance, be it in Ohio, Wisconsin, Cuba or anywhere else. This is what has happened in Cuba, owing to the torrential rain storm of the latter part of December and the beginning of January.

In the Vuelta district it may be taken that the tobacco will be very bad, and there will be very little of it. The small percentage that will come on the market will be thin, poor and devoid of quality and substance. Nevertheless bad as it will be, it will sell for exceedingly high prices. Tobacco is steadily advancing and the poor tobacco of the new crop will bring higher figures than the good tobacco of the old.

With the Partido tobacco, conditions are very much the same. There will probably be more of it, perhaps 60 per cent. of the crop will be saved—but it will be thin and without substance.

As for the semi-Vuelta crop, it is a total failure, as was inevitable from the late planting.

Concerning the Remedios one cannot speak with so much certainty. We cannot yet tell the results of the second planting which took place in the middle of January. Much depends on the quantity of rain that will have fallen before the harvest. Rain is now needed for this tobacco badly. The leaf, however, cannot be a high standard. The Remedios tobacco in order to be suitable for filler for seed and Havana cigars must be heavy bodied. To secure this, cold nights are essential, and there has been practically no cold since the tobacco was planted. Consequently the leaf must be thin, poor and unsuited for the purposes to which it is especially adapted.

TOBACCO CULTURE.

Hon. Nelson Monteith, Minister of Agriculture, is arranging to have experiments carried on this year at the experimental station, Ruthven, Essex county, in tobacco culture. Special attention will be paid to the matter of curing, which is the weak point in the production of manufactured Canadian tobacco, the leaf being all right. Tests of different varieties will be made.

TOBACCO NOTES.

The Dominion Cigar Co., manufacturers, St. Hyacinthe, Que., demand of assignment.

* * *

W. J. Herbert, who has been in the employ of the Tuckett Cigar Co. as bookkeeper for the past three years, has left the firm. Mr. Herbert is going into business for himself in New Ontario on the first of April. His many friends will wish him every success in his new undertaking.

* * *

An account given by Allic Sylvester, a U. S. tobacco expert, who has recently taken on extensive tour of the tobacco-growing districts in Cuba, agrees with the reports already published and fully confirms the poor prospects of the new crop.

* * *

The tobacco crop takes from the soil about 103 pounds of actual potash per acre, which must be replaced or else the yield will fall off in quantity and quality. A good tobacco fertilizer should contain at least ten per cent. of pure potash, and the potash should be in the form of sulphate.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

A perfect article. Sell it.
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Do You Ever Break Eggs

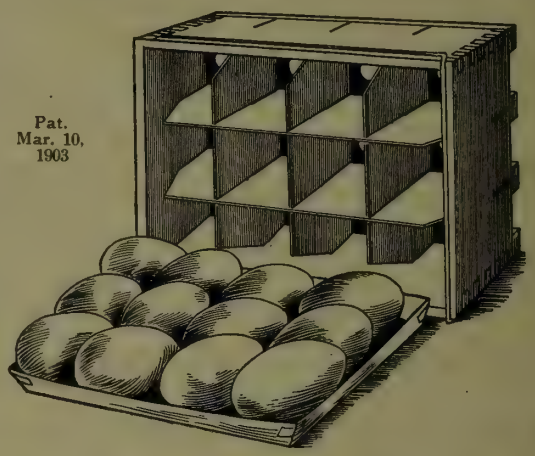
When Delivering by Wagon?

Try a sample order of Star Egg Carriers and Trays. Absolutely safe delivery at less expense than with any other Egg Carriers in use guaranteed

A COMPARISON

If you are now using paper boxes for delivering, experience tells you how much breakage occurs. Your clerks can tell you how much time is wasted, and figures tell you that your

First purchase of 5 M. paper boxes at $9.00 per M., cost you	$45.00
Second " " " " " " "	45.00
Total - -	$90.00

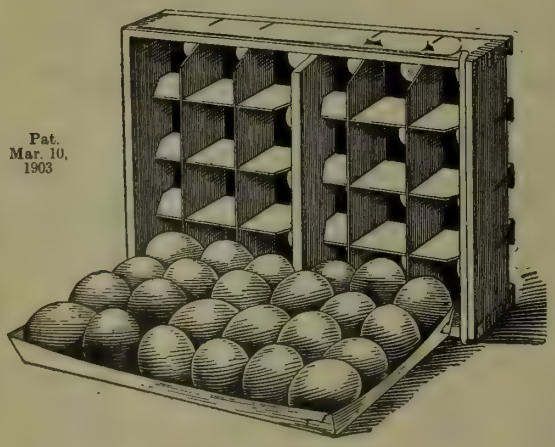


We Supply You Star Egg Carriers and Trays

First purchase 2 doz. No. 1 Star Egg Carriers, $2.75 per doz. -	$5.50
First purchase 5,000 " " " Trays for $3.50 per M. -	17.50
	$23.00
Second purchase 5,000 Star Egg Trays for $3.50 per M. - -	17.50
(You have the Carriers) Total - -	$40.50

Your Saving is $49.50, or Nearly 60% and No Broken Eggs

AGAIN : Take the size for delivering 2 dozen eggs. To deliver 20 M. eggs with the paper box you would



First purchase 10 M. boxes at $9.00 per M. - - -	$90.00
Second " " " " " - - -	90.00
Total -	$180.00

With No. 2 Star Egg Carriers, holding 2 dozen eggs each, you would

First purchase 2 doz. No. 2 Star Egg Carriers, at $4.00 per doz.	$ 8.00
First purchase 5 M. No. 2 Star Egg Trays, at $4.75 - -	23.75
-	$31.75
Second purchase 5 M. No. 2 Star Egg Trays, at $4.75 -	23.75
(You always have the Carriers left.) Total - -	$55.50

Your saviag over paper boxes is $124.50, or nearly 80% and no broken eggs

These facts must appeal to you. Your sample order will receive attention. Try a few dozen—you will discover that, under the old regime, you have been wasting time and money. To enable you to try this system, we will be glad to deliver you a sample order on request.

MANUFACTURED FOR

The A. F. MacLAREN IMPERIAL CHEESE CO., Limited

HEAD OFFICE, TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

March 29, 1906.

Quotations for proprietary articles, brands, etc are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebra paste, ½-gro. boxes, $1 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$3 75
" ½-lb. tins "	2 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—	
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.50

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 7½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins,	½	doz. to case	per doz.,	$	.90
1 " "	¼	" "	"		2.40
½ " "	2	" "	"		4.75
¼ " "	1	" "	"		9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, ½-lb, tins. 36c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	
Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 28c.	
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 30c.	
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 28c.	
100 2-cent pieces in box, each	$1.25
Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins. 26c.	
6-lb. bxs. 12 bxs., in case, ½-lb. tins. 25c.	
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs. 25c.	
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 22c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs 22c.	
6-lb. " 12 " " ½-lb. "	22c.
Gold Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.
XXXX chocolate powder	
5-lb. tins, 10 tins in case	27c.
10-lb. tins, 10 tins in case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

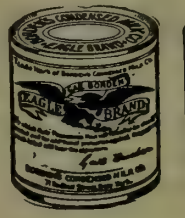
Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, op. 4d. "	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45



TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	15 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

"KLAUS'S" IMPROVED SWISS MILK CHOCOLATE

Is the best of all Swiss Milk Chocolate. Acknowledged to be the most delicious and wholesome. Manufactured with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. It is bound to be asked for more than ever this year, as it is held in high repute by everybody. It also possesses great nourishing qualities for invalids and children. Shows a nice profit to you and is a good seller.

Don't Be Without It.

Agents for Canada:
ROSE & LAFLAMME, - Montreal

ABOUT HALF THE MAPLE SYRUP SOLD

1/2

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

CUP QUALITY vs. STYLE

CUP QUALITY WINS OUT EVERY TIME.

We critically test all Teas in the cup before purchasing; therefore flat, insipid and "Bodiless" teas are never sold our customers.

On the above grounds, we respectfully solicit your business.

A postal will bring samples and quotations.

WM. BRAID & CO., - Vancouver, B.C.

BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails "	0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 4[illegible]
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

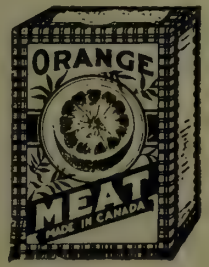
E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

½-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35

Old Crow," 12-lb. boxes—

½-lb. tins, per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25



Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40 (Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10 (Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 [illegible]
Straw hat polish "	15 [illegible]

The best is always the cheapest The best in the Condensed Milk line are

BORDEN'S BRANDS

"Eagle" brand CONDENSED MILK.

"Peerless" brand EVAPORATED CREAM.

When goods are made from pure, healthy milk, under most hygienic conditions and scientific methods, they must be ***Best***—This is what ***BORDEN'S Brands*** are—Remember this when buying again.

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 05½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

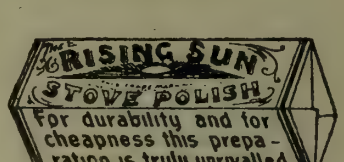
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs. Blue, white or assorted.	6½c.

In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ¼-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs. & ½s. & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

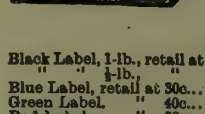
3 p.c. off 30 days or 3 months.

Teas.

SALADA CEYLON.

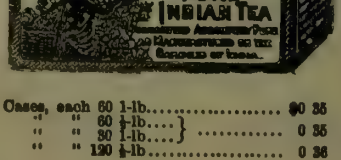
	Wholesale	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Labe , 1's and ½'s	0 22	0 31
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Lab-l 1's and ½'s	0 42	0 60
Embossed Label, 1's, ½'s and ¼'s	0 70	1 00



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label, " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55



Cases, each 60 1-lb.	$0 35
" " 80 ½-lb.	0 35
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$	....
" II 40-lb. boxes		....
" III 80-lb. boxes		....
EMD AAA Japan, 40 lb " at		....
" AA " 40 "		....
Blue Jay, basket fired Japan, 70 lbs.		....
"Condor" IV 80-lb. "		....
" V 80-lb. "		....
" XXXX 80-lb. boxes		....
" XXXX 30-lb. "		....
" XXX 80-lb. "		....
" XXX 30-lb. "		....
" XX 80-lb. "		....
" XX 30-lb. "		....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)		....

"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 25 at 0 20
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ¼s and ½s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and ½s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal.	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 35

DWIGHT'S
BAKING SODA

The Buying arguments

for the grocer should be

1st Are the goods reliable?

2nd Are they well packed, neatly labelled and convenient for selling?

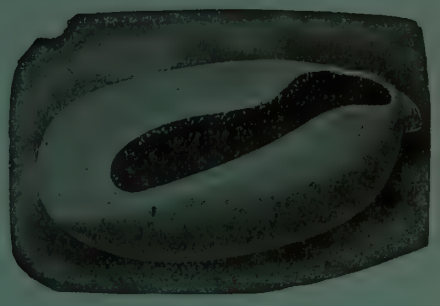
3rd Will they bring repeat orders?

4th Do they show a profit?

"Cow Brand" Baking Soda answers all these requirements fully—Buy it.

CHURCH & DWIGHT, Limited
Manufacturers
MONTREAL.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

TEA HINTS
FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.
Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

Souvenir Goods

Don't you want to stock a small assortment of bright attractive articles, quick sellers for souvenir purposes at 25c. each?

Ask about our 6543 Ass't.

GOWANS, KENT & CO. LIMITED

TORONTO

PUSH

packaged Mince Meat at this season.

WETHEY'S

is the standard of excellence, one package makes two large or three small pies.

LOOK UP YOUR STOCK

ORDER NOW

Be sure you get Wethey's. Sell every customer a package.

J. H. WETHEY, Limited

ST. CATHARINES, CANADA

C & B

Crosse & Blackwell's MALT VINEGAR

Rep. Pints **Rep. Quarts**

Imp. Pints **Imp. Quarts**

C. E. Colson & Son

MONTREAL, Agents

CIRCULATES EVERYWHERE IN CANADA

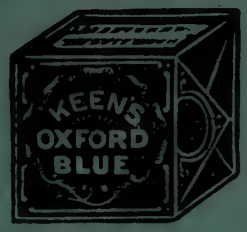
Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, APRIL 6, 1906. NO. 14

Keen's Oxford Blue



Should SELL Everywhere in Canada

Are you selling

The Best Laundry Blue?

KEEN'S OXFORD BLUE!!

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

"Two sellers everywhere"

Benson's

"Prepared" Corn (Best for cooking)

Edwardsburg

"Silver Gloss" Starch (Best for the laundry)

When ordering Starches always ask for these lines—unequalled in make and results—
Every Jobber sells them.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

184 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

Profitable Soap Lines. Easy to Sell.

Have you ever thought of the money to be made in handling soaps manufactured to meet a specific demand?
Naturally on such soaps there is a larger profit than on the ordinary toilet soaps and they are easier to sell.

The Master Mechanic's Extraordinary Tar Soap

is specially made for Mechanics, Engineers, Farmers, Sportsmen, and all those whose work or play soils the hands with grease or other stains.
It is a good antiseptic soap.
It is well advertised throughout Canada.
a profitable line to handle.
It is one of the excellent soaps manufactured by

ALBERT SOAPS LIMITED, MONTREAL

This Cough Remedy is always in demand among all classes at all times of the year, but more especially NOW when Coughs, Colds, etc., are so common.

It is one of the most profitable lines to handle. It makes the dealer's smile broaden and the list of his customers lengthen.

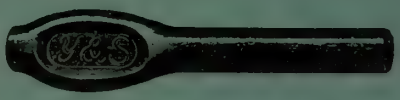
Mathieu's Syrup

of Tar and Cod Liver Oil

A good seller always—always with a good profit.

Nothing so common as a headache.
Nothing so common as a headache cured with MATHIEU'S NERVINE POWDERS.

The J. L. Mathieu Co., Props., Sherbrooke, P.Q.



Y. & S.
SCUDDER
M. & R.
} **STICK LICORICE**

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

R. S. McIndoe
Selling Agent, **120 Church St., Toronto**

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.
Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - -	TORONTO
JOHN W. BICKLE & GREENING, -	HAMILTON
GEO. H. GILLESPIE, - - -	LONDON
JOSEPH CARMAN, - - -	WINNIPEG

Winners of Trade

The "Shell" Brand of Castile Soap is packed only by Couret Freres, of Marseilles, France.

The leading brand in the Dominion.

Sixty-seven per cent. pure oil.

Seven per cent. more of pure oil than you'll get in ordinary Castile Soap.

"Shell" Brand Castile Soap

In 1-lb. bars and upwards —also in pressed cakes.

"Shell" Brand

Sold by Leading Wholesalers

The "Thistle" Brand of Maple Syrup assures your customer a delicious quality of the highest grade.

A Maple Syrup—rich yet delicate.

"Thistle" Brand Maple Syrup

But be sure you get the "Thistle" Brand—look for the trade mark.

It wins trade wherever it goes—

Permanent Trade!

Sold by Leading Wholesalers

The leading orchards and vineyards of California furnish the "Griffin" brands of Dried Fruits—Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins.

Griffin & Skelley's Dried Fruits

"The pick of the Pack" always.

Clean, selected fruit of highest quality.

"Winners of Trade"

Sold by Leading Wholesalers

Manufacturers' Agents and Brokers' Directory

BARBADOES, W I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
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CALGARY

The Dominion Brokerage Co.,
Wholesale Limited
Commission Merchants and Brokers
CALGARY and EDMONTON, ALBERTA
Excellent Trade Connection
Highest References

CHARLOTTETOWN, P.E I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
Montreal.
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

W. E. FELLOWES
Manufacturers' Agent and Commission Merchant
6 St. Sacrament St. - - Montreal.
I am open to introduce a few new lines of high-class grocers' specialties. Could handle a line of Canned Goods and Sauces.

Phone Main 2881.
LEON TANGUAY
Commission Merchant
Manufacturers' Agent
Country Produce
197-199 ST. PAUL ST., - MONTREAL, CAN.
Correspondence solicited.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. E., TORONTO
Calling on best Grocers and Mfg. Confectioners.
Could handle another first-class specialty for Manufacturers.

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references. Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

BARBADOS RAW SUGAR
on the spot. Phone, write, or wire us your order.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

A. F. MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask.
Office, 8 Main Street.

WINNIPEG.

CALGARY STORAGE
In a new brick block centrally located
Dingle & Stewart
Winnipeg, Man. - Calgary, Alta.
COMMISSION BROKERS.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited.

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

(*Continued on page 54.*)

EXTRA FINE SIFTED PEAS, NO. 1

SWEET WRINKLED PEAS, NO. 2

EARLY JUNE PEAS, NO. 3

STANDARD PEAS, NO. 4

We are delighted to know that the Retail Merchants, generally, are pushing the sale of the finer grades, which will mean **increased profits** and **satisfied customers.** Our orders through the Wholesale Trade within the past few weeks have been largely for the finer grades of peas, showing that the Retailers and consumers are benefitting by the knowledge of the difference in size and quality.

The brands are, viz :—

Group 1.—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), and "Auto" (Canadian Canners.)

Group 2.—"Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Kent," "Lion" (Boulter), "Thistle" (Brighton), and "Grand River" (Lalor.)

Group 3.—'Globe" (Schenck), "Jubilee" (Lowrey), "White Rose" (Lakeport), and "Deer" (Saylor.)

EVERY TIN GUARANTEED

Canadian Canners, Limited

HAMILTON, CANADA.

"Facts speak louder than words"

Let your customers be the judges ; if they want **Black** Tea let them have it, **Ceylon Black** pure and fragrant.

> "**Ceylon** last year produced the largest crop on record."
>
> "In Great Britain ... **Ceylon Tea** ... forced its way into consumption on its merits in face of every obstacle and the usual prejudice against anything new."—INDIAN PLANTING AND GARDENING, Feb. 24, 1906.

It is an indisputable fact, published by disinterested parties that **Ceylon Tea** returns for the year 1905 were **23½** millions of lbs. in advance of the year 1902.

Thirty years ago tea production was little known in **Ceylon,** in fact was in its infancy. Last year it produced the not insignificant amount of upwards of 172,629,960 lbs.

Why this progress ?

That's the all-important question—Other teas were on the market long before **Ceylon Tea** was thought of, and had every opportunity to "take hold" before **Ceylon** was marketed.

It's the old and oft-repeated story, **quality wins,** and **wins every time.**

Ceylon Tea—Green and Black.

The Salt that Saves Money and Time for You

"Time is money"—save time then, and you save money too. Waste no time and you waste no money. Is it really worth while to spend useless energy in an endeavor to push inferior articles of trade? We think not.

Windsor Salt is the standard because so often used for comparison—you hear "as pure as Windsor Salt" used everywhere to-day. You don't have to argue with a customer over its merits—its quality is too well known. It's pure white, dry, crystalline. It is nothing but salt.

You lose more than we do by not stocking up with it—lose time, lose money, lose trade.

Windsor Table Salt

THE CANADIAN SALT CO., Limited
Windsor, Ont.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.
LIMITED

Montreal

ROWAT'S
PICKLES and OLIVES

In all Sizes of Packages
Sold from Halifax to Victoria
Ask your Jobber for Prices

AGENTS:

Snowden, Forbes & Co., 449 St. Paul St., Montreal.

H. R. Silver & Co., Halifax, N.S.

F. H. Tippet & Co., St. John, N.B.

Reginald Lawson, Union Bank Bldg., Winnipeg, Man.

C. E. Jarvis & Co., Flack Block, Vancouver, B.C.

CANNED GOODS

We offer, in 15-case lots only, as follows :

5 Cases	Quaker 1905 Tomatoes,	-	**$1.00** Doz.
5 "	" 1905 Corn,	- -	**.80** "
5 "	" 1905 Early June Peas,		**.60** "

Also Quaker Midget Peas, 82½c. Doz.

F.O.B. Kingston. **Terms : 30 Days.**

GEO. ROBERTSON & SON, - KINGSTON, ONT.

When You Want the BEST **PURE OLIVE OIL**

Ask and Get "RAYON D'OR"

GROWN, MANUFACTURED, PACKED BY

MENGERT, GAGNOLI & CIE, BARRI, LUCCA, NICE

Formerly SUAUT & CIE.

Write for prices and samples to **J. RUSSELL-MURRAY, 6 St. Sacrament St., Montreal, Sole Canadian Agent**

RIGIDITY

is not a pleasant word, but it is all right when properly used.

There are two leading rules that apply to every one of our different grades of goods—Purity and Uniformity.

And the same rigidity of requirement is manifest in every process of

WOOD'S COFFEES

The system is **rigid**, for only thus che Grocer be supplied wi h the best Coffees in the world.

Canadian Factory and Salesroom :

No. 428 St. Paul Street - - MONTREAL.

"SALADA" UNCOLORED GREEN TEA OF CEYLON

While our Japanese friends are getting nervous and trying to discount the worth of our product,

We are being kept as busy as nailers, filling an ever flowing stream of repeat orders from those hitherto accustomed to the sale of Japans—

What contra argument

can avail against this evidence,—what indeed ?

Wholesale Prices and Samples from "SALADA," Toronto-Montreal

Tales of MAGIC

Let us tell you about

MAGIC BAKING POWDER

In the first place **IT** is **pure** and **wholesome**; secondly, **IT** is well advertised and an easy seller. **IT** does absolutely the best of work, and, what interests you particularly, **IT**

Pays you a good profit.

Order from your jobber.

E. W. GILLETT COMPANY LIMITED

London, Eng. **Toronto, Ont.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

NO GROCER

will have any regrets if he offers his customers

STERLING BRAND PICKLES

They hold a first place among the greatest pickles and relishes of the 20th century.

Made in Canada's greatest pickle factory from best grown Canadian vegetables

THE T. A. LYTLE CO., LIMITED

TORONTO, CAN.

MAPLE SUGAR

Largest Exporters of

PURE BEAUCE COUNTY SUGAR

D. RATTRAY & SONS

QUEBEC **Montreal** **OTTAWA**

THEY

Sell Well

Show a Nice Profit.

Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

Save Waste Effort

in pushing poor goods. What if the profit is a little larger—you don't please your customer, and you lose in the end. Sell

Paterson's Camp Coffee Essence

It always pleases.

ROSE & LAFLAMME,
Agents, Montreal.

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

DON'T TAKE CHANCES

The question of Stove Polish isn't so trifling as it seems. Poor polish not only won't give results, but it may explode. RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins are as safe from explosion as sugar. When you carry them in stock you don't have to worry. They have been the standard for years. They produce the finest possible polish. There can be no better.

MORSE BROS., Props., - - Canton, Mass., U.S.A.

CHASE & SANBORN'S High-Grade Coffees are made from the choicest growths—nothing else—They cost a little more to produce than ordinary Coffee—but are worth twice as much to both grocer and consumer.

Chase & Sanborn

The Importers, = MONTREAL

ONE TOUCH OF QUALITY

Makes all patrons akin. But it must be the ***right*** touch and it must be ***long-lasting.***

Blue Ribbon Ceylon Tea

is just ***such a Tea.***

The reason for the increased favor and the increased sales is clear. Merit is stamped on every package of ***Blue Ribbon Ceylon Tea.***

Order "Merit" Tea—**Red Label** (40c.) **Line.** It sells readily.

JAPAN TEAS

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

PAY US A VISIT

AT THE

PURE FOOD SHOW

TORONTO

AND SAMPLE

"KKOVAH"

SPECIALTIES

SUTCLIFFE & BINGHAM, *Limited*

MONTREAL AND TORONTO

TWO MILKS

THE DIFFERENCE and the RESEMBLANCE

BOTH ARE THE PUREST MILK

REINDEER CONDENSED MILK

is pure milk condensed in a vacuum, with the best granulated sugar added in sufficient quantity to secure preservation.

(Sweetened)

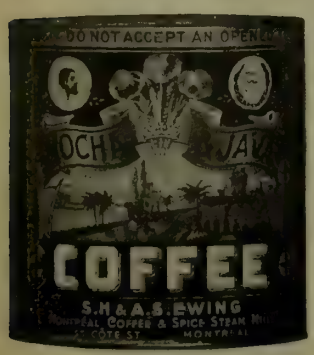
JERSEY STERILIZED CREAM

is pure milk condensed in a vacuum to the consistency of cream, and thoroughly sterilized. No sugar or any preservative is used.

(Unsweetened)

The Milks to Sell With Confidence

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.



"PRINCE OF WALES"

MOCHA AND JAVA **COFFEE** **Packed in 1 and 2-lb. Tins**

It is RICH, AROMATIC, DELICIOUS—prepared by a special process that removes all the chaff, parchment, etc. This costs us a little more ; but the improved quality and steadily increasing demand show the wisdom. Are you handling it? A trial will convince you.

S. H. & A. S. EWING, MONTREAL

RAW SUGAR

Sacks, 250 lbs. **Price Low**

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

ARE YOU COMING TO THE **PURE FOOD SHOW** ?

DON'T FAIL TO SEE OUR DEMONSTRATION

The BEST SELLING Cereal on the market—

THE **EBY, BLAIN CO.,** LIMITED

Sole Wholesale Agents TORONTO

Purnell's

Genuine Worcestershire

Sauce

Shews a good profit

Never fails to give satisfaction.

Do You Stock it?

If not, mail your order to-day.

PURNELL WEBB & CO., Limited

BRISTOL, ENGLAND

ESTABLISHED 1750

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY

UNQUESTIONABLY THE VERY BEST

To be had of all wholesalers

THOS. SYMINGTON & CO. - - EDINBURGH

A Pleasant Reality is

Mother's Favorite

"MELAGAMA" Ceylon Tea

and one of the chief features of comment far and near. This fact is borne out by the attention this delightful beverage is receiving at the **PURE FOOD SHOW** now in progress at MASSEY HALL.

For absolute purity, strength and flavor our Teas are unexcelled and are bound to be a trade winner, and a profit getter.

Write for particulars, or order from our travellers.

MINTO BROS., - - TORONTO

GREIG'S WHITE SWAN JELLY POWDERS

All true fruit flavors. High grade and dependable in every respect. Cheap too!

The Robert Greig Co.
Limited
WHITE SWAN MILLS
TORONTO

YOU ARE SELLING

Chocolates and Cocoa

every day more and more.
Have you sold the VERY BEST and finest of all

Swiss Chocolates and Cocoa?

That is

SUCHARD'S

These are the premier brands the world over:

Suchard's Soluble Cocoa
" **Milk Chocolate** (full cream)
" **Velma** " (the velvet chocolate)
" **Premium** " (unsweetened)
" **Economique** " (sweet)

Canadian Agents: Write for particulars

Frank L. Benedict & Co.
MONTREAL

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

98-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 523.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

TWO BIG SELLERS

Maple Cream Hearts
Twin Block Pure Maple Sugar

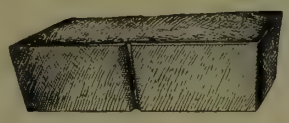
Maple Cream Hearts are put up in Pails of 18 lbs. each and sell for 20 cts. per lb.

Price Per Pail - **$2.16**

(No charge for Pails)

Profit to Retailers on one Pail - **$1.50**

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 ¾-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c sale; in handling this Sugar there is no weighing or waste

Price per Case - **$3.00**

Profit to Retailer in one Case - **$1.00**

BEWARE OF IMITATIONS

We are the originators and sole patentees of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify ***Twin Block Maple Sugar*** and ***Maple Cream Hearts*** and you will get the genuine.

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.

Here to stay

JAPAN TEAS

Don't neglect buying them—

BEFORE ALL

QUALITY

THEN

PRICE

WORCESTERSHIRE SAUCE
FROM THE RECIPE OF A NOBLEMAN IN INDIA
HOLBROOK & Co.
LONDON
MANCHESTER & BIRMINGHAM
ALL GROCERS IN THE UNITED KINGDOM AND EUROPE
THIS LABEL IS ISSUED BY HOLBROOKS, LIMITED

This should be every business man's motto.

YOU KNOW that it's useless pushing goods which do not suit your customers in both QUALITY and PRICE.

HOLBROOK'S

GENUINE WORCESTERSHIRE **SAUCE**

is being pushed and displayed to-day more than any other sauce and why?

Because it is a GENUINE WORCESTERSHIRE and sells at a POPULAR PRICE.

And that too is why it has the

LARGEST SALE IN THE WORLD

Write for prices and terms to

HOLBROOK'S LIMITED, 28 Front St. E., TORONTO

JAPAN TEAS

Half Chests and 20lb. Boxes to Retail 20c., 25c. and 40c. per lb.

SPECIAL OFFERINGS **EXTRA VALUES**

WARREN BROS. & CO.

WHOLESALE GROCERS, TORONTO

They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

or $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

VICTORY

DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.
King's Cross
LONDON, ENGLAND

NOW

don't you think it is time you wrote for those samples of

SYRUP OF MALT

and

EXTRACT OF MALT

Syrup of Malt is a cough cure.

Extract of Malt is a tonic.

Both are great sellers

GEO. SLEEMAN, Guelph, Ont.

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO. TORONTO, CAN.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

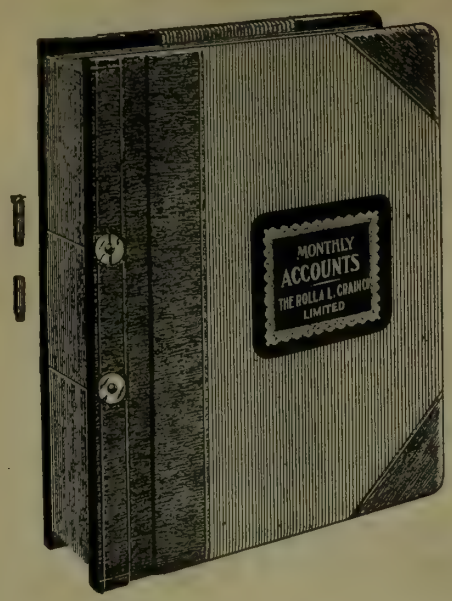
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.



Satisfied Customers

Satisfied customers are the best recommendation to any line of goods. Our

Monthly Account System

cannot help but satisfy those having accounts of any kind. Read what one of our customers says about it.

"Monkton, Ont., March 19, 1906.

THE ROLLA L. CRAIN CO., Limited,
OTTAWA.

Gentlemen,—Having used your Monthly Account System of book-keeping in our general store business for our first year in business, we are well pleased, and can't speak too highly of it. We bought our outfit through your Toronto Office, February 9, 1905, and have had several business men of the village come in to see it, but not with the intention of ever selling them an outfit until last week we heard of our shoe man taking in a partner in his business, and got talking of book-keeping, and have since been able to take their order and another from our hardware merchant. You will please find enclosed on separate sheets the orders.

WEBER & BETTGER."

The above testimonial was sent to us unsolicited, and speaks for itself.

Write us for information.

The Rolla L. Crain Co.

LIMITED

OTTAWA, Canada

BRANCHES and AGENCIES:
Toronto Office—18 Toronto St.
Montreal Office—74 Alliance Bldg., 107 St. James St.
Winnipeg Office—Sylvester-Willson Bldg.
St. John, N.B.—Schofield Bros.
Vancouver, B. C.—White & Bindon.

"From away across the ocean
Comes Perry's Sauce to suit your notion."

You cannot beat English sauce because Englishmen know the best sauce secrets.

Perry's Worcestershire Sauce

comes across the ocean to delight the palates of Canadians.

It leads all others because the makers have been able to get a permanent "taste supremacy." It is the kind people have on the table, morning, noon and night.

Do not sell cheap flavorless sauces.

Sell the sauce with a record for suiting —Perry's.

Selling Agents:

Taylor & Pringle Co.

Limited

OWEN SOUND, ONT.

Manufacturers of *Queen Quality Brand Pickles.*

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman, Eckert & Co., London, Ont.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL, Aberdeen, Scotland, is always ready to handle consignments of Canadian produce. Aberdeen is a developing market. Won't you at least give it a trial? Others did so, were satisfied, and continue shipping. Personal attention. Prompt returns.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15 per year.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

Telegraphic Address, "Fondants, London."
A. B. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs.
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

This space $30 per year.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

This space $15 per year

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

This space $30 per year.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

Customers are Gained by

Accurate handling of cash
Correct credit charges
Never asking a customer to pay a bill twice
Attention to telephone orders
Tidy appearance of store
Quick service
Courteous clerks
Right change given to children and servants
Truthful statements
Good location

All these good features may be had by using a system that is of advantage to customers. An investigation of the system afforded by a National Cash Register will prove a good investment.

Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing and places you under no obligation.

Tear off here and mail to us today

N.C.R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

Walker Bin Interior.

CONSIDER THE LOSS

that results each year from an untidy, unattractive and inconvenient store—

Loss from shrinkage
Loss from dirt
Loss on shelf-worn stock
Loss of time and labor
Loss of customers
Loss of PRESTIGE

The Cost of Installing Walker Bin Fixtures

providing attractiveness, cleanliness and convenience **IS SMALL IN COMPARISON.**

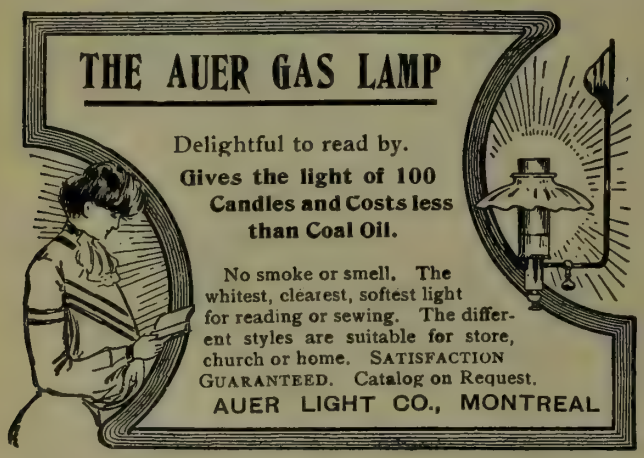
They not only increase business, but give CHARACTER to it.

Write for Illustrated Catalogue. ***Spring is the best time***

THE WALKER BIN AND STORE FIXTURE CO., LIMITED

BERLIN, - ONTARIO.

THE AUER GAS LAMP



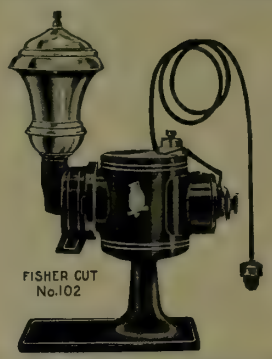
Delightful to read by.

Gives the light of 100 Candles and Costs less than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL

ELECTRIC POWER COFFEE MILLS



This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any otther style? If so be sure to get the best and at the same time the cheapest—***We have it.***

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart.
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

Messrs. Fruit and Vegetable Packers!

Prepare for the coming season by ordering your cans. You will make no mistake in placing your order with

The Acme Can Works

We have had your interest in view and have spared no expense in equipping our factory with the latest and best machinery for making packers' cans. With our new building, which is now almost complete, we will be able to double our capacity of former years and will supply ***cleanest*** and ***best*** cans offered to the packer —cans made from British tin plate of the best quality and best workmanship — ***Prices Right, Liberal Treatment, Prompt Shipments.***

Acme Can Works, - Montreal

RESERVE YOUR SPACE AT ONCE

IN THE

Special Spring

AND

Export Number

OF

THE CANADIAN GROCER

This is the great trade number of the year and no firm selling the grocery trade of Canada should fail to be represented by a good live advertisement.

No manufacturer who is looking to the export field should miss this opportunity of making himself known to buyers of Canadian food products abroad.

This will be the handsomest and most effective number we have ever issued.

First orders will receive first consideration for space.

WRITE FOR RATES

The Canadian Grocer

232 McGill St., MONTREAL

10 Front St. E., TORONTO

Union Bank Bldg. WINNIPEG

Syrup sells fast these days

It will go faster and show a handsome profit if you offer your customers

Aurora Brand Corn Syrup

in Tins of 2-lb., 5-lb., 10-lb., 20-lb.—Kegs, ½-Brls. and Brls.

Also

Aurora Maple Syrup

with the true smack of the sugar bush about it.

In Tins containing pint, quart, half-gallon and gallon.

See our travellers—write us.

W. H. GILLARD & CO.

WHOLESALE GROCERS

HAMILTON

To Hand

HALF CHESTS NINGCHOU CONGOU

HALF CHESTS FORMOSA OOLONG

—ALSO—

C. & B. Club and Pirhoot

CHUTNEY

HASZARD'S BURNT ONION SAUCE

LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON, - ONT.

A SPECIAL PRIZE OFFER

THE ENTERPRISING . . CLERK'S OPPORTUNITY

Every Up-to-Date Store

carries a regular weekly or daily ad. in the local paper. And

Every Progressive Clerk

aspires to write those ads. Are **YOU** one of those clerks?

If so—Mark our special offer to **YOU**:—

OUR OFFER

We will give a fountain pen to the clerk sending us, before May 1st, the best seasonable grocery advertisement.

The advertisement must have been written by himself and appeared in his local paper.

A copy of the paper containing the advertisement must be forwarded to the address below, together with a statement of the effect desired to be made by the advertisement.

Advertisement Competition, CANADIAN GROCER, 10 Front St., TORONTO.

All advertisements must be in our hands not later than MAY 1st.

HOUSE CLEANING

The housekeepers will soon commence their spring house cleaning. This will mean an enquiry for

BROOMS, Our own make, unsurpassed for quality and finish.

PAILS, TUBS, Fibre and wooden at manufacturers' prices.

WASHBOARDS, Glass, Brass and Zinc.

MOP STICKS, Combination, Self-wringing and Ordinary.

BLACK LEAD, Stove Polish, Stove Pipe Varnish; all leading varieties.

BRUSHES, Full range for house use and out-of-door use.

Get ready for the demand, look up your requirements, then see our travellers or write or phone.

JAMES TURNER & CO.
HAMILTON

RETURNED
APR 7- 1906

MONARCH VISIBLE

The MONARCH TYPEWRITER COMPANY, Limited
TORONTO, ONT.

Gentlemen:—In enclosing you our order for another of your MONARCH VISIBLE Typewriters, we wish to state that the one we secured from you about a year ago has given us splendid satisfaction.

Yours very truly,
THE ONTARIO LUMBER COMPANY, Limited
(Sgd.) A. E. Cates, Secretary.

THE PERFORMANCE OF THE MONARCH VISIBLE WILL PLEASE YOU

The Monarch Typewriter Company, Limited
3 Toronto Street, Toronto, Canada
BRANCH OFFICES:
Montreal, P.Q., 22 St. John Street. Hamilton Ont., 14 Main St. East.
London, Ont., 110 Masonic Temple.

Tartan BRAND

The Sign of Purity

Specials in **Maple Syrup**
" **Canned Goods**
" **Prunes and Figs**

Wagstaffe Fig and Lemon Marmalade
IN GLASS, IS DELICIOUS

Phone **596,** our expense, for particulars.

BALFOUR & CO.
Wholesale Grocers
HAMILTON, ONT.

AS OTHERS SEE US

A Chat with Our Subscribers.

"It is not often we can spare the time to rest from our labor, and, leaning on our staff, let our thoughts run in upon ourselves and our own affairs. We must confess, however, that there is a measure of satisfaction in doing so, and a spirit of contentment possesses us at the remembrance that our efforts are appreciated, and that some of those whom we seek to serve have spared a few of their valuable moments to write and tell us so.

We have set ourselves to serve others—and incidentally to serve ourselves—and it is certainly a pleasant task. The employe who finds himself called aside to receive the congratulations of an appreciative employer, can scarcely feel more gratified than does The Canadian Grocer at the many expressions which have reached the office, and in thanking our numerous friends we will produce a few of the remarks for the benefit of our readers.

This From an Old Subscriber.

Berlin, Ont.

"Having been a subscriber to The Canadian Grocer quite a number of years, think it not out of place to acknowledge our appreciation, and the paper is always read with a great deal of interest. May state the article on 'Cocoa, its History and Cultivation,' under date of January 5, 1906, was certainly very interesting.

"Will you some time in the near future give us an article on the cultivation and preparation of tapioca and sago; seems quite a controversy as to the production of the above named."

Question for Inquiry Column.

Guelph, Ont.

"Would you kindly inform me through your valuable paper, The Canadian Grocer, whether you reckon the percentage of gain on the cost price or selling price?"

A Reader in Japan.

Yokohama.

"I have much pleasure in reading The Grocer and the other trade publications issued by the same company. They come to hand regularly and are much appreciated."

Praises from California.

San Francisco.

"Yours of the 10th reached me a day or two ago and also the copy of your issue of 9th. Permit me to congratulate you upon your paper—it is certainly a good one. Permit me to assure you that my praise is sincere and not actuated by any desire to 'pat you upon the back.'"

England Interested.

Bristol, England.

"The attached cutting from the Western Daily Press (in which an editorial in The Canadian Grocer was reprinted), though the heading may be a little misleading, will show that The Grocer contains matter of interest to people on this side."

Marquis Doria Impressed.

Marquis Doria, emissary of the Italian Government, who is at present in Canada in an effort to interest the Canadian Government in a direct steamship line to that country, secured copies of the Canadian trade newspapers as one of the first steps towards an important work of this kind. Speaking to a representative of The MacLean Publishing Co. subsequently Marquis Doria said: "I was astonished to find in Canada publications so large and dealing with their respective subjects in such a particular way as your Canadian Grocer and Dry Goods Review."

What Our Advertisers Say.

Peterboro, Ont.

"A tangible result of our advertising in The Canadian Grocer is the establishment of the Canada Flakes' agency in England.

"Sutcliffe & Bingham, of Manchester, saw our ad. in the Export Number and took the initial steps to secure control of the sale of Canada Flakes for Great Britain. Correspondence led to a number of cablegrams and finally a personal interview which consummated an agreement.

"The result proclaims the value of your publication as an advertising medium.

"The Peterboro Cereal Co., Limited."

You may depend upon it that the man who pays his good money for advertising space in a trade newspaper has something to sell worth your attention. He probably employs no "expert writer," and may not be over clever at advertisement writing himself. His copy, therefore, may not be dressed in seductive form, yet he has "something worth while," something it is to your interest to know about. If he had not, you can rest assured he would not part with good money for valuable space. There are firms running their advertisements in The Canadian Grocer week by week, and who are constantly offering live bargains. Let them realize that you, as a grocer, are alive and interested, and it will help complete their education in real advertising. When in the market, call and tell them that you watch their advertisements and appreciate their information. Continually keep your eyes open for those advertisements which have something to say, something to sell—something you can make money on.

THE MILAN EXHIBITION.

A well known Montreal manufacturer has been appointed honorary representative of the Canadian Government to the Milan exhibition, Italy, which is to open on April 18 and close on October 13. This gentleman is C. H. Catelli, president of the Chambre de Commerce of Montreal. Mr. Catelli, who is a native of Milan, has long been connected with the trade of Montreal and Canada generally as a manufacturer of macaroni and vermicelli. Mr. Catelli is very enthusiastic over the approaching exhibition, which is to be opened by the King of Italy himself. Speaking to a representative of The Canadian Grocer, Mr. Catelli said:

"There are great possibilities for trade between Canada and Italy. There are many products which Italy is at present importing from different countries which could be largely obtained from Canada. Take wheat, for instance, what a large quantity Italy imports from Russia and other countries. It would be easy to arrange for a great part of this wheat to be bought from Canada. Of course they do not know the quality of our Canadian wheat, say that which is known as Manitoba No. 1 hard. As many of our products as possible will be exhibited at the approaching exhibition, and I am sure that the result will be very much increased trade between the two countries.

"Another line in which trade might be developed is cattle. Beef in Italy is worth about twenty cents a pound today. This price might be reduced in the course of time were cattle exported from Canada to Italy. These are only examples of what branches of trade might be developed. Apples and other fruits are also possibilities. Canadian fruits are very highly prized in Italy. Last year Italy imported about 4,000,000 tons of coal; why should not Canada receive a portion of this business? Lumber is required also, and this is another field for Canadians. The steamship line between Canada and Italy which is talked of would doubtless be a fine thing for both countries, but to be successful it would be necessary that trade in all possible lines should be developed. I believe that Italy would be quite willing to trade in these different lines if satisfactory shipping arrangements were completed," said Mr. Catelli, concluding, "for there are certainly many Italian products which could be profitably exchanged for Canadian goods."

WHOLESALE GROCERS' ANNUAL MEETING.

The Dominion Wholesale Grocers' Guild will hold its annual meeting in the Board of Trade Building, Montreal, on Thursday, April 19. The meeting will no doubt be a very large one, as the guild has a membership of one hundred and fifty. Delegates will attend the meeting from every part of Canada—Vancouver, Victoria, Halifax, St. John, Ottawa, and other centres. Col. J. I. Davidson, of Toronto, is president of the guild.

WINDOW AND INTERIOR DISPLAYS

AN INTERIOR DISPLAY.

The accompanying illustration is that of a store interior at Sarnia, of which S. E. Cornell is proprietor. The arrangements are characterized by that neatness and order which is fast gaining ground and which is a great factor in economising labor.

The show case in the immediate foreground of the picture is one of those attractions which no store should be without. It forms one of the best possible displays for certain kinds of goods, keeping them in excellent condition and providing at the same time an elegant addition to the appearance of the store.

For an ordinary store in which expensive fixtures are out of the question, no better arrangement of fittings can be had than that shown in the illustration, of classified shelving behind the counter. Not only does it keep everything close to hand, but the amount of a particular line in stock can be checked at a glance.

The putting of the refrigerator at the extreme rear of the store is also an excellent idea; it carries the whole of the provision lines to one place and minimizes the liklihood of their aroma mixing with other lines, an important feature in a general store.

One feature which strikes the eye is the amount of room before the counter; this is often overlooked, sometimes, of course, of necessity, but wherever possible in the arrangement of a store ample space should be left for the buying public; it greatly conduces to ease and comfort of doing business.

A good deal of care and thought has evidently been spent on this particular store, and will give ample suggestions to those of our readers who are contemplating refitting their store.

WINDOW DISPLAY AS AN ATTRACTION.

Mr. John Wanamaker, speaking on the subject of window displays, said:

"A store without a displayed show window is like a ship without sails, for these exhibits are the features which distinguish one business from another; they also show many of the specialties of one's business, and when arranged attractively give tone and strength to the line of goods they represent. They are advertisements as to quality and style, and the crowds who view them are sure to be influenced to a certain extent thereby. A display of pictures, bric-a-brac, or groceries, is sure to suggest some article wanted or a pleasure gratified. Unless seen in the window this might not have been possible. It matters little what branch of business is represented, the general effect is the same in all. As for the intrinsic value of window exhibits I am not prepared to say, but it would seem as if in some instances substantial benefits must result. I can see no reason, however, why window exhibits should not be of much value to the grocers; they also have the means wherewith to make effective and attractive displays."

THE IMPORTANCE OF A SHOW WINDOW.

There is no better paying investment or advertisement for the grocer than a good window display. It has all other methods beaten one hundred different ways. It has been hard work, and it has only been by constantly hammering away on this one subject that a good many grocers have been brought to see the value of window dressing.

Move Into Line.

There are, however, still a number of doubters to be seen on almost every street or avenue in almost every city you visit, and good grocers at that. Enterprising grocers, shrewd in buying and in the conducting of their business, have been successful, yet don't or won't realize the benefits to be derived from a well kept window. They still cling to the old-time canned goods display to attract customers to their store, forgetting or else being ignorant of the fact that they have dozens of other articles in stock which would make a far better and attractive display than canned goods.

Keep Constantly Changed.

Pull out the old canned goods, or at least the greater part of them, and put in their place some fancy bottled goods, intermingled with fruits and fancy package goods. Change them around, say once a week, alter the design, and you will find that instead of the customers whose trade you are seeking passing by your store, in many instances will stop and admire your display, which means that half the battle of winning new trade has been accomplished.

An interesting interior store display—S. E. Cornell, Sarnia, Ontario.

FIRST SEALER ARRIVES AT ST. JOHN'S

Latest information from St. John's, Nfld., states that the first sealing steamer of the season has arrived in port and the reports she brings with her augur well for the Spring trade of the colony. The name of the first arrival is the "Bloodhound." Her crew report that all of the sealing steamers with the exception of four of the smaller boats, did well, all of them being well loaded. The shortage in the four smaller boats will not materially effect the season's catch. Business men in St. John's are quite satisfied with the catch reported, which is said to be very large, and look forward to big Spring business in consequence. The crew of the "Bloodhound" say that the Virginia Lake has 18,000 seals.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

EASTER TRADE.

Easter season is at hand and it would be well for grocers to take advantage of this opportunity to cultivate specialty advertising.

• • •

There is no adequate reason why confectionery should be given such scant attention in the retailer's announcements.

• • •

You carry high-grade biscuits—advertise them. You have a supply of —— chocolates—state that fact in the paper.

• • •

Your candy trade is perhaps flat. Now is the time to give it publicity.

• • •

If you can handle cake orders for parties, etc., that is surely a good point to make known.

• • •

Then if coffee and tea are to be advertised strongly, why not a portion of an ad devoted to cocoa ?

• • •

Easter season presents the progressive grocer with a chance to be original in his advertising. How many will come out with confectionery ?

• • •

Advertisements of T. A. Rowat & Co., London, Ont., were reviewed in The Grocer November 24, 1905, but another set of specimens have come in and because of their peculiar relationship to the spirit of this department comment is pertinent.

• • •

As you are well aware, the editor of "Good Advertising," especially of late, has been putting great stress on the necessity for seasonable advertising.

• • •

By seasonableness is meant not only advertising goods in season (for the majority of grocers appreciate the value of doing this), but driving home seasonable hints, etc.

• • •

Rowat's ads are the concrete fulfillment of this policy. They fit the niche exactly.

• • •

A quotation from R. J. Donaghy's letter explains itself. Speaking of T. A. Rowat & Co.'s business he says : "We have a very large sale for pure maple sugar and syrup, which we attribute to handling a pure article and persistently advertising it in its season."

• • •

Then, again : "A splendid scheme in marmalade season is to run special orange sales for one or two days at a time, also the giving of a recipe for marmalade with each sale."

• • •

As a series Rowat's ads promulgate the doctrine "time is money." They show that some clerks keep their eye on this page and weigh well what it advocates.

The sentence structure of Rowat's ads is an improvement over the last specimens. The reproduction of a coffee ad next week will demonstrate this fact.

TREATMENT FOR ABSENT CUSTOMERS.

Once upon a time, when the world was young and grass grew upon the mountain tops, it was customary for the women of the house in charge of the culinary department to take their little baskets and walk to the grocery store for the purpose of laying in the necessary supplies for the day.

They poked about in the store, bought this or that, selected what was needed, and some things that were not, and knew what the grocer had to sell about as well as did the grocer himself. It was up to the grocer to present his wares in the most attractive way, and depend upon that to sell good-sized bills.

But with the invention of the order man and the cheap telephone, conditions changed. The grocery business became more and more a case of absent treatment, in which it was the duty of the grocer to sell goods at long range to customers who seldom found it necessary to enter his doors.

This is the day when the grocer can win trade by the skill of his absent treatment. He must devote a good share of his energy to the task of helping customers buy things which they don't see, and consequently won't think about unless these things are called to their attention.

It is the day of the order man and the telephone. In the average grocery store to-day, it is likely that about fifty per cent. of the orders come in through the order men, and twenty-five per cent. by telephone. To the task of handling this large portion of his trade, the grocer must assign his ablest helpers.

It does not pay to hire a cheap boy to take orders or to answer a telephone. Whenever possible, in the medium-sized store, the proprietor himself should answer telephone calls. It pleases the woman at the other end of the line to know that she is talking straight to headquarters. The order man, or men, must have a good fund of knowledge and horse sense, must possess tact and must be obliging. The grocer can afford to pay well for good order men, for on them depends the success of modern merchandising by the absent treatment.

YOU

have perhaps forgotten that I have a

Confectionery Shelf

in my store. On that shelf I keep the best

Biscuits, Chocolate, Icings

and

Candy of all kinds

You have, perhaps, passed by my

Cake Case

too. I am supplied with fresh cakes three times a week. Special orders for special occasions attended to with promptness.

Come around to my store now that Easter is here and order something from the **Confectionery Shelf** and **Cake Case**.

Goodfellow's Good Grocery,

North St., - Halifax

Adlets.

An advertisement well set is an advertisement well paid for.

• • •

The person who advertises best is the person who advertises first.

• • •

Never let your advertisements joke with the question. Jokes monopolize the attention of the reader instead of the goods monopolizing it.

• • •

Every advertisement will reach its destination if it gets the right directions.

A. A. B.

GOOD CLERKS.

A cheap clerk will cost more money in the long run and make half as much profit for a merchant as a higher priced clerk.

A well paid man loves his employer and watches his employer's interests and saves his employer's profits.

A cheap clerk does neither and because of his enforced poverty, he sometimes becomes dishonest. "The laborer is worthy of his hire," and the "higher" it is the more worthy he is.

BUSINESS MANAGEMENT

By Howard R. Wellington.

A RETAIL MERCHANT'S ACCOUNT.

The object of the suggestions outlined and the methods described in these articles is to give the small retailer assistance in keeping a record of his business transactions in the simplest way possible, without involving too much work for himself or his assistant. In almost every business there are a comparatively large number of "credit sales," and the recording of these sales forms the principal part of the retailer's bookkeeping. No one system could be outlined which would answer all requirements, but no doubt some suggestions of practical and "workable" methods will lead to the adoption of some labor-saving ideas.

The question constantly before the merchant should be, "Is it possible to record these transactions in a shorter and more effective manner?" For instance, in the case of using the duplicate sales slip, the goods are fully described on the ticket handed to the customer when purchasing the goods, the items are then copied into a day book from the duplicate copy, from the day book in detail to the customer's account in the ledger, and, later, when a statement is demanded, the items are carefully copied for the fourth time on the customer's statement. Think of the work involved! Do you wonder that the poor retailer has no time to arrange for the settlement of his accounts and save his cash discounts?

Another important matter to be considered when the adoption of a system presents itself is the expense involved in working it out, and the danger of having too much system, entailing a large amount of unnecessary labor with no better results than would be produced by a simpler method.

Opening of a Set of Books.

The first step to be taken in opening a set of books is to ascertain the value of the investment. Stock should actually be taken at cost, the amount of accounts receivable and accounts payable ascertained, the amount due in bills receivable and bills payable, a value placed on the premises in which business is carried on (if owned by the storekeeper), also the amount represented in rigs, horses, harness, office fixtures, store fittings and equipment of this nature, the value of fuel on hand, a record of insurance prepaid or due, also of taxes and other rates; the amount of mortgages on property or chattels recorded, and, lastly, the most important of all the assets, the amount of cash on hand in bank.

With these particulars we will suppose that Mr. J. M. Russell is either commencing business or wishes to open a set of books by double entry, which will enable him to keep a simple record of all the transactions which take place in the ordinary course of his daily business.

DR. JANUARY. JOURNAL. 1906. CR.

		Folio.	
CASH—			
Bal. on hand and in bank		2	$ 560 00
MDSE.—			
On hand per stock list		3	2,650 00
EQUIPMENT—			
Rigs, horses, harness, store fixtures, etc.		4	600 00
REAL ESTATE—			
Store and lot	$5 000 00		
Mortgage	2,000 00		
		5	3,000 00
EXPENSE—			
Coal, on hand	45 60		
Wood, on hand	20 00		
Insurance, prepaid	50 00		
		6	115 00
BILLS RECEIVABLE—			
Note, J. Brown, due 1/6/05	80 00	7	
" S. Jones, " 2/5/06	100 00	7	
" T. Mott, " 1/3/06	60 00	7	
" S. Osler, " 1/4/06	40 00	7	
			280 00
ACCOUNTS RECEIVABLE—			
Jas. Jones	50 00	8	
T. Brown	40 50	9	
S. Best	50 50	10	
W. West	30 00	11	
			171 00
			$7,376 00

	Folio.	
J. M. Russell's, capital a/c	1	$7,376 00
(This amount represents Mr. J. M, Russell's total assets on commencing business.)		
		$7,376 00

		Folio.	
J. M. Russell, capital a/c		1	$2,350 00
(This amount represents Mr. J. M. Russell's total liabilities on commencing business.)			
BANK—			
Amt. owed bank		12	$2,000 00
BILLS PAYTBLE—			
A. Sim, a/c. due 30/5/06	$ 50 00	13	
S. Tom, " 10/6/06	100 00	13	
T. Mann " 10/7/06	45 00	13	
			195 00
ACCOUNTS PAYABLE—			
T. Thomas a/c	40 00	14	
S. Peter a/c	35 00	15	
R. Ramsay a/c	20 00	16	
			95 00
EXPENSE ACCOUNT—			
Taxes due	45 00	6	
Other rates due	16 00		
			60 00
			$2 350 00

IDEAS FOR THE INDUSTRIOUS

THE ONLY DICE THAT WIN.

By Arthur Brisbane in New York American.

So many people have a secret leaning towards speculation ; are dazzled every day by the sight of a few men made immensely rich by chance ; and lose sight of the many, many more thousands who have made not only nothing, but who have lost all they had.

As you look at the shower of gold in the world it all seems like a gamble, like a game of chance. You do not think of the days and nights of work and toil that went to the gathering up of all this wealth. You see only the gold, the money in rivers and streams. But there is only one road to success in life—the road of industry, energy, thrift.

Industry, energy, thrift. These are the only dice that win.

The lesson is hard to learn for the young. It seems so easy to throw the five little cubes out of the box, so much easier to get the coin without working. The finish is always as in the picture above. You become an old man, with trembling limbs and white hair, without friends, without resources, without hope.

Nature teaches that comfort and success in this life is due to thrift ; that the days when nature was bountiful and showered its riches on us with open hands and asked little exertion from us in return have passed away forever.

Sometimes it may seem, when you hear that stocks have gone up, that men have bought them cheap and sold them dear, as though they were the way to fortune. Then you rush in by the thousand, and behold ! you are the victims of the get-rich-quick swindlers.

There is no such thing as an honest gambler.

Every gamble is a dishonest scheme. You seek to get the other man's money without giving him anything in return.

You are not entitled to one penny in this world unless you have given value in return. If you are in business you know that every promissory note, to be valid, must bear on its face the two words, "value received."

You must give to get.

There is an old-fashioned book, not much read nowadays, Smiles' "Self Help." It points the road to success, to comfort, although if its maxims were too carefully followed by everyone this would indeed become a sordid world.

Everyone cannot become rich. Do not think that industry, energy, thrift, and all the other wise maxims of themselves will bring you fortune. If that were true and everybody in the world hoarded their earnings and denied themselves not only luxuries, but necessities, this, indeed, would be a miserable world, and its progress would be at an end.

But energy, industry and thrift can bring you something better than wealth or fortune. They bring success.

Learn what real success is.

Success is not the mere piling up of riches. Real success is the development of yourself, of your life, of all that is best in you. It means the development of every side of your being.

Success means character.

Success is character. Success means growth along right lines. It is the building up of your intelligence, of your reverence for all that is good and true, the cultivation of your mind, the surrounding of yourself with a real home, with happy wife, and smiling children.

There is no home, no life, no success for the gambler.

Even though he is not a professional, even though he only devotes some of his time, some of his earnings, in worship at the altar of Chance, that partial gambler is a total failure.

He has anxious days and feverish nights who risks what should be devoted to the nobler ends of life, to making himself complete ; who throws it on the green cloth, who watches the snake-like tape coming from the "ticker," who gazes at a bunch of horses running round a ring.

Give it all up !

Give yourself an object in life. Read books, learn what great men have done. Learn even what has been done by men who never became great. There is none of us, however poorly equipped by nature, who cannot make his life all a success. It does not need the intellect of a Napoleon or the persistent energy of an Edison to have real success.

IMPORTANCE OF PROMPTNESS.

From New York Commercial.

A young man who is working for a large retail store went one day to the man at the head of his department and said : "Would you mind letting me know why I don't get on as fast as some of the men in the establishment ? Is it because I have less aptitude ?"

"Your time card will give the reason," answered the questioned man. "Instead of coming a few minutes late two or three mornings a week come fifteen minutes ahead of time and stand waiting to begin work."

Every capable business man places a high value on promptness to do the thing just on time or a little ahead of time, but never just a little after time. And well he may, for "Habit is second nature or ten times nature." And it does not take a man long to acquire the habit of delaying his work. The man who is lax with his work usually has a shambling walk, a drawling manner, while the man who is prompt goes about his business as if he had a purpose in life. A well known New York broker was waiting for his train one night, when a man stepped up to him and queried : "Aren't you Mr. S. of Portchester ?"

"I am he," came the modest answer.

"Well, I'm not surprised," was the comment. "I've heard my friend speak of you as a great broker and wondered if it is largely a matter of luck. But if you're as prompt in handling people's affairs as you are in meeting your train every day it's not to be wondered that your customers place confidence in you."

Said a successful business man the other day : "Do you want to know why I increase my business each year and my friend across the way is glad to make ends meet ? I'll explain in a nutshell. I'm prompt and he isn't. I'm down at this desk before my manager comes to consult me. I never start a day's work without planning, and the only way to plan is to begin promptly. I've been in our friend's office many a time and what do I find there ? He's usually hunting for something among the rubbish in his desk, where there are bushels of letters and papers piled up. Yet he always is hurrying, pushing and driving his employes, telling them that everything is behind and urging them to get through with more work. Everything is in confusion, and why ? Just because the man at the helm delays, he is not prompt. I'm always calm and cool. It does not matter how hard business is pressing, because I give myself time to find out what I've got to do, and then I go ahead and do it."

The man who delays always is working and never finds time for recreation. A young man who works for his father said one day : "It's strange I'm working all day and I don't find time for pleasure."

"That's because you're not prompt," the father answered. "You think you're working when you're pulling yourself together to begin."

Men of affairs arrange their work so as to enjoy recreation every day, be it automobiling, yachting, golf or hunting. There are plenty of energetic men who begin their day's work with a long walk or ride. One energetic man is up and dressed at 5 o'clock to enjoy an hour each day with his horse before reaching his place of business. As he puts it : "My mornings belong to my horse and my evenings to my family."

DWIGHT L. MOODY.

Dwight L. Moody was a shoe clerk before he was an evangelist and he was as good a seller as he was a soul saver. Beginning in Boston, he removed to Chicago, where he worked for a big firm and sold more shoes than any other clerk in the store. It was a jobbing as well as a retail business and Moody was advanced to the position of adjuster. He made as good a collector as he had a salesman.

There's no moral to this, except that energy and application are good in any line of work.

It sometimes happens that in getting out of a rut a man finds himself in a hole.

TORONTO PURE FOOD EXHIBITION

Under the Auspices of the Grocers' Section of the R M A.

The Pure Food Show now in progress deserves public and trade support. It has not reached the zenith of pure food show possibility, but it is a move in the right direction; it is an educator, and education is undoubtedly the panacea for social and economic ills. To undertake such a show bespeaks a vast store of energy and a good deal of courage. Grocers, especially good ones, are busy men, and Messrs. Geo. Good, M. Moyer, and F. C. Higgins are deserving of all the encouragement the trade can spare in their enterprise. It is not suggested that they are simon pure philanthropists. Samuel Smiles' "Self Help" is more to their purpose; but that's why they have succeeded. They have assembled in the big hall scores of food producers whose business it is to interest the public in their wares; they have provided abundant musical entertainment for their patrons, and better yet, they have provided a series of very interesting lectures on foods and food preparation by the ablest Government experts. The grocer within reach who does not patronize the show is unworthy his position as a purveyor of the food stuffs of the people.

In a town that has to whoop it up every year for the Canadian National Exhibition, as Toronto has, it is pretty hard to grow enthusiastic over a facsimile in miniature of a small section of the Canadian National Exhibition even if it is labeled "Pure Food Show." But it is a perfectly legitimate enterprise for the gentlemen who are managing it, and if the springs of enthusiasm have been exhausted, that's no fault of the show. Many people have gone and learned a lot, and if they didn't learn more it was their own fault. The fact that in addition to a better insight into food stuffs they gathered some information about toilet soaps, stoves, electric fixtures, palmistry, woodenware, loose leaf account books, musical instruments, egg carriers, sewing machines, mattresses, dressmaking, stove polish, and cash registers will do them no harm.

The Scope of It.

There are altogether seventy booths, and most of them are occupied. It was stated by one of the managers that 500 people were engaged in the various booths. The programme, without giving the names of the speakers, gives the following list of subjects upon which lectures are to be given: Vinegar and its use as a food, spices, flour and bread, all kinds of cereals, lard and substances used for shortening, honey and maple syrup, fruit and all its preparations, butter, cheese and milk, coffee, tea, chocolate, the different values of the different things we eat.

The show is housed in Massey Hall and occupies the ground floor of the main auditorium, from which the seats have been removed, and the basement. On the main floor are forty booths, arranged to form a maze and encourage the impression of largeness. Much care has been given by the exhibitors to the decoration of their stalls and the arrangement of the exhibits, and there isn't an unattractive one in the lot.

Things to be Seen.

Entering by the east door the visitor comes first upon the booth of the Canada Maple Exchange with a fine display of the sweets of Canada's national tree. Todhunter & Mitchell, the spice and coffee firm, are located at the opposite corner overlooking the inner circle of the show. Theirs is the class of goods oftenest adulterated and their display of the various grades of absolutely pure gingers, peppers and other spices is interesting and instructive. The name and fame of this firm of spice millers is sufficient guarantee that the commodities shown are the real thing.

There's no missing the Egg-o-See booth across the way. Its characteristic packages are arranged to catch the eye and when people see their breakfast staring them in the face they can't resist the temptation to say a word to the pretty girl in charge.

At the opposite corner of the same section Minto Bros. are located with an enticing display of Melagama tea, one of the choicest growths of famed Ceylon.

Not Much Demonstration.

Being a pure food show, one is struck by the lack of demonstration. It is merely "taste and know," or just "Here we are, look at us." The Quaker molasses candy man has improved on that and from his point of vantage shows the process of manufacture, and being the only candy booth in the show drives a thriving trade besides. On either hand is a condensed milk display, the one Borden's, the other Truro. Condensed milk is getting a footing for domestic consumption, and a great many people listen to the explanations of the attendants with interest. The other occupant of this section is Lamont, Corliss & Co., of Montreal.

From Sunny Ceylon.

Getting round to the south-east corner one meets a display of red roses and a delicious odor of the beverage that cheers, and they indicate the Red Rose tea booth. Here again it is drink and be convinced that "Red Rose tea is good tea." Judging by the stack of orders filed the argument went down with a good many.

Across the aisle T. A. Lytle & Co. display attractively an assortment of vinegars, pickles and relishes. In this line Canadians are beginning, because of the efforts of such firms as this, to appreciate the domestic product.

Always at a Food Show.

Next door is a salt exhibition by the Toronto Salt Works. The staple is shown in all its forms. Farther on is MacLaren's Imperial Cheese. One knows it must be somewhere in the show, because wherever pure food stuffs are gathered together there is MacLaren's Imperial in the midst of them. "Gum by the ton" might be the label of the booth opposite. It is the display of the American Chicle Co., the largest producers of gum in the world. On the same thoroughfare is an attractive display of Kkovah jellies.

On the opposite side of the room the virtues and delicacy of Shredded Wheat Biscuits are set forth. Grimm & Co. have another attractive and seasonable display of maple syrup and sugar and the Imperial Extract Co. make an array of flavoring essences that exhausts the list in that line.

The adjacent section includes a booth where Lowney's cocoa is dispensed to win custom on its excellence, Norka, the delicious, tempts the seeker after breakfast food to forsake his present fad and next door G. F. Sutton, Sons & Co., of London, England, offer for the delectation of the tired palate a large assortment of their high-class pickles and such delicacies.

In the Lower Regions.

Below stairs appurtenances rather than food stuffs predominate. Of these woodenware is prominent and the display of the Taylor-Scott Broom Co. deserves to be studied by every grocer as an excellent illustration of tasteful and attractive display of these important lines. United Factories, Limited, also make a fine display. The National Cash Register is displayed as a necessary equipment in every progressive grocery plant. The side shows are here, too, and consist of a gipsy palm-reading layout and a moving picture entertainment. Some of this is funny if not edifying, but one number on the programme, a murder, robbery, pursuit and lynching in a western mining town is not a desirable kind of entertainment, especially for women and children.

The Entertainment.

A story of the show would be incomplete without mention of the musical entertainment provided. On the main floor the Cleveland Ladies' Orchestra performs hourly, and below stairs the Lyra Ladies' Orchestra and Band furnishes a continuous programme with a Punch and Judy show interspersed. On Saturday last, afternoon and evening, the premier attraction, Sousa's Band, induced an attendance that taxed the capacity of the show. Occasionally Mary Florence Stevens, H. Ruthven McDonald, H. G. Morris, C. L. Abbott, Bennett, vocalists, added to the interest of the musical entertainment. The show will continue to April 14.

PACKING CO. TO REORGANIZE.

A report is current that the Petrolia Packing Company is to be reorganized. It is said that promises have been made by English capitalists to support the scheme provided local financiers will take the matter in hand. The whole business of the old company will be offered for sale shortly, and will form the title to the new purchasers.

RETAIL GROCERS IN CONVENTION.

Fifteen out of the five thousand retailers of groceries in Ontario met in the lecture room of the Pure Food Show, Toronto, on Tuesday morning and opened the second provincial retail grocers' convention. In the afternoon the attendance increased to the maximum, thirty-four. But it is usually few who do the work of reform and improvement while the many who reap the benefits sit idly by or perhaps find fault.

The attendance, however, was not a response to a general invitation to the grocers of the province. Technically it was termed the Provincial Committee of the Grocers' Section of the Retail Merchants' Association, and every grocers' section throughout the province was entitled to representation. Seventeen responded.

There were two features to the convention, the addresses of Dr. Anthony McGill, analyst of the pure food branch of the Department of Inland Revenue, and the discussion of the relations of wholesaler and retailer with a view to defining the advantageous line of cleavage. To facilitate the latter consideration a deputation representing the Wholesale Grocers' Guild, T. Kinnear, the Ontario president, H. C. Beckett, Hamilton, and F. M. Sloan, met a committee of the convention Tuesday evening in the rooms of the Retail Merchants' Association, Richmond street.

F. C. Higgins, Toronto, presided over the convention and in opening the proceedings paid special attention to the question of the wholesaler cutting in on the retailer's ground.

In the States, he told them, this marauding tendency of the wholesaler has been dealt with in two ways, in Philadelphia, for example, by co-operative buying, utilizing a $150,000 warehouse with a $300,000 stock, and in California by mutual arrangement recognizing and conserving a legitimate field for both sections of the trade. One or other method had to be adopted here.

"The situation in Toronto is one of chaos," pursued the speaker. "The retailers are not going to stand idly by and see their trade taken away by the men they are supporting. Heretofore we lacked that united action and force that would accomplish anything."

Manufacturers, wholesalers and retailers, continued the chairman, should join in adopting the price contract plan of distributing goods. That was the solution of the whole difficulty. Thereby the manufacturer would fix the price his goods were to be sold at to the consumer. He read a letter from Mr. Newbury, a Californian with 14 large retail groceries, to the Armours pointing out that it was a shame that retailers had to handle the output of any manufacturer at less than the cost of doing business because a few pirates wished to cut for advertising purposes. He stated that retailers naturally pushed other lines to the detriment of Armour's.

Three Resolutions.

When Mr. Higgins called for resolutions on any subject the delegates might desire to bring to the attention of the convention it was evident no one had been losing sleep over matters relating to "the good of the order." None of the delegates seemed to have anything on their minds, so Secretary Trowern submitted the three following:

"(1) That it is the opinion of the retail grocers of the Province of Ontario that the time has arrived when the three classes, the manufacturers, the wholesalers and retailers, must be defined and each take their own and their exclusive place in the distribution of merchandise in the grocery line.

Co-Operation of Interests.

"(2) That it is the opinion of the retail grocers of the Province of Ontario that much good can be accomplished by co-operation of the three interests, the manufacturers, the wholesalers and the retailers, and that we believe that the present Criminal Code, which prohibits the three classes from entering into any fair agreement between one another and which allows the laboring classes and their employers to enter into agreements, is unfair and that we do all in our power to assist the Dominion association to have the present criminal law amended.

Boycott Price-Cutters.

"(3) That it be an instruction from this meeting to all of our members throughout the Province of Ontario and a recommendation to the other provincial grocers' committees in Canada that when the goods of any manufacturer are sold in the stores of price-cutters, and when those manufacturers have been notified to that effect and requested to have the practice stopped and they take no notice of the same, that we notify our members of this condition and that they do not make any further purchases of those goods."

Retailer Should Guarantee Goods.

Discussion of the resolutions was reserved, and Dr. Anthony McGill, of the Dominion Inland Revenue Department, present as a lecturer in connection with the Pure Food Show, said a few words. Besides being a necessary medium of distribution between the manufacturer and the consumer the retailer should, the doctor contended, be a guarantor of the goods he handles. The number of men who took that conscious view of their work was increasing. He and a friend in the Washington service had been trying for years to direct domestic tests for the purity of food stuffs. But aside from tests when an article was put on the market much cheaper than standard goods, merchants should be suspicious and get a test made.

"The grocer does not realize his importance in the community," asserted Mr. Higgins. "To be a grocer is not anything to be ashamed of, and if we know our business and are conducting it on right lines we should hold our heads high in the community, because we stand between the unscrupulous manufacturer and the consumer."

Just Wholesale and Retail.

After luncheon the first of the resolutions was discussed a little, but the delegates were not very spontaneous with ideas on the subject. Mr. Ellis, of Ottawa, thought it should deal only with the wholesalers and retailers, leaving the sphere of the manufacturers for arrangement between themselves and the wholesalers. That found favor with the convention and with that change the resolution was adopted.

It was announced that Thos. Kinnear, president of the Ontario Wholesale Grocers' Guild, had expressed a desire that a deputation of the wholesalers be permitted to address the convention. It was decided to meet them that evening and to make sure of an attendance a committee was named for the purpose, including the chairman, Messrs. Ellis, Ottawa; Cornell, Peterboro; McMurtry, Bowmanville; Darnley, Preston; Haddy, Bowmanville; Ford, Ottawa; Mills, Sarnia; Erskin, Atwood; Earls, Lucknow; Engel, Hanover; Mundy, Bracebridge; Moyer, Walker, Giles and Bond, Toronto.

Reasons for Food Inspection.

Then Dr. McGill was heard and sketched hurriedly but very interestingly the history of the governmental supervision of food products. But first he submitted five reasons for such supervision: 1. The great importance of the question because good digestion was the foundation of national progress. 2. To distinguish between sound and unsound foods required expert knowledge and tests the individual was not in a position to make. 3. The health of the poorer classes dependent on cheaper foods was just as important as that of the wealthy. 4. Knowledge of the quality of an article offered for food should precede consumption. 5. There is a very rapidly increasing manufacture on a large scale of food that used to be made at home.

Difficulty of Definitions.

One great difficulty in the way of enforcement has been to determine the chemical standards of many foods. Milk from the cow may vary in its percentage of butter fat from 6 to 2½ per cent. So with the percentage of gluten in flour. The question has been settled in regard to a great many substances by specific acts of Parliament and for six or seven years a committee of which Dr. McGill is a member has been working at Washington formulating definitions.

Within a few decades science has placed at the disposal of manufacturers many substances for adulteration, such as glucose, cottonseed oil, the coal tar dyes and chemical preservatives.

Grocer Should Know.

The grocer should assume responsibility for the genuineness of the articles he sells, and to that end should inform himself on the subject. Tests will be made upon request by the Government for a charge of not more than $5. A grocer should be suspicious of low-priced goods, and for his own reputation it is worth while getting an analysis of doubtful articles. It has been found in Massachusetts that the publication of the results of analyses is a more powerful deterrent against adulteration than the exaction of penalties.

With the Wholesalers.

While the conference with the wholesalers in the evening may have been merely a diplomatic exchange of courtesies, the two parties found themselves on surprisingly similar grounds in regard to the questions at issue and if the views there expressed find a hearty endorsation in the wholesalers' guild and the retailers of the province, the end of price-cutting, except by the so-called "pirates" in the grocery trade is in sight.

(Concluded on page 33.)

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Bode's Gum Co., Montreal.
Bradshaw, I. D., Toronto.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mclure & Langley, Toronto.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Nelson H. W. & Co., Toronto
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Benedict, F. L., Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Bowman, John, & Son, Rossport, Ont.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts A. E. & Co., London, Eng.
Vincentelli, P. & F., Antwerp.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Millman W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
American Pure Food Co., Montreal.
Egg-O-See, Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co, Goderich.
McFall A. A., Bolton, Ont.
McLeod Milling Co, Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Saratoga Chips Co., Hamilton, Ont.
Stevens, F. B, & Co., Chatham, Ont.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Major, S. J., Ottawa.
Robertson, Geo, & Son, Kingston.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fittings.
Fletcher Mfg. Co., Toronto.
Walker Pivoted Bin & Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Copeland-Chatterson Co., Toronto.
Crain, Rolla L. Co., Ottawa.

Malt Extract.
Sleeman, Geo., Guelph, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dominion Brokerage Co., Calgara, Alta.
Dunn, Wm. H., Montreal and Toronto.
Fellowes & Fellowes, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McLauchlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Tees & Persse, Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Western Cartage Co., Calgary, Alta.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's— Rose & Laflamme, Montreal.
Purnell, Webb & Co, Bristol, Eng.
Rowat's Pickles, Montreal.
Suaut Co.
Sutton, G. F., Sons & Co., London, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Oakey, John, & Sons, London, Eng

Polishes—Stove.
James' Dome, W. G. A. Lambe & Co. Toronto.
Morse Bros., Canton, Mass.

Poultry and Cattle Food
Bate, H. N., & Sons, Ottawa,

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Dominion Salt Agency, London, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
Duncan Co., Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
American Pure Food Co., Montreal.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Kenney, T., & Son., Hallerton, Que.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Beflin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville & Co., Winnipeg and Brandon
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Salada Tea Co., Montreal and Toronto.
Minto Bros., Toronto.
Mokara Mills Montreal.
Symington, T., Edinburgh, Scot.
Todhunter, Mitchell & Co., Toronto.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
Wilson, W. H., Co. Tillsonburg, Ont.

Washing Compound.
Fairbank, N. K. Co., Montreal.
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Wines, Liquors, Etc.
Beland, B. O., Montreal.
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MERCHANT AS PUBLICIST.

New York telephone users are saving $1,525,000 annually because the Merchants' Association took up the question of rates and after a thorough investigation made an agreement with the company to reduce rates. That was only one of a hundred things the Merchants' Association of New York did last year.

Every business man in Canada should know about that association and its work. The year book just published, an artistic brochure of forty pages, and the membership list, elegant in every typographical detail, is a revelation of what can be attempted and done in regard to matters of public policy by organized business effort. The subjects dealt with last year are too numerous to mention here in detail, but here is the classification of the year book: Public utilities, franchises, domestic commerce, foreign and colonial relations, water supply and insurance, municipal finance, business law, taxation, judicial administration, city transportation, streets and pavements, over-charges by hack drivers, and various subjects.

The association arranged with the railways for special rates to New York for out-of-town merchants during the two buying seasons and 7,000 merchants took advantage of them, including many who had not been accustomed to make purchases in that market.

The association had on January 1 a membership of 1,059, an increase of 330 during the year. The expenses for the year totalled $53,890. They employ a staff of experts. They have a secretary, business manager, editor and statistician and legal counsel. The association work is carried on largely by special committees appointed for the purpose.

Of course such an organization requires a New York to back it; but the work it does for New York, the business men of every town in Canada might be doing locally through the boards of trade.

A BILL TO BE KILLED.

Every retail grocer in Ontario should send a letter or post card to his representative in the Legislature asking him to oppose Mr. Downey's bill to amend the Pharmacy Act. The purpose of the bill is to prohibit dealing in drugs by a joint stock company unless every member of the company is a qualified druggist. At present every such company must employ qualified chemists to dispense drugs and poisons. That is for the protection of the public. This act of Mr. Downey's is for the protection of the druggists, simply to prohibit competition and enable a privileged few to perpetuate a system that has given rise to the saying, "As dear as doctor's stuff."

The next move will be to prohibit anyone but druggists from selling proprietary medicines. There would be quite as much justification for it as for this bill of Mr. Downey's. Class legislation to benefit the few at the expense of the many is not in the public interest and aside altogether from their own interests, which are next in line of attack, retailers should do what they can to oppose this iniquitous bill.

COURTESY DEMANDED.

Recently a valued reader of this paper asked us why we didn't teach some lessons in courtesy to bookkeepers and other subordinate officers of wholesale firms. It had been his experience that these persons were in several instances abusing their authority and behaving in a careless and discourteous manner to customers. We wonder if this will not account for breaks which have occurred in the relationships between some jobbers and their old customers—breaks for which the former have long sought to discover the cause.

If we are to believe our correspondent there is a great deal of discourtesy evinced in letters coming from certain Canadian wholesale houses. Simple questions are answered curtly or not at all; when explanations are requested why such and such a thing was not done, the reply comes couched in autocratic terms. Of course these letters were not written by the principals, nor were they dictated by salesmen. Certainly the travelers had nothing to do with them. They must have come from employes not directly connected with the sales department. Perhaps if their authors realized how they were undoing the hard work of salesmen and travelers, they would not allow their impatience and their superior airs to express themselves in their correspondence.

A CUSTOMER WAS LOST.

There was a mad commercial traveler in a provincial town the other day; not a candidate for a straight jacket. His mind was sound enough, but he was mad clear through. He was saying things, too, but the young man he was praying for was safely and probably comfortably ensconced behind a ledger in the big wholesale house the traveler represented.

After a good deal of painstaking effort the salesman had made a customer of a man with a considerable trade in the town where he was. This was his next trip, and he had approached his new patron with a very kindly feeling. He met with a marked lack of cordiality and the statement that the merchant did not care to continue business relations with his firm.

The customer had written to the firm and had received a discourteous reply from the gentleman behind the ledger.

Courtesy is so cheap a commodity that many young men, and a few older ones, disregard it. They couldn't make a greater mistake. An engineer might as well try to run new machinery without oil. A florist might as well attempt to grow roses without sunshine.

Discourtesy as a response to impertinence is not justifiable, but to be discourteous when one is asked to grant a favor is a crime against one's better self.

There is a saying by a very ancient gentleman that might support the natural kindliness of some young men of business if they would bear it in mind: "No man can do me an injury because no man can make me misbehave myself."

A STRONG CHEESE SITUATION.

The present situation of the cheese market is an extraordinary strong one, and the prospects for the coming season are very encouraging. The demand for Canadian cheese on the English market is most encouraging. Buyers there are discriminating in its favor in a most decided manner. It is very evident that the opportunity for Canadian dairy industries was never more promising, and it is greatly to be hoped that the industries themselves will be equal to the occasion, and set themselves to meet every demand, especially that of quality.

ITALY AS A MARKET FOR CANADIAN PRODUCTS

Few people in Canada realize what a change has come over Italy in the last few years. Most of us know that country from our ancient histories and from the hard working, but ignorant and excitable navvies who build our railways and work on our big contracts.

From a number of small kingdoms, Italy has developed into a strong united nation, apparently determined to get and hold a leading place in the commercial world. They are now endeavoring to open new channels for trade by the appointment of commercial agents.

Some time ago the arrival of Marquis Doria, who was sent to Canada to see whether trade between this country and Italy could not be developed, was recorded in these columns. During the last few weeks the marquis has seen many Canadians—leading representatives of the political and commercial life of the country—and has opened our eyes to the possibilities for a really valuable exchange of products and has suggested the advisability of the encouragement of a direct steamship line between Mediterranean ports and Canada.

It would open a most valuable part of Europe for Canadian trade. Such a line would be of much more importance to Canada than even our Australian, Mexican or South African routes, because we could place our farm products and many of our manufactures in a short time right among an immense consuming population. Such a line would open a market for Canadian shippers and importers, a district not now touched by Canada at all, Southern France, Switzerland, Northern Italy and Austria, and all these countries are just beginning to take an interest in Canada. Switzerland has been importing cattle from Canada and one Canadian cattle exporter has informed us that he could guarantee 500 head of cattle a month for the Swiss trade alone. Switzerland has of late years been importing on an average about 44,000 head of cattle per annum. Argentine Republic is trying to get that trade.

Austrian and Italian manufacturers, particularly the former, have awakened to the opportunities of the Canadian market given them over their rivals in Germany, who are handicapped by a surtax, and during the last two years there has been a very large increase in the shipment of Austrian goods to this country.

Perhaps the most important development from such a line would be to get us a class of emigrant we unfortunately have had very few of in this country. Natives of Northern Italy are nearly all successful farmers, nearly 2,000,000 of them having settled in Argentina, and are competing strongly with Canada in the European markets for farm products. They are an intelligent class of farmers and 90 per cent. of them can read and write and have a fairly good education. They are industrious, economical and good citizens.

If Canada is to take advantage of trade opportunities with Italy and other countries on the Mediterranean, it is imperatively necessary that a line of steamers should run regularly between this country and ports on that sea. There are no less than 14 lines of steamers running between Italian ports and the United States, while between South American ports and Italy there are five lines.

It is obviously time, therefore, that Canada made some effort to inaugurate a direct service. Besides attracting trade a direct line of steamers to a Canadian port would naturally be used by travelers and immigrants from Italy who were desirous of reaching the Western States.

Italy is a country which, while producing a great many things that this country requires, is also a large importing country. She imports about $12,000,000 worth of machinery, to say nothing of about 5,000 tons of agricultural implements, from plows to reapers. The imports of lumber aggregate about $13,000,000; of coal, 5,000,000 tons; of wood pulp, 30,000 tons. Large quantities of dried fish are also imported by Italy, so that in this article of merchandise alone a direct line of steamships would prove beneficial to a staple Canadian industry which is not at the present time in a flourishing condition. Another Canadian industry which would be benefited by a direct line would be the wheat industry. Italy imports on an average of about 30,000,000 bushels per annum. Last year she imported over 40,000,000 bushels.

Our trade with France would also naturally be benefited by a line of steamships such as that advocated, for it would doubtless touch at French ports in the Mediterranean as well as at Italian ports, and as every business man is aware, many of the French products which are well known in this country are produced in Southern France

Canada is likely to have a creditable display of her products at the Milan exhibition which is to be opened about the end of April. If this exhibition is followed up by the inauguration of a steamship line between Italy and Canada, as well as by other businesslike efforts, this country should benefit a great deal from the exhibition. Otherwise, whatever benefit the exhibition might be to Canadian products is likely to be greatly minimized.

AN ENTERPRISING FIRM.

Connors Bros., Limited, of Black's Harbour, N.B., are sending out advice of the purchase of the plant of the Beaver Harbour Trading Co. By this purchase they secure one of the largest factories on the Bay of Fundy.

It is situated on the beautiful Harbour of Beaver, which is the home of a large number of industrious fishermen, and fish are received at the factory every day, and prepared at once for canning purposes.

At Black's Harbour, Connors Bros. control three large factories, which they have equipped with modern machinery, and have been kept going to their full capacity in order to supply the demands of a rapidly growing trade.

Fish (as in Beaver Harbour) are prepared the same day as caught.

Notwithstanding the keenest competition in price, etc., this firm, by their close attention to business, promptness and square dealings with customers, and by keeping up the quality of the pack of Brunswick Sea Foods (of which we understand they guarantee every tin they pack) have won the confidence of the trade and built up a business that they are to be congratulated on.

Their goods are sold over North America and West Indies, but the largest portion is sold in Canada. They cater only to the wholesale trade.

Connors Bros. invite all their friends and customers to visit their plants, either at Black's or Beaver Harbour, where they will be shown through the works and in every way accorded respectful treatment."

DOES NOT INTERFERE.

The newspaper reports of the recent fire at the F. W. Fearman Co.'s factory at Hamilton are greatly exaggerated. In reply to inquiries of The Canadian Grocer the company state:

"Editor Canadian Grocer:—

"Gentlemen: With regard to the fire in our plant Saturday afternoon we are pleased to say that it will not interfere with our business in any way. We started in at once to repair and rebuild. We are in a position to fill all orders as usual.

"Yours truly,

"F. W. FEARMAN CO., LTD."

THE SPANIARD ON THE WAR PATH.

The enterprising Spaniard who has been writing seductive letters to business men all over Canada is as versatile as he is persistent. The following letter reproduced with original spelling received by Mr. McIntosh of P. McIntosh & Sons, cereal millers, Toronto, is without doubt a very artistic production and to the uninitiated might have proved a tempting bait. But as there was no female relative by the name of Mary in the McIntosh family and as another Toronto gentleman received a letter, with the exception of the names, identical with this one, all the ingenuity displayed came to nought. If the letter writer should turn his talents towards the production of melodramas or historical novels he might be able to earn a semi-honest living.

Castle Fort of Barracar, 27, 5, 1905.

Dear Sir and Relative—Having not the honor to know you, but for the references which my dead wife, Mary MacIntosh, your relative gave me, who mentioning the individuals of our family, praised the honest and good qualities that distinguish you, I address myself you for the first time, and perhaps the last one considering the grave state of my health, explaining you my sad position and requesting your protection for my only daughter 15 years old, that I keep as a pensioner in the College of Ste. Elena.

Being a secretary and treasurer of Mr. Martinez Campos in the last war of Cuba and deserving the confidence of such an illustrious gentleman, placing my capital in public funds transactions, so that I might make a brilliant position for my daughter whom I love with passion since when her mother died, now my fortune increase fast, have been happy had my protector continued at the end of the campaign, as no sooner was replaced by the General Weyler that my misfortune presented itself, as I could not succeed in making him company to Spain, and not being in my power to see Cuba republic but as we were victims of the greatest treason I was obliged to emigrate in English ground taking along with me my money valued to £29,000, twenty and nine thousand pounds, after having resided some time in London I received the sad news my wife had died leaving my dear daughter in despair and without help, in this sad situation I found myself in the necessity of coming to Spain to help my daughter and bring her in my company to your country.

Before starting considering as important to take along with me this respectable sum of money I decided to place it in a good bank, in London (that you only will know if you accept my proposal) against a special private contract and only as a deposit, as it appears in the security document payable to the bearer, that the Bank gave me a guarantee, which document I hidden in a concealed hollow of my portmanteau very well made, which the most keenest eyes cannot find out. When very satisfied that the money was in security I started for Spain to help my daughter, when I was discovered by the military authorities, brought immediately before the Goberment Militar of Caragena and condemned to 18 years penal servitude destined to undergo my condemn at this Castle, where I bitterly suffer, deprived of all communication from outside. When I was sentenced my equipage and the portmanteau have been confiscated, this embargo was made as a guarantee for the payment of the costs of my process, but paying the costs of this embargo will be raised, I am only visited by the chaplain of the Castle, who beside being my confessor is my best friend, thanks to him, that seeing my grave state of health I can write you this letter. As I am strictly watched for my politics enemies, you do not reveal to nobody the most insignificant detail of my secrecy. I trust in your discretion and induces me the noble wish pretending your protection for my daughter who perhaps I may no be able to see her again.

If you are disposed to be the protector of my daughter I will to call on a notary to make my last will, appoint you her guardian, I shall manage to send the respectable chaplain with my dear daughter to your house also the equipage, we will act then accordingly for getting my capital, will be granted to my daughter Julia, in my testament, and a part besides for you and your family as a justly reward.

As it is prohibited to me to receive any direct public correspondence, I entreat you in that case you accept the guardianship, I expect your promptly reply by cable to the address of the servant of my protector the chaplain, writing only in the cable the name of the town and your surname (Herewith enough to know your help) makes not your reply by letter by cause easy to understand and in the last term for my broken state of health. If by chance, and in the unexpected case, you were helpless to practise the guardianship of my daughter, it is my desire that your relation more near take the charge of the tutelage, in this case, say me the name and surname of your successor in your cablegram, to execute my last will.

I trust in your discretion the future of my daughter, meantime I remain yours faithfully and relative,

Estanislas Cortina.

TIME TO DISPLAY BROOMS AND BRUSHES.

About woodenware, do you handle it? You do. Then are you making out of it all you can? Just what profit it is paying you is a matter of accounting with which we're not concerned here, except to say every business should include such a system of account-keeping that each department will show its own gains or losses. The question now is: Are you presenting woodenware in a manner to attract attention and increase sales? Some people object to arm-chair suggestions about business, but every newspaper is supposed to do some thinking for its subscribers.

If you have not given this subject special attention it's pretty good betting you have these things distributed all over the store—tubs in the back shop, pails stocked in a dark corner, boot brushes in a drawer, scrub brushes in a soap box under the counter, brooms behind the refrigerator, and the whisks hung up somewhere as fly catchers. That's not the way it is done in the big departmental stores. They pay money, and a lot of it, too, for system, and send men long distances just to see things. There isn't a merchant in Canada that hasn't been through one of those systemized general stores, and every one that had his wits about him saw that all the things we class generally as woodenware, and articles akin, were assembled to make up a department.

But it isn't enough to get them together. If a man had the finest line of woodenware in the world, and stocked it in a heap in a corner, it would dry up and blow away before anyone would buy. Some time ago a big Montreal wholesale firm was burned out badly—the place was a wreck. Prior to that it had been the custom of the underwriters to take what they could get for the stock damaged but not totally destroyed. This time an American firm who made a specialty of it were brought in to dispose of the salvage. They took a vacant building and occupied some time arranging the goods. When they were ready to sell they invited the members of the burned-out firm to an inspection, and to say they were surprised doesn't express their feeling at all; they were astounded at the transformation effected. Of course the sale was a success, and the sum realized was far in excess of what had been supposed possible. It was all because study and care was given to the appearance of the stock.

In the window of a big marble-fronted Toronto hardware and furnishing store there is a board about 18 by 24 inches, covered with a dark red material, and on it is a display of brushes that would attract attention anywhere, and they are just ordinary brushes: it's the grouping that tells. If the same brushes were heaped in a corner they would never be noticed.

This is the time of the year when the housecleaning cloud is a spot on the domestic horizon, that people need and get to thinking about certain lines, and in a way all lines of woodenware. Why not clear out a space and make a woodenware section? It need not be large. It is not so much a question of space as of arrangement. Make it look as if you had some ideas about taste and display, whether you have or not, and it will attract attention. Even if you didn't sell a clothespin more it would be worth while for the good impression it would make on your customers, and especially the stranger within the gates.

RETAIL GROCERS IN CONVENTION

(Continued on page 28.)

Mr. Higgins nicely introduced the subject matter of the conference and called upon Mr. Kinnear, who told the retailers he had grown up from their ranks and would like to see a more brotherly feeling existing between retailers and wholesalers. He suggested that they more frequently invite the wholesalers to meet with them. He referred to the Hamilton proceedings against the guild and declared that all the wholesalers wanted was a living profit. The total trade last year was done at something like one per cent. less than running expenses. "You don't want us to live on porridge," he protested.

End of all Desire.

Mr. Beckett, whose enthusiasm for organization is excelled only by his ability in advocating the cause, made the retailers feel that the millennium was just over the hill and a very modest effort would land the grocery trade well within the limits. He deprecated the lack of co-operation between the wholesale and retail organizations. In Hamilton he advocated the retailers attending the guild meetings. If the convention would appoint a committee the Dominion guild to meet in Montreal on the 19th would appoint another to meet them. It cost the wholesaler 7½ per cent. to do business and 60 per cent. of his turn-over was done on a margin of 5 per cent., 2½ per cent. less than the cost of doing business. Why should a retail merchant be working on a margin of 20 to 25 per cent. when the cost of doing business was 20 to 22 per cent. ? And there were manufacturers who had the gall to ask them to handle their goods on a margin of 10 per cent.

Not Married, a Grocer.

Mr. Sloan responded briefly and happily to the call for a speech. He very greatly appreciated being present, but pretended knowledge of nothing but the small profits of the wholesale trade. Brokers came to him every day with new lines they wanted him to handle. "Take some home to your wife," they would say.

He would just look at them and in a little while they would say "Of course you're married aren't you ?" He would tell them, "No, I'm not married ; I'm just a grocer."

Get Together.

It was agreed to co-operate with the Dominion guild in securing an amendment to the Criminal Code to permit of legitimate trade organizations and agreements.

Wednesday morning the convention assembled in the association board room and after hearing the report of the conference with wholesalers adopted resolutions two and three.

The selling by wholesalers to hotels, boarding houses and public institutions was discussed and the following resolution by Mr. Ford, Ottawa, and Mr. Darnley, Preston, was adopted :

"That it is the opinion of this meeting that it is injurious to the retail trade of the province to have wholesale dealers or semi-jobbers sell to hotels, boarding houses, public institutions, steamboats, etc., and that a copy of this resolution be forwarded to the Dominion Wholesale Grocers' Guild."

Discussion of the peddlers' and hawkers' bill occupied some time, the question whether or not farmers should be prevented from peddling stuff they had produced themselves. It was decided on a close vote to make the bill apply to the farmers also. The delegates then waited on the Government to urge the adoption of the bill.

New Officers.

These officers were elected : President, M. Moyer, Toronto ; vice-presidents, Alf. E. Mundy, Bracebridge, and F. W. Ford, Ottawa ; secretary, E. M. Trowern ; treasurer, F. Darnley, Preston.

Those who registered were : F. C. Higgins, Geo. Good, M. Moyer, J. H. Walker, Jas. Eadie, F. A. McClarty, Jno. Gregor, C. F. Barragone, Wm. Hyde, G. Robinson, T. W. Squire, Thos. Nolan, A. Smuggs, J. F. MacLaren, Toronto ; H. C. Ellis, J. W. Ford, Ottawa ; Alf. E. Mundy, Bracebridge ; F. Darnley, Preston ; S. A. Brubacher, Berlin ; F. A. Haddy, Bowmanville ; C. B. Dunke, Berlin ; J. A. Lloyd, Owen Sound ; Jas. McMurtry, Bowmanville ; J. S. Ireland, Mount Forest ; J. D. Mills, Sarnia ; W. R. Erskin, Atwood ; W. J. Earls, Lucknow ; H. H. Engel, Hanover ; J. H. Connal, Peterboro ; Ed. Rinker, Kincardine ; J. Knight, Toronto Junction ; Jno. Sloan, Galt ; J. A. McCrea, Guelph.

A PURE FOOD EXHIBIT.

In the pure food show held at S. Carsley & Co.'s, Montreal, recently, there was one exhibit of great interest. This was that of the St. Charles Condensing Co., Limited, Ingersoll, for which company S. H. Ewing & Sons are Montreal agents. The effect, which was an exceptionally pleasing one, was designed and erected by W. H. Halford, representing S. H. Ewing & Sons, and C. H. Cowles, Canadian traveling representative, and during the time of the exhibition was well managed and looked after, Mr. Halford, particularly, being most assiduous in his work to display and serve the St. Charles Company's products to best advantage. Most satisfactory business is reported through the display, a cut of which we publish herewith.

St. Charles Condensing Co.'s Exhibit at Montreal Pure Food Show.

Mr. E. L. Millward has been succeeded by Roelofson & Roelofson, 152 Bay street, Toronto, as the agents for Sutcliffe & Bingham, Kkovah products. They have the exclusive agency for Ontario.

SMART BAG CO. APPOINTMENT.

In a recent issue we had a notice of the organization of the Smart Bag Company. The new company will operate the factories at Toronto and Winnipeg and will establish a plant in Montreal as well. F. Judd Kennedy, for twelve years with the John Dick Company, will be manager of the Toronto end of the business.

Holbrooks Limited are putting on the Canadian market a line of pickles and also one of malt vinegar suitable for the Canadian trade.

Mr. J. H. Bradwell, Montreal representative of Sutcliffe & Bingham, is spending a few days in Toronto.

MARKETS AND MARKET NOTES

Quebec Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

MONTREAL.

Almonds—Advanced 1c. in shell and 1½c. shelled.
Maple Products—Advances in new syrup.

GROCERIES—Business in grocery circles is reported as being very quiet this week. It is rather surprising in a way, the season being so near the end of Lent and Easter, but when the condition of country roads is taken into consideration, the quiet which prevails is in a measure explained. Collections have not been so good as they might have been, but everything considered they have been fairly satisfactory. Most of the orders being placed by retailers at present are rather small, the goods bought being ordered only in such quantities as are needed for immediate consumption. A survey of the grocery markets in general does not show many changes since last week. A little excitement was caused in the dried fruits by a report from Spain and France to the effect that the crops of almonds and filberts had been seriously injured by frost. In teas there seems to be a firmer feeling for all good lines. Sugar is just about the same as it was last week, the demand being very good. City business in sugar is better than that being transacted in the country owing to the bad country roads. A report from the Barbadoes says that the crop there of molasses is about three-fourths sold. Canned goods are rather quiet and no changes are noticeable on the list. Coffee and spices are being sold in nice quantities. New stock is beginning to arrive in maple syrup and prices have advanced slightly. Other grocery lines are rather quiet.

CANNED GOODS—There is very little of interest to report in canned goods. Wholesalers say that business is almost nil in most lines. Tomatoes are still selling at $1.20, and of course there is the usual good demand there always is when a shortage prevails. In corn and peas there is very little business being transacted. Canned fruits are not active. Gallon apples are still on the market and do not show any change. This applies to all canned goods.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½

Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72
" 2½	2 50	2 47
" 3	2 70	2 67
Pie 3	1 27½	1 25
Pie, not peeled, gal.	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, notpeeled 3	3 81	3 77½
Pie, not peeled, gal.	3 27½	3 25
" gal.		2 50
Pineapples—		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " "		1 57½
3's " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz.	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins		0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz.		1 20
Gallon tins, per doz		3 02½

FISH

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		95
½-lb. " less than 5 cases, "		97½

SUGARS—The situation may be summarized by saying that the market is steady with a fair demand, and prices unchanged. Good city business is reported at present, but in the country where the roads are in bad condition not so many sales are being made. From present indications there is no likelihood of any change in prices for some little time.

Granulated, bbls.	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 75
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " boxes, 50 lbs.	4 85
Extra ground, bbls.	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 40
" 50-lb. boxes	4 60
Phoenix	4 05
Bright coffee	4 00
" yellow	3 95
No. 3 yellow	3 90
No. 2 "	3 80
No. 1 " bbls.	3 70
No. 1 " bags	3 65

MOLASSES AND SYRUPS—Molasses in local markets is reported as being firm and active, the demand being good. A cable from the Barbadoes reports the crop as being three-quarters sold. Dealers cannot yet tell whether or not there will be any changes in advance in prices and will not know until it is found what proportion of Muscovado molasses there is in the remainder of the crop.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½
" ¼-bbls.	0 03
" 35½-lb. pails	1 80
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA—Japans are moving better this week. Those Japans which have been held since last season especially are becoming pretty well cleared up. In China greens, Ping Suey gunpowders are getting cleared up. They are not in such large supply as they have been recently. Young Hysons are quiet. Ceylon greens are held very firm and few Ceylon importing houses have any stock to speak of, so that it is necessary to place orders in Ceylon for import. A few lots of Ceylon green gunpowders have been placed on the market recently and have taken well. Not every house has this line. The tea is small of leaf and well made. It is intended to take the place of China gunpowders. Ceylon blacks are firmer. In fact good teas generally are firmer.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 21
" " pinhead	0 28	0 32
Congous—Moning, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 12½	0 15
Pakling,—boxes	0 15	0 20
fine	0 25	0 30

COFFEE—The business is picking up very well in most lines at present. There is a better inquiry and this of course indicates more business. The prices do

not show any change since last quotations.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 18½	0 19
Rio, No. 7	0 09	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

FOREIGN DRIED FRUITS—Owing to the report which has reached here to the effect that serious damage has been done to the almond and filbert crops in Spain and France, quite a little excitement has prevailed in the dried fruits market. Almonds have advanced one cent a pound in shell, and shelled have gone up one and a half cents, being sold now for 24½c. Filberts in stock here are still selling at the old prices, but new stock will have to be sold about half a cent higher. Other lines of nuts are about the same as usual. The outlook for raisins at present is very good. A Montreal jobber complained this week that there are some old stock prunes of unknown age being offered to retail merchants at present at a very low figure. The standard packers, however, are not selling these nor handling them, in fact, at any price.

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05½
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " " boxes		3 50
" Excelsior Window Clusters,"		4 50
" " ½s		1 35
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½	0 09½
" " choice seeded, in 1-lb. pkgs	0 08½	0 09½
" " 2 crown	0 07½	0 08
" " 3 crown	0 0-	0 08½
" " 4 crown	0 03	0 08½
Prunes—	Per lb.	
30-40s	0 09½	0 09½
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 08
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07½
" " 90-100s		0 06
" " 100-120s		0 05
Currants—		
Filiatras, uncleaned, barrels		0 04½
Fine Filiatras, per lb., in cases		0 05
" " cleaned	0 05½	0 06
" " in 1-lb. cartons		0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

SPICES—An all round better market is expected in the near future, but at present there is not much business in spices. Jamaica gingers are still going up, although the prices here are not yet affected. Pepper and spices are firmer in the primary markets. Nutmegs do not present any new features, the demand being about the same as usual.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 16	0 24½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

RICE AND TAPIOCA—Wholesalers do not find any better demand for tapioca this week than there has been since the price went up to the present figure. Some houses are placing orders in Singapore for April and May delivery. They are paying 4¾c. These shipments will not arrive here before July or August. At that time the market may become a little easier, and possibly there will be a decline in prices.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	3 05
C rice, in less than 10 bag lots	3 15
Tapioca, medium pearl	0 06½

BEANS—The market may be said to be in a waiting condition. Things are rather quiet. Prices are the same as quoted last week. If anything they will be a little lower, from present indications. It is said that one man bought through a broker last week a carload of two-pound beans at $1.45.

Choice prime beans	1 50	1 55
Lower grades	1 50	1 55

HONEY—The demand for honey is very good at present. New comb is very scarce. What there is to be obtained is selling at 15c. Buckwheat commands only 7c.

White clover, extracted tins	0 08	0 09½
" kegs	0 07½	0 08
" comb, new	0 13	0 14
Buckwheat	0 07	0 07½

MAPLE PRODUCTS—The new stock of syrup is arriving daily now and in consequence prices have gone up a little. Manufacturers are kept busy filling new stock orders and expect to have all they can do for the next couple of weeks.

Maple syrup, in wood, per lb	0 05½	0 06
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 08	0 09
Pure Beauce County, per lb	0 08½	0 09

EVAPORATED APPLES—There is no change since last week. The demand is not very great at present, as it never is at this time of year. Stocks, however, are pretty well cleaned up. Prices average 12½c.

FISH—Owing to the recent mild weather the demand for fish has fallen off considerably. The season for frozen fish is nearly over now, but dealers expect a very fair demand for the remainder of the Lenten season. Several lines of fresh stock are beginning to arrive, and these replace the frozen fish even at higher prices. No fresh salmon has yet arrived from British Columbia owing to the scarcity, so that the demand for frozen stock is still good. Fresh halibut are arriving freely and are offered at reasonable prices. Fresh haddock, steak cod, and dore, or pickerel, are also being received. In smoked fish, fresh cured haddock is arriving freely and there is no demand for frozen fish even at low prices. The demand for salt fish has fallen off perceptibly and in prepared fish the demand is only fair.

Fresh haddock, per lb	0 04	0 05
Fresh steak cod	0 05	0 06
" halibut	0 10	0 11
" dore		0 10
Fresh frozen fish—		
Single frozen haddock		0 03
" " market cod, per lb		0 03
" " steak cod, per lb		0 04
B.C. salmon, per lb	0 08	0 08½
Halibut, per lb		0 09
Gaspe salmon	0 12	0 13
Dore, per lb	0 07	0 07½
Small whitefish	0 05½	0 06
Round frozen grass pike	0 04½	0 05
Lake t out "	0 08	0 08½
Striped bass, per lb	0 14	0 15
Large frozen Halifax herring, per 100 fish		2 00
Medium	0 75	0 80½
Smelts, No. 1, per lb		0 06
Extra large	0 08	0 09
Mackere., per lb		009
Smoked fish—		
Haddies, 15 and 30-lb. boxes, per lb	0 05½	0 06
Fresh cured express haddies	0 07	0 07½
Kippered herring, per box	0 75	0 80
St. John bloaters, 100 in box, per box	1 00	1 10
Yarmouth bloaters, 60 in a box	1 10	1 25
New smoked herring, in small boxes, per box		0 13
Oysters and Lobsters—		
Standards per imp. gal		1 40
Selects, per imp. gal		1 60
Oyster pails, pints, per 100		0 90
" " quarts, "		1 25
Live lobsters, per lb		0 14
New boiled lobsters, per lb		0 16
Prepared fish—		
Winterport, 1-lb. bricks, cod		0 09
Golden, 2 " " "		0 08
Boneless cod, favorite		0 06
" fish, 1 and 2-lb. bricks, per lb		0 05½
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, 100-lb. cases, per case		6 25
alt and pickled fish—		
Scotch cured Canadian herring, 25-lb. kitts		1 00
No. 1 Labrador herring, per half-bbl		3 50
" " per pail		0 80
" " salmon—		
" " " in bbls		13 00
" " " in ½ bbls		7 50
" B.C. salmon, bbls		12 50
" " half bbl		7 00
" mackerel, ½ bbls		7 00
" mackerel, per pail		1 80
" large green cod, per lb		0 05
" medium, " "		0 04
" small, " "		0 03
Pollock, med., green, per lb		0 03

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, April 5, 1906.

BUTTER—Stocks rapidly being cleaned up. Quotations for choicest new creamery range from 23 to 23½c.

CHEESE—Little change. Few small lots new make fodder cheese selling at 12 to 12¼c. in country.

EGGS—Market firm. Receipts light and demand good. Prices from 17 to 17½c.

PROVISIONS—Market on dressed hogs firm at prices from $10.25 to $10.50. Demand in other lines good.

Ontario Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

TORONTO.

Tomatoes—Advanced to $1.30
Mackerel—Scotch, added at $1.41.

GROCERIES.

The general outlook is good. On the street trade has been fairly active. Some good lines of teas have changed hands, and inquiry for quality is most noticeable. The firmness of canned goods is also remarked. Tomatoes have made another advance, and other lines are showing signs of being depleted. The demand for coffee is improving. Foreign dried fruits are firming up, and almonds have made a jump of 2c. per lb. Tapioca is interesting. For a long time it has been steadily advancing, but for some reason, probably in view of prospective new crops, it is now showing a slight weakening. Honey is firm and commanding slightly higher figures.

CANNED GOODS—The situation in canned goods is a very strong one generally. Demand continues good, and stocks in several lines are getting low. Tomatoes have made a further advance and are now quoted at one price, $1.30; gallons at $3.75. Scotch mackerel is now on the market at $1.45.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	2 77½	2 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2s, red, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, " not pitted	1 92½	1 90
Gallons, standard, not pitted	7 12½	7 10
" " pitted	8 62½	8 60

The remainder of canned goods prices continue same as last week's quotations, except tomatoes, which have advanced 10c.

SUGAR—The local market shows no particular development, trade is fairly good, and a better feeling exists, but no great animation manifest. The position of foreign raws is somewhat weakening. Willett & Gray, in their report, state that: "For the first time since the upward swing of the market set in at 3.42c. per lb. for 96 deg. centrifugals which carried prices up last week to 3.56c. on the spot and 3.61c. for shipment, we have to report a retrograde movement in raw sugars, quotations for the week showing a decline of .06c. to .11c. from the high point. Exactly what is causing this recession is difficult to say, particularly as Cuba centrifugals are still .24c. per lb. below the parity of beet sugar.

"The reaction, however, has extended to the European markets, which are now quoted at 8s. 4½d for prompt and 8s. 6¼d for August beet, or 1½d to 2¼d below the highest recent quotations.

"Cuba holders may be influenced to sell by seeing their weekly crop receipts increasing and closing the gap which recently existed.

"Europe, also, which evidently advanced on pessimistic cables of Cuban fall shorts, finds reason for less strength in the late weekly figures.

"The Cuba mills are quite sure of having eight good grinding weeks up to June 1, in which it is quite probable that the crop will show conclusive evidence of reaching the last season's figures, and if the weather in June and July holds propitious the excess above last year may become quite noticeable. It is always well to bear in mind that there is plenty of cane in the fields and the amount of it to be used in present crop is only a question of weather and labor.

"If beet sowings are to be regulated in any way by the probable outturn of the Cuba crop they should be considerably reduced this season.

"Another reason for such reduction in sowings is found in the fact that we are to have in this country seven newly completed beet sugar factories at work this year, and the indications are that the beet acreage of the United States in 1906 will be increased to an extent sufficient to carry the production of domestic beet sugar for the first time above the production of cane sugar in Louisiana.

"These are all points for careful consideration in estimating the question of supply and demand of sugar in the world, which must regulate the price therefor.

"In refined, trade buyers generally having recently covered their wants for 30 days ahead, under the usual contracts, the demand fell off sharply.

"Withdrawals continued to be made in satisfactory volume, until all dealers, both wholesalers and retailers, became well stocked, and now the daily quantities called for are much reduced.

"List prices remain unchanged, basis of granulated at 4.60c. less 1 per cent. cash, and maintained by all refiners, except the Federal, who are allowing a concession of 10 points.

"Buyers are now waiting for the actual consumption of the supplies on hand, and, also watching the movement in raw sugars, the tone of the market at the close being rather easier."

Paris lumps, in 50-lb. boxes	4 93
" in 100-lb. "	4 83
St. Lawrence granulated, barrels	4 28
Redpath's granulated	4 28
Acadia granulated	4 23
Berlin granulated	4 18
Phoenix	4 28
Bright coffee	4 18
Bright yellow	4 13
No. 3 yellow	4 08
No. 2 "	3 98
No. 1 "	3 88

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SYRUPS AND MOLASSES—The local market is steady, with fair demand in these lines, but no special feature. Reports from New York say that supplies of the New Orleans grades are limited both on spot and in the south, and, although the demand is not particularly brisk at the moment, holders are not disposed to make any concessions in prices. This is especially true with regard to blackstrap, which is very firmly held, with Philadelphia a buyer in this market. The foreign grades are offered in a limited way and are well taken care of at firm prices.

Syrups—		
Dark		
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10

TEA—A better demand for tea is reported, especially good Japan, on the domestic market, and prices are well maintained. The London market is in rather an anxious state on account of the abundance of supplies sent forward from primal points. This must inevitably bring down values if continued. In Indian, notwithstanding the risk that is being run by pressing forward supplies largely in excess of current requirements, the market has again exhibited a fairly strong demand for all good and useful liquoring kinds. Common teas have remained about steady, but the slightly advancing tendency in these sorts which has been noticeable during the last week or two has in a measure been checked.

Ceylons continue in good demand, and helped by a slight improvement in the quality, rates have shown an advancing tendency, and the average price is now 3-4d per lb. above what it was a month ago. There is a fairly satisfactory demand which has favorably affected the price of many whole leaf parcels from 6d to 8d per lb.

COFFEE—Domestic demand for coffee appears to be gradually but surely increasing, and better grades are getting attention. There is, however, at the present moment no new feature locally. Willett & Gray, in their most recent report, give some interesting remarks, which we quote; they say: "Nine months of the crop having passed, the receipts continue to prove that the current crop, so far, is smaller than last year and fully two million bags below the positive estimates of a year ago. In view of this outturn, the large and prominent Brizilian firms, who do the principal business with this country, are very careful not to name figures for the next crop, recognizing their inability to even approximately do so, the outturn during the past ten years having been millions out of the way each year. European speculators, however, are naming extreme figures with the same assurance as if such estimates had been correct in the past instead of continually wrong. Their desire is, if possible, to have the trade ignore the fact that consumption is largely ahead of production and to replace it by predictions of an abundance in the future. To have an intelligent trade accept any such advice is rather taking its mental capacity to be below the normal, especially when the experienced leaders of the first houses in Brazil recognize and express the absolute impossibility of correctly forecasting the crop. The trade correctly assumes that the forcing of speculative estimates upon them from unknown channels, not recognized as authorities, in most cases the sender in Brazil being annoymous, is not for the purpose of aiding the owners of coffee in this country, but rather to try to induce them to sell for the purpose of enabling a large short interest in Europe to cover."

"There can be no doubt of a large short interest for May. It is true that the stock of coffee here in New York is still large, but the majority is in the hands of a few large houses, and unless they desire to deliver, it would not be so easy for the European shorts to cover at a low price—and the pressure exercised lately is largely in view of this May interest. The statistical figures for the 1st April will probably prove a reduction in the visible supply of the world in excess of two million bags compared with the same date last year."

FOREIGN DRIED FRUITS — The great feature of the week is the sudden advance on primal markets of almonds to the equivalent of 2c. per lb. and the domestic market has moved in sympathy. Currants are also firming up. The definite results of the new bank arrangements, however, are not yet known; a great deal will depend upon what will happen to the bank accumulations. Prunes are firmer by about 1-2c.

Prunes, Santa Clara—	Per lb.			Per lb.	
90-100s, 50-lb boxes	0 06½		60-70s, 50-lb boxes	0 07½	0 08
80-90s "	0 07½		50-60s "		0 08½
70-80s "	0 08		40-50s "	0 09	0 09½
			30-40s "	0 10½	0 10½

Note—25 lb. boxes ½c. higher.

Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 18	0 20
Orange	0 11½	0 12½			
Figs—					
Elemes, per lb.				0 10	0 14
Tapnets, "					0 04
Apricots—					
Californian evaporated, in 50-lb boxes				0 14	0 15
Peaches—					
Californian evaporated, " "				0 14	0 15
Pears—					
Californian evaporated, per lb.					0 13
Currants—					
Fine Filiatras	0 05½	up	Vostizzas	0 07½	0 08½
Patras	0 06½	0 06¾			
Raisins—					
Sultana				0 05½	0 07
" Fancy				0 10	0 14
" Extra fancy				0 15	0 16
Valencias, selected				0 05½	0 05½
Seeded, 1-lb packets				0 09	0 10½
California, loose muscatels—					
3-crown					0 07½
4-crown					0 09
Dates—					
Hallowees	0 04½	0 04½	Fards new choicest	0 09	0 10½
Sairs	0 03½	0 04	" new choice		0 09½
Domestic evaporated apples				0 10	0 11

FOREIGN NUTS—There is no new

feature; trade is fair and prices unchanged.

Almonds, Tarragona, per lb	0 12½	0 13
" shelled Valencias	0 25	0 28
Walnuts, Grenoble, "	0 14½	0 15
" Bordeaux, "	0 10½	0 11
" shelled	0 25	0 27
Filberts, per lb	....	0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	....	0 08½
A 1's, banners and suns	....	0 08
Japanese Jumbo's	....	0 08½
Virginia "	....	0 10

RICE AND TAPIOCA—In both lines markets are extremely firm. There are however, indications of a slight decline in tapioca.

Rice and Tapioca—

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Java	0 06½	0 07
Sago	....	0 07
Carolina rice	0 08	0 08½
Tapioca, medium pearl	....	0 07
" double goat	....	0 07½

HONEY—The indications of the market are for greater firmness; save a slight advance in some high grades there is no feature of interest to note.

Honey, extracted clover, in 60-lb. cans, per lb	0 08½	0 09
" " " in 5 lb. & 10 lb. cans, lb.	....	0 09
" sections, No 1, per doz	....	2 00
" " No. 2, "	1 40	1 60
" Buckwheat, per lb	0 04½	0 05

BEANS — Market steady and no change.

Beans, handpicked, per bush	1 85	1 90
" prime, No. 1	1 70	1 75
" Lima, per lb	0 06½	0 07

FISH—Business has been quiet this week, but Good Friday is expected to stir things up a bit. Quotations are practically unchanged from last week.

Frozen halibut, per lb	0 12½	0 15
Fresh "	0 12	0 15
Haddock, fresh caught, per lb	....	0 07
" frozen	....	0 05
Trout, frozen per lb	0 08	0 09
" fresh winter caught	0 08	0 09
Fresh cod, per lb	0 07	0 08
" fresh winter caught	....	0 08½
" lobsters, boiled, per lb	....	0 30
Frozen B.C. salmon, per lb	0 09	0 10
Shrimps per gal	....	1 25
Whitefish, per lb	0 08½	0 09
" winter caught, per lb	0 08½	0 09
Herring, per lb	0 03½	0 04
Pickerel "	0 07	0 07½
Oysters, standard, small pail	....	4 50
" selects, pail	....	5 00
Finnan haddies	0 07½	0 08½
Cisco	....	1 25
Mackerel, per lb	....	0 10
Labrador herring, salt, No. 1, half bbl	....	3 25
Frozen sea herring, per 100	....	2 00
Smelts, No. 1	0 08	0 09

DRIED AND CURED FISH— Prices continue according to last week's quotations.

Boneless fish, per lb	....	0 05
Cod fish, 1-lb. bricks	....	0 07
Quail-on-toast, per lb	0 05½	0 60
Pitched cod fish, cases of 100 lbs	....	6 50

HIDES—There was a rise of a cent to two cents throughout the list on the first of the month. Quotations are:

Hides, inspected, steers, No. 1	....	0 11
" " " No. 2	....	0 11
" " cows, No. 1	....	0 10½
" " " No. 2	....	0 09½
Country hides, flat, per lb	....	0 08½
Calf skins, No. 1, selected	....	0 14
" " No. 2	....	0 12
Deskins	....	0 75
Sheep skins	1 40	1 55
Horse hides, No. 1	3 25	3 50
Rendered tallow, per lb	0 04½	0 04¾
Pulled wools, super, per lb	0 22	0 24
" " extra "	0 24	0 25

FUR SKINS.

	Prime	No. 1,
Badger	$ 1 50	$0 '0
Bear, black	15 00	7 00
" yearlings	7 00	3 00
Fisher	6 00	2 00
Fox, red	3 25	1 50
" cross	10 00	3 00
Lynx	6 00	3 00
Marten, dark	20 00	4 00
Mink, dark	3 25	1 50
" pale	2 00	1 00
Muskrat	0 25	0 15
Raccoon	1 40	0 60
Skunk	1 65	0 65
Weasel, white	0 50	0 10
Wolf, timber	3 50	1 00
" prairie	1 75	0 50
Wolverine	5 50	3 00

N. S. Markets.

Halifax, April 4, 1906.

The tone of the Maritime grocery markets is steady. There is not much doing at the present time, business being about up to the usual average for the season of the year. The market is well supplied with all lines, no shortage being reported, with the exception of good Jamaica oranges. The market was cleaned up of this brand of oranges early in the week, and the arrival of the steamer from the West Indies has been anxiously awaited. Dealers say the demand for Jamacias is very great, the people here preferring them to the other brands, even the navels. There is no shortage of the latter brand, or the Floridas, both of which are of fine quality. The former retail here at 60c. per dozen. Bananas are also very scarce, but with the arrival of the steamer now due the market will be replenished.

APPLES—Good apples are becoming very scarce on this market. The few dealers who have some in stock are very independent, and only let their best customers have them. Even the best of these apples must be classed as poor, and what is considered a fabulous price is asked for them. The principal demand is for Spies, and those offering, which are classed as No. 1's, are no better than good 2's. The apple grower should grow rich quick on the prices quoted. $4.50 and $5 for fruit on the home market is considered here to be out of reason. Still people who have money, and want the fruit, will pay any price for it. The Russets are of very poor quality, but the Ben Davis are good. The latter brand only comes on the market when all the others are cleared up. The demand for them is slight, as the apple looks far better than it really is. Some of the farmers in the Valley still have some small quantities of apples on hand, and it is expected that they will be marketed for the Easter trade if they receive the price they are asking. Evaporated apples are in good demand. The price is firm at former quotation.

PROVISIONS—Markets are exceedingly firm, and the tendency is upward. Pork has taken an upward bound, the recent advances totalling $2, while lard has gone up 1c. per pound. No Canadian lard has been on this market for months, and American leaf lard is still being used. Lard landed here at the present time costs about 11¾c. per pound, while American fat pork landed in store here, duty paid, costs $20.50 per barrel. The advance in beef has also been correspondingly large, amounting to about 75c. per barrel, and it is expected that the price will go still higher.

GROCERIES—The sugar market is steady, there being no change since last report. The demand is light. There is a feeling in the market here that the price will advance, though the increase may not be very great. Rice is also strong, and a further advance would not surprise the trade in view of the demand for shipment to the famine-stricken districts in Japan. Rice is now jobbing here at 3¼ to 3½c. Raisins and currants also promise firmer prices.

BUTTER AND EGGS.—The receipts of both butter and eggs are improving. During the week quite a lot of small tubs of fresh-made butter were marketed, and producers found no difficulty in disposing of their stock. The butter is of good quality and sold from 24 to 25c. per pound. Creamery continues to come in in good supply, and also fresh rolls. The latter sell very slowly on this market unless the quality is something extra. The increased receipts have not caused the price to recede any.

The egg situation remains about the same. There has been a slight increase in the receipts of fresh-laid stock, which is jobbing from 17 to 19c. The demand is good. An effort is being made by some of the holders of cold storage eggs to clean up their holdings, and they have cut the price so that the retailer can sell them for 15c. per doz. These eggs are good for cooking purposes, and at the reduced price they are being worked off slowly.

N. B. Markets.

St. John, April, 1906.

We are beginning to have Spring weather. Business is more active, though navigation has not yet opened. Markets show little of interest. Very few lines show advance; there are, however, some rather odd features. The market is practically bare of cheese. The outlook for peels is for extreme prices; in fact, it is reported citron will be difficult to obtain. In whole spice, pepper is quite low. Ginger shows considerably higher value. Cloves have again advanced, after rather lower prices ruling for a short time. Rice, which has been rather easier, is again firmer. Hops are reported lower, the sale here is not large. Cream of tartar continues at what is somewhat below the average price.

OIL—In burning oil a fairly steady business at even prices. Lubricatings now begin to move; the outlook is good; there is strong competition. Paint oils are firmly held at full prices. White lead is also high this year. Mixed paints, while not showing much advance, are generally higher. In cod oil, season about closed. It has been a very successful one from the fishermen's standpoint, which is after all the most important.

CANNED GOODS—There it more interest, particularly in vegetables; prices firmer. In tomatoes there has been quite an advance and holders are looking for higher prices. There is an improved demand for gallon apples, prices tending higher. Other fruits unchanged. Salmon just fair business. Lobsters still extreme. Oysters very firmly held. Meats begin to have inquiry, prices are low. In domestic fish situation is quiet. There is still a fair stock of sardines. Haddies and other lines scarce.

DRIED FRUIT—There is fair business. Raisins are unchanged, seeded are

held firmer. In other lines no change; currants have a steady demand, prices are firm; demand is for package goods. Prunes have good inquiry, stocks not large, small sizes difficult to replace, prices are higher. Apricots and peaches are higher. Dates: a steady sale at slightly advanced figures. Peels, particularly citron, are higher; for citron quite extreme prices likely to rule. Evaporated and dried apples firmly held at full figures. Onions are rather easier. Egyptian are now offered.

SUGAR—There is just a steady business. Prices are quite firm. Buyers of foreign sugar have quite fair stocks bought to arrive. Some low figures were quoted.

MOLASSES—While quite a quantity of fancy and choice Barbadoes has been received, it has largely gone into consumption. Dealers find difficulty getting stocks forward. Quite large quantities have been bought; prices are low. Porto Rico is dull; while quite a stock of old still here, prices are well above Barbadoes; little new expected.

FISH—Fresh fish are now being received. Some few Gaspereaux have been caught; early in the season there is a splendid market for these, smoked, in Bangor, Maine. In dry fish prices are rather lower, market tending downward. Smoked herring also easier. Pickled herring are still scarce and high. Finnan haddies are dull.

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Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, April 5, 1906.)

ABBREVIATED MARKET NOTES FOR CURRENT WEEK

Tomatoes—Advanced 5c. per case.
Choice Apricots—Advanced to 14c. per lb.
Evaporated Apples—Advancing.

Business in the city has been demoralized by the street car strike, but trade in the country continues very active. Values are steady in most lines and there are few changes to report.

CANNED GOODS.—Tomatoes have been advanced to $2.65 per case, an advance of 5c. One or two jobbing houses seem to have fair stocks, but others are almost sold out and find it difficult to procure fresh supplies. Tomatoes are a "good buy" at present, as there is no doubt that higher prices will prevail before the new stock is available.

FRUITS.

	Group No. 1.	Groups No 1 & 2.
Apples—		
gallons, per doz.	3 10	3 05
3-lb. "	2 49	2 44
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Lawtonberries—		
" "	3 83	3 78
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 25
2's, whole, " "		3 75
2½'s, whole, " "		4 50
2's, grated, " "		4 50
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries—		
new "	4 00	4 25

VEGETABLES.

Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 53	1 48
(No. 3) 2's "	1 68	1 63
Succotash—		
2's "	2 63	2 58
Tomatoes—		
All groups, per case		2 65
Salmon, Fraser River sockeye, per case		6 25
" Skeena River, " "		6 00
" River's Inlet, " "		5 90
" Red Spring, " "		5 75
" humpback, "		3 75
" cohoes, "		4 85
" Clover Leaf, Fall delivery, 1 to 4 cases.		6 30
" " " 5 to 9 cases.		6 20
Pork and beans (V.C.P. Co.), 1's, per doz.		1 25
" " " 2's, "		1 90
" " " 3's, "		2 60
Clark's 1 lb. plain, per case		2 10
" 2 " " "		1 80
" 3 " " "		2 20
" 1 " tomato sauce, per case		2 30
" 2 " " "		1 85
" 3 " " "		2 40
" 1 " Chili "		2 30
" 2 " " "		1 95
" 3 " " "		2 40
Soups (Van Camp's), per doz		1 25
Canned chicken (Man. Can. Co.) per doz.		3 25
" turkey " "		3 25
" chicken (Aylmer), per doz		3 30
" " (Delhi), "		3 20
" turkey (Aylmer)		3 30
" " (Delhi)		3 20
" duck (Aylmer)		3 30
" " (Delhi)		3 20
Corned beef 2's "		2 75
" 1's "		1 55
Roast beef (Man. Can. Co.), 2's, per doz		2 65
" (Clark's), 1's, per doz		1 50
" " 2's, "		2 65
Potted meats, ½'s, per doz.		0 55
Veal loaf (Libbey's), ½ lb., per doz.		1 25
" " 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 50
Lunch tongue (Clark's), 1's, "		3 45
" (Aylmer), 1's, "		3 00
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.		1 80
" " " 1-lb. tins, "		3 10
" " " 1-lb. glass, "		3 35
Chipped " " ½-lb. tins, "		1 45
" " " 1-lb. tins, "		2 50
" " " 1-lb. glass, "		3 05
Sliced bacon, " 1-lb. tins, "		3 10
" " 1-lb glass, "		3 25
Corned beef (Clark's), 1-lb. tins, per doz.		1 50
" " 2-lb. " "		2 65
Lobsters (new), ½-lb. flats, per 8-doz. case		16 00
" " ½ lb. talls, per 4-doz. case		10 25
" " 1-lb. talls, " "		14 50

SUGAR. — Since the advance noted last week there have been no further changes. The opening of navigation may have some effect on prices, as lake and rail rates will then prevail. We quote:

Montreal granulated, in bbls.	4 95
" " in sacks	4 90
" yellow, in bbls.	4 55
" " in sacks	4 50
Wallaceburg, in bbls.	4 85
" " in sacks	4 80
Berlin, granulated in bbls	4 85
" " " sacks	4 80
Icing sugar in bbls.	5 55
" " in boxes	5 75
" " in small quantities	6 15
Powdered sugar, in bbls.	5 35
" " in boxes	5 55
" " in small quantities	5 80
Lump, hard, in bbls.	5 65
" " in ½-bbls.	5 75
" " in 100-lb cases	5 65
Raw sugar	4 50

SYRUPS AND MOLASSES.—Prices are steady and the demand is brisk, owing to the high price of dried fruits.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per lb.	0 04
New Orleans molasses in ½-bbls, per lb.	0 02½
" " in barrels	0 02½
Porto Rico molasses in ½-bbls., per bbl.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE.—Prices are maintained at the advance noted recently.

Whole green Rio, per lb.	0 10½ 0 11
" roasted " per lb.	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

FOREIGN DRIED FRUITS—Choice apricots are being advanced to 13¾c. and 14c. per lb., owing to advices from the Pacific Coast. The standard apricots have not been advanced, and, as the difference in quality does not amount to much, they are a much better investment.

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 35 1 50
" " selected	1 60 1 75
" " layers	1 70 1 85
California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 09
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 10½
" " fancy seeded, 1-lb. packages, per package	0 11
Prunes, 90-100 per lb.	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 09½
" choice silver, per lb.	0 10½
" silver, per lb	0 09½
Currants, uncleaned, loose pack, per lb.	0 05½
" dry cleaned, Filiatras, per lb.	0 06
" wet cleaned, per lb.	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb.	0 05½
Figs, cooking in taps and sacks	0 05½
" " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb.	0 13½ 0 14
Apricots, standard in 25-lb. boxes, per lb.	0 12½
Peaches, choice, per lb.	0 12½
" standard "	0 13
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb.	0 11
Nectarines, choice	0 12

CANDIED PEELS—

Lemon, per lb.	0 11
Orange "	0 11½
Citron "	0 18
Mixed, in 1-lb drums per doz.	2 30

NUTS—

Almonds, per lb.	0 13½
" (shelled), per lb.	0 28
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 30
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 23
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, in 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb.	0 70

WHOLE SPICES.

Black pepper, per lb.	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb.	0 18
Cinnamon (extra choice), per lb.	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb.	0 10
Allspice, per lb.	0 08½ 0 10
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz.	0 75

RICE, TAPIOCA AND SAGO. — Tapioca is still very firm, and the recent advance is being well maintained.

Japan rice, per lb., cwt. lots	0 05½
" " 50-lb. lots	0 05½
Rangoon rice, per lb.	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt.	7 25 7 50
Sago, per lb.	0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	3 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

EVAPORATED AND DRIED APPLES.—The market continues very firm and further advances are expected. On the basis of present cost in the east the local price should be advanced at least ½c. per lb. In 50-lb. boxes the price is now 12c. per lb., and in 25-lb. boxes it is 12½c. per lb. Dried apples in 50-lb. boxes are quoted at 9¼c. per lb.

BEANS.—New white beans are still quoted at $2.05 per bushel.

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case.	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60 lb. tins, per lb.	0 10

SAUCES—

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

BUCKWHEAT.—Quoted as before at $1.70 per half sack.

OATMEAL AND CORNMEAL. — Prices are steady since the recent decline.

Rolled oats, 80-lb. sacks, per sack	2 05
40-lb. " "	1 05
20-lb. " "	0 54
8-lb. " "	0 25
Granulated oatmeal, per sack	2 55
Standard " "	2 55
Cornmeal, "	1 60

FISH AND OYSTERS—

Lake superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 12½
Red Snapper	0 15
B C. Salmon	0 09
Halibut	0 08½
White fish, per lb.	0 07
Pickerel	0 05½
Jackfish	0 03½
Finnan haddie	0 07½
"Halifax" brand salt cod, fish cakes 24-1's	0 07½
"Acadia" " " " 20-1's	0 08
"Bluenose" " " " 20-1's	0 07
"Acadia" " 2-lb. boxes	0 10
" " 4-lb. boxes	0 10
" " shredded, 24 cartoons, per bx	1 80
" " bulk, in 15-lb. bxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb	4 00
" " per 20-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12
Smoked halibut strips	0 11
Kippered gold eyes, per doz.	0 45½
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb.	0 25
Caviare, extra, small jars, per jar	0 40

B. C. News.

Futures in sockeye salmon pack, especially half pound tins, are already selling high, though there are yet several months before the pack will be in, either in the north or on the Fraser River. Sales reported as having been made for delivery of 1906 pack have been on basis of $7.50 per case for half pound flats, and approximately $4.50 per case for talls. The fact that the Alaskan pack is largely talls, and will thus compete very keenly, is given as a reason for the price of that shaped tin being so much lower. Fraser River canners have of late years been making rather a specialty of the half pound flat. This size and shape tin is in good demand, and because there is very sure to be a much smaller pack of salmon this year, and consequent possible shortage, every broker is bidding for the desirable sizes. A movement such as this may result in causing too great a production of that size when the pack is being put up, and the result would of course be to drive down the price.

Nearly every northern cannery is now rushing supplies north, and the steamers have all they can handle conveniently, in some cases special vessels having to be chartered to take supplies out. The new canneries under construction at Rivers Inlet and Skeena River are pretty well on to completion. The supplies of tin plate for can making have been coming forward by the big Blue Funnel steamers direct from the Old Country, and sufficient stock is in hand for all the cans to be made. This year the U.S. tin plate manufactories have secured a larger share of the canners' trade than ever before. The fact that there is no duty on tin plate has, of course, given as free a market here to the American makers as to the British.

Ramsay Bros. & Co., Limited, are making considerable increases in their plant for biscuit, macaroni and candy-making. With completion of improvements now in hand, the plant of this company will be one of the largest in Western Canada. It is but a year ago since arrangements were made to engage in the making of macaroni, and in this line the company has achieved a distinct success. In the ordinary biscuit and candy manufacture, trade is expanding so that greater facilities are required. Jas. Ramsay, the head of the company, while east recently, made some extensive purchases of machinery for the candy factory and this will be installed when the additions are complete.

Thos. Duke, for fifteen years prominently engaged in the grocery trade in Vancouver, and in a great part of that time chief owner and manager of the City Grocery Co., Limited, has sold his interests to Mr. W. Schroeder, formerly of Victoria and Dawson. Mr. Duke intends remaining in Vancouver, and later on may engage in some other line of business. As he is a large owner of valuable city property, he has considerable interests to look after for the time being.

An instance of critical illness through ptomaine poisoning in Vancouver was reported this week. Geo. Williams, tobacconist, fell violently ill from this acute form of poisoning immediately after partaking of canned peas from a tin which it was alleged was bulged at the ends. One grocer informed Mr. Williams that a bulged can was a sure indication that the contents were not fit for food. It would seem that more grocers should know this elementary bit of knowledge regarding canned goods. A suggestion made long ago, and in part carried out, of dating every can with a small stamp to show day, month and year of canning, is one of several that would greatly improve conditions in the selling and use of this very important line of modern food products.

The annual meeting of the Chilliwack Creamery Association held recently received a very satisfactory report. Summarized, it was: The output for 1905 was 222,704 lbs., for which was distributed to the ranchers supplying the cream, $42,470.59 in addition to a bonus of 1-3c. on every pound of cream, this bonus paid out of profits; the cost of operating the creamery for the year was $8,880.70. So satisfactory has been the progress of this company, practically owned and operated by the farmers themselves, that it is possible cheese making may be added to extend the business. This is but one of the prosperous creameries of the Fraser Valley.

MARKETS—In the creamery market the feature of the past week has been the increase of price of sugar 1-8c., which went into effect last Saturday. Base price quoted by the wholesale trade here is now, granulated 5 1-4c., extra C. (yellow) 4 5-8c. per lb.

PROVISIONS—The produce market shows but little change from last report. The small quantity of New Zealand butter added to other supplies was soon absorbed. There is an actual scarcity of the first-class article at the present moment. The price remains 28c. for eastern creamery, 30c. for local creamery and 31c. for New Zealand.

Eggs are still plentiful and may really be quoted lower than 25c. wholesale now. It is probable though, that in anticipation of Easter demands, stocks will be held back a little, though the fresh supplies continue to reach the market in good quantities. (

Cured meats show upward tendencies. The big demand for northern supplies, both to logging camps and to northern cannery points, is having some influence on local market conditions. Prices are 16 to 16 1-2c. for hams; breakfast bacon, 17c. to 17 1-2c.; dry salt, long clear, 12 1-2c.; lard, 11 1-2c. to 12 1-2c., as to size of package.

FRUIT—Increasing scarcity of apples and somewhat stiffer prices for oranges cover the range of movement. No pines are in the market now, and bananas continue to arrive in regular shipments to meet the demand. Oranges are quoted $3.25 to $3.75; apples, $2.50 for choice, with little else offering; bananas, $3.25 per bunch.

VEGETABLES—Fresh vegetables of several sorts are regularly in the market, lettuce at $1.50 per crate is in good supply, cabbage from California, also radishes, string beans, celery, etc., are received regularly. Ripe tomatoes are also fairly steady as a feature of the market. No movement of note in the potato market is chronicled. The price of locals at $15 and $16 per ton, of what few Ashcrofts that are in the market at $28, and of Yakimas at $30 per ton, remains steady.

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The recognized **Standard of Quality** in Canada **to-day** and **for the future** is

Bode's Menthal "Pepsin" Gum

Bode's Crushed Fruit Gum
(Fresh fruit flavors only)

Bode's Pepsin Gum

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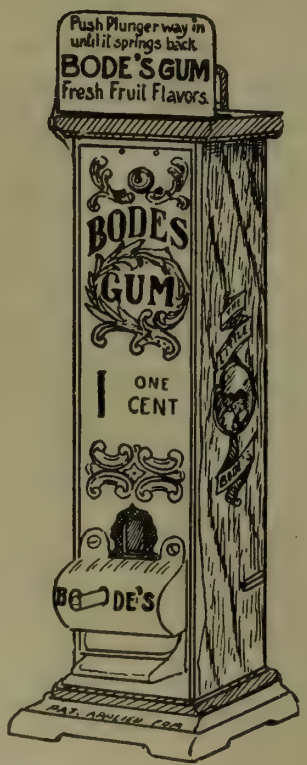
(The largest ***1c.*** piece on the market)



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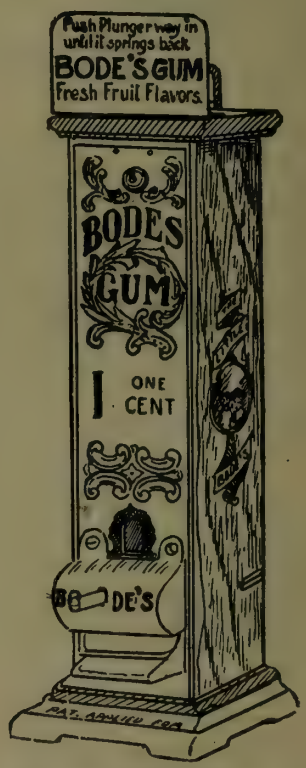
Ask your jobber or



Bode's Gum Co., Limited

MONTREAL

Toronto Office, Pacific Building, Scott Street

STRANGE ACCIDENT TO FACTORY.

An very peculiar accident occurred to the Davies Packing Co's factory, Montreal, recently. A large water tank containing 30,000 gallons of water situated on the high roof of the main building, toppled over sideways, falling over the edge of the roof, and crashing through to the ground three storeys below. In falling the tank carried away a large portion of the wall for one storey down. When it struck the ground a miniature flood ensued. Nobody was hurt, as the accident occurred at night. A new tank has been ordered.

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VANCOUVER firm of manufacturers' agents is open for a few good lines; highest references. Box 119, Vancouver. [15]

Sawyer's CRYSTAL **Blue.**

50 Years the People's Choice.

See that Top

For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Boxes

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

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Wholesale Commission Merchants and Brokers
CALGARY, ALTA.

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EASTERN MANUFACTURERS AND SHIPPERS
Keep in touch with the
WINNIPEG TRADE
We sell all lines handled by the
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Write or wire us your offerings
NICHOLSON & BAIN, WINNIPEG,
Wholesale Brokers and Commission Merchants.
Established 1882
First-class storage for all kinds of goods

FOR OVER 70 YEARS

the choice of all refined palates!

Compare this Fac-simile of the Original and Genuine Worcestershire Sauce with the imitations and you will see that every bottle of the Genuine Worcestershire bears the name

"LEA & PERRINS"

All others are imitations and inferior in quality

It is no idle boast to say that *Lea & Perrins* is the Best Sauce in the world. Use and sell it!

J. M. Douglas & Co.
Montreal *Canadian Agents*

Easter

Your Easter trade requires

THE REAL THING

In mild cured

HAMS

AND

BREAKFAST BACON

We cure it to perfection. Please order now to ensure prompt shipment.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

We are now booking orders for

EASTER

You can send us a list of your requirements or give them to our representative and we will ship so you get the goods in time for Easter trade.

Hams,
Bacon,
Lard,
Fresh Beef,
Butter,
Cheese.

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The merchant who knows his business talks

QUALITY

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Cheap canned meats means goods made from cheap meat.

Do you ask your butcher for cheap meat when you want a good dinner?

When your customer has once tried our goods he will stick to our brand and to your store.

GROCERS

Ask your jobbers for our brand and compare with others.

All our goods are made in Canada from first-class Western Stock.

Corned Beef, Roast Beef, Chicken, Turkey, Potted Meats, Lunch Tongue, &c.

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BRAND

Selected

HAMS and BACON

The Universal Favorite
Delicious Flavor
A very Special Sugar Cure

ONCE TASTED ALWAYS WANTED.

SEND FOR TRIAL ORDER.

Beef, Mutton, Pork

PRODUCE DEPT.

Choice Butter, Cheese, Eggs, Poultry, etc.

MONTREAL PACKING CO. Limited
MONTREAL, Canada

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The situation on cheese remains practically unchanged, the tone of the market is decidedly strong on both sides of the Atlantic, stocks in Canada are nearly exhausted, and stocks in Great Britain are generally reported as being very light. Yet prices are high, trade is from hand to mouth, and we are close on to the opening of the new season. Meanwhile no holder of cheese is showing any anxiety about the possibility of a break in values, yet there is a feeling that it might be as well to get sold out.

A few straggling, small lots of new fodder goods are coming in, and as the cows are shedding their calves the flow of new milk is increasing. Butter making is not profitable at present prices as compared with cheese, and all those who can make cheese will probably make no butter, even if the latter is the most favored product at the commencement of the new season. The skim milk is a useful by-product for the farmer, and as a rule he favors the making of butter at first. However, cheese being high in price, and butter low, it will not take the farmer long to decide in favor of making cheese.

There is as yet no fixed valuation for the new product of cheese, but many factories are beginning operations for the season, and it will not take long now when we will have a regular market price established for the new product. Meanwhile the ideas of the value of new cheese differ materially, and most conflicting reports are the order of the day among the principal operators.

Fresh butter, made from new milk, is in good demand at present, but prices are somewhat affected by the general market for Fall made butter, which is anything but satisfactory to the holders of these goods, and at present it is most difficult to get a really palatable article of butter on the market.

Some sections have abandoned cheese entirely, and will only make butter, notably the Eastern Townships, and perhaps it is well to have factories for cheese and others for butter entirely. If one maker is employed, and he is ordered to change from making cheese to butter, or vice versa, he is apt to make an inferior article of either, and what may be gained in the difference of the market price of either article might be lost in quality, and result in a consequent cut in price.

Both cheese and butter are wanted for our trade with Great Britain, but if either is produced in excess of the natural demand it is apt to become a losing game. If our farmers now insist on making cheese as the better paying product of their milk they may overdo it, and reverse the condition by producing an over supply of cheese, and thus lowering its market value later on.

Taking everything into due consideration, the prospects for butter are not very bright, as the Siberian butter will undoubtedly be coming to the British markets in increased quantities this coming season, and if our production of cheese is increased to any considerable extent prices of this article must also decline.

The future for the season is at present a problem of much speculation. New trade combinations have been formed between export houses here and import houses in the United Kingdom which creates a great feeling of uncertainty about the final outcome. There seems to be a general tendency for "centralization" and a desire to control markets, which may not prove a benefit to the country in the end. Good, healthy competition is, after all, the life of trade, in spite of the recent idea of co-operation.

The business in dairy products, cheese and butter is a very large one, and every house engaged in it has its own customers or trade. Any one house attempting to control this trade would find so much opposition in prejudice, etc., that the attempt would fail in the end, and while these combinations may upset the equilibrium of the trade for a while they would never succeed in completely ousting all other houses doing a legitimate business now, which may have been established for many years. The interests in this business are so varied and, we may say, antagonistic, that no real "trust" can ever be accomplished, and it is well that this is so. It takes personal judgment to buy cheese and butter, and the house pleasing a certain customer in quality will always receive his preference in his orders.

THE PROVISION SITUATION.

There has been no particular change in the provision situation during week under review. The shortage of hogs continues. It was thought last week that, at Ontario points, the reason was attributable to the bad roads consequent upon the short spell of severe weather. This, however, could not have been the only reason, seeing that with the return of milder weather the shortage continues.

It would appear as though the situation in this regard is reflected the world over. From the European Continent, Ireland and America, supplies are all reported below requirements, and in England the situation is much the same.

Demand is good at all markets. At Montreal there has been an improved demand for all hog products for the eastern trade. At Ontario points orders are plentiful, with the result that prices have advanced all round.

Factories for the most part are working full time, although in some instances the working staffs have been reduced. The quality of the hogs sent in is much behind, and packers in their anxiety to secure profitable hogs are induced to still further advance prices for best-grown hogs. Buyers are all for leanest selections, and the consequence is that while those have appreciated in value fat and heavy sides have had to be disposed of at a reduction. The leading brands are unchanged.

The export market has shown disposition to advance, probably on account of the shortage of supply from all sources. It has, however, had the effect of counterbalancing the advance packers must pay for live hogs.

OUR LONDON LETTER.

By Our Own Correspondent.

The market for butter in London has assumed an exceedingly weak aspect, owing almost entirely to the general over-supply of butter. Russian and Australian receipts have been exceedingly heavy, particularly inferior quality from Australia. Reference to statistics shows that the total imports of butter of all kinds for the first three weeks of March were 293,191 cwts. as against 216,989 cwts. for the corresponding period of 1905. From Australia supplies have been slightly below three times as heavy for the same period this year as last. It is noticeable, too, that America has been shipping on a larger scale. The remedy, one would imagine, would lie in a reduction of price to the consumer, but apparently no advice to that effect has been given out.

Next week, according to rumor, the Copenhagen official quotation will be advanced 6 to 10 kroner. For a very considerable time this Danish quotation, which is generally believed to be on a level with the selling price on the other side, has not been anything like on a level with the prices charged. Beginning at 6d. over, it has advanced by stages until it is now 8 shillings over. The position of the Danish dairy trade, which has enabled it to play fast and loose with this market, is a remarkable one, and shows the reward attending upon efforts towards perfection. The demand for Danish butter, on account of its uniform good quality, is very great, although it must be admitted it is feeling the fierceness of competition more each year. Of course, when one refers to the over-supplies of butter from Australia and New Zealand, and then takes into consideration the fact that Denmark has sent some 2,000 odd cwts. less during the first three weeks of March this year as compared with 1905, one is able to realize why there is a big difference in values between colonial and Danish butter.

Canadian and New Zealand cheese remained unaltered in value, with transactions for the past week on a fair scale. Every day which passes emphasizes the

fact that a great deal now depends upon what supplies of cheese are received from Canada, and sellers would certainly give a great deal to know for absolute certain whether they may expect large, small or normal supplies from the Dominion. Of course the general opinion prevailing is that stocks will be on a limited scale, the tone and temper of shippers giving color to this impression. But buyers, and for the matter of that many sellers also, are not putting implicit reliance upon all the rumors which reach their ears. The demand for Dutch cheese is not large, but the limited quantities to hand are keeping transactions on a level basis.

The Argentine Republic has been devoting great efforts to the building of a better butter trade with Europe, particularly with England, and the Government of that country is exerting itself to ensure the purity of all butter which emanates from their factories. In the first six months of 1905 3,222 tons were exported, as against 5,294 for the whole of 1904.

The Prime Minister, Sir Henry Campbell-Bannerman, has stated that there is before the House of Parliament a bill dealing with the restrictions on the importation of live Canadian cattle, but that the decision of the Government would only be made known when the bill was dealt with. Meanwhile Irish breeders, and others interested, are putting up fight against the removal of the embargo with undiminished determination.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—Prices in pure lard have advanced about half a cent since last quotations. There has been a considerable advance in pork, too, but this is only natural considering the great scarcity of hogs. At present there is nothing which is likely to bring prices down any. The demand in all lines is fair.

Lard, pure tierces	0 11½
" 56-lb. tubs	0 12
" 20-lb. pails, wood (10½)	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12½
" " 5-lb. "	0 11½
" " 3-lb. "	0 12½
Lard, Boar's Head brand, tierces, per lb	0 08
" " ½-bbl., per lb	0 08½
" " tubs	0 08½
Cases, 20 3-lb. tins, per lb	0 09
" 12 5-lb. tins "	0 08⅞
" 6 10-lb. tins "	0 08⅜
20-lb. wood pails, each	1 70
20-lb. tin pails, each	1 60
Wood net, tin gross weight—	
Canadian short cut mess pork	$22 00 $22 50
American short cut clear	21 00 22 50
American fat back	22 50
Breakfast bacon, per lb	0 15½ 0 16
Hams	0 13 0 14½
Extra plate beef, per bbl	12 00 13 00

BUTTER—The market is steady at prices ranging from 20c. to 22c. for Fall creamery. There is some new butter on the market at 23c., but supplies are limited. Stocks are ample for requirements.

Choice new milk creamery	0 23
Fall creamery	0 20 0 22
Western dairy	0 18 0 19
Manitoba dairy	0 17
Fresh dairy tubs	0 19 0 19½
Fresh rolls	0 18 0 19

CHEESE—The market is firm and hardly any stock is offered for sale. A few small lots of fodder cheese have arrived but have scarcely attained any market value. The prices asked range from 13c. to 13½c. The market on the other side is very firm also. New made cheese offered at 12¼, a remarkable price.

EGGS—Despite the nearness of Easter there has not yet been any advance in eggs. The supplies have only been large enough to meet the sales. Farmers seem to be holding off, and this in the end may cause prices to advance just before Easter. At present quotations are about 17c.

TORONTO.

PROVISIONS—Pork products continue to move upward, quotations for long clear breakfast bacon and small hams being ½c. higher than last week. Heavy mess pork has firmed up to the highest quotation and $22.50 is asked for short cut per barrel. Street lots of hogs have advanced 25c. Business is reported to be fair and no change is yet evident in the shortage of the hog supply.

Long clear bacon, per lb	0 11½ 0 11½
Smoked breakfast bacon, per lb	0 14½
Roll bacon, per lb	0 11½ 0 12
Small hams, per lb	0 14
Medium hams, per lb	0 13½
Large hams per lb	0 13
Shoulder hams, per lb	0 11
Backs, per lb	0 16
Heavy mess pork, per bbl	20 00
Short cut, per bbl	22 50
Shoulder mess pork, per bbl	14 50 15 00
Lard, tierces, per lb	0 11
" tubs "	0 11½
" pails "	0 11½
" compounds, per lb	0 07½ 0 08
Plate beef, per 200-lb. bbl	12 00 12 50
Beef, hind quarters	8 00 9 25
" front quarters	5 25 6 25
" choice carcases	7 00 8 00
" common	5 50 6 50
Mutton	0 08 0 10
Yearling lamb	0 12 0 13
Veal	0 10
Hogs, street lots	9 25 9 75

BUTTER—The market continues firm but the supply of creamery is increasing and dealers look for a gradual weakening in the price. New cows coming in is improving the average of quality also. For some special brands 28c. is obtainable, but the usual price is 26c. to 27c. While 24c. is easily got for small lots of separate dairy prints, the ordinary price for choice is not over 23c.

	Per lb.
Creamery prints	0 26 0 27
" solids, fresh	0 25
Dairy prints, choice	0 24 0 24
" " ordinary	0 18 0 19
" in tubs	0 18
" large rolls, good	0 20 0 22
" large rolls ordinary	0 17 0 18

CHEESE.—The market is firm at last week's quotations.

	Per lb.
Cheese, large	0 14
" twins	0 14½
New cheese	0 13½

EGGS—It is time the picklers were getting busy, but the price is not low enough yet. The tendency is that way, however. Of storage eggs there are now practically none, and the stocks of pickled are in very narrow compass.

New laid eggs, per doz. (nominal)	0 15 0 16
Storage and pickled	0 14

WINNIPEG.

BUTTER—Prices are unchanged for creamery butter. Supplies are increasing, but there is a good demand.

Finest fresh creamery, in 56-lb. boxes	0 23
" " in 28-lb. boxes	0 23
" " in 14-lb. boxes	0 23
" " in 1-lb. bricks (eastern)	0 27
" " " (western)	0 23 0 25

Local produce houses are paying from 14c. to 16c. per lb. for No. 1 dairy.

LARD—As noted last week, there has been an advance to 11¼c. per lb. tierce basis.

Tierce basis, per lb	0 11½
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

CHEESE—Quoted as follows:

Finest Ontario, large	0 14½ 0 15
" Manitoba, large	0 14
" " twins	0 14½ 0 15
" " small	0 14½ 0 15

CURED MEATS—

Hams, selected stock, special mild cure	0 15½
Bacon, " " "	0 18½
Backs, " " "	0 15½
Hams, light, 10 to 12 average	0 14½
" medium, 14 to 16 average	0 14½
" heavy, 20 to 30, for slicing	0 13½
" heavy skinned 20 to 30 for slicing	0 14
Picnic hams, light, choice, 6 to 8	0 11½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 15
" " clear bellies 12 to 14	0 14½
Clear backs, b bacon light	6 14½
" b bacon 12 to 14	0 14
Spiced rolls, long if in stock	0 14½
" short	0 12½
Dried beef ham sets	0 11½
Smoked hams boned and rolled, 2c. per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear	0 12½
" " smoked	0 13½
" " boneless backs	0 12½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
" " per ½ bbl	11 50
Standard mess pork, per bbl	23 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 03½
" hocks, " "				0 04

EGGS—The local buying price is 14c. per dozen delivered in Winnipeg.

ST. JOHN, N.B.

PROVISIONS—In barrel pork higher values rule. There is but a limited business. Beef is very quiet but firm. Pure lard is again higher. Refined compound is still low, but very firmly held; sale is large. Fresh beef while not much changed is firmer. Veal and mutton are both bringing good prices. Some little lamb may now be expected, but for a time prices will be high. Pork unchanged.

Mess pork, per bbl	$20 00 $22 00
Clear pork, "	19 00 22 00
Plate beef, "	13 00 14 50
Domestic beef, per lb	0 05 0 07½
Western beef, "	0 08½ 0 09
Mutton, "	0 08 0 10
Veal, "	0 08 0 10
Lamb, "	0 08 0 10
Pork, "	0 09 0 11
Hams, "	0 13 0 14
Rolls, "	0 10 0 13
Lard, pure, tubs, "	0 11½ 0 12
" " pails, "	0 12 0 12½
Refined lard, tubs	0 08½ 0 08½
" " pails	08½ 0 09½

BUTTER—Good butter is scarce and commands full figures; poor quality is not wanted.

Creamery butter	0 23 0 25
Best dairy butter	0 20 0 22
Good dairy tubs	0 18 0 20
Fair "	0 16 0 18

EGGS—The market is quite firm; rather higher prices rule.

Eggs, strictly fresh	0 20 0 25
Eggs, fresh	0 18 0 20
" case stock	0 17 0 18

CHEESE—Market is very bare. Seldom do you find such light stock. The high price means but a limited sale.

Cheese per lb	0 14 0 15

J. H. McDonald, Listowel, has refitted his store in the latest style, and with a stock of choicest groceries has one of the neatest outfits within a long call.

POWDERED MILK—NEW INDUSTRY.

Progress is characterizing the dairy industry as well as other fields of husbandry. An important increase in dairy business may be consummated by an extension of the newly discovered process of making milk powder. The milk is passed over heated rollers and thin sheets of evaporated milk are removed and reduced to flour, which is then put up in packages for consumption. The new process is adapted to skim milk or whole milk. It is also contended that eggs can be indefinitely preserved by this new discovery, which promises to have a far-reaching effect on many industries.

Should the invention achieve what is claimed by its promoters it will revolutionize the storage industry, particularly for eggs and other perishable products that can economically be reduced to powder by the hot-roller process. It is not expected to interfere with the growth of the dairy or poultry industries, as fresh milk and eggs as produced by nature will always be in urgent demand. It is more likely to promote the expansion of these industries, as the surplus can be utilized by the new process and stored in packages for future consumption.

The manufacture of skim milk into powder milk would create a new outlet for this by-product of creameries and add materially to the value of the dairy industry. It could be operated in localities remote from markets for milk, but well adapted to the operation of a dairy.

The water is evaporated and only the butter fats and the solids of milk would comprise the component parts of milk powder. The powder-milk industry has already attained considerable proportions in several localities in Europe, where the new process originated. It is being largely utilized as food for infants and is regarded as superior to sterilized milk. Its strength is seven times the potency of whole milk, and it needs to be diluted with seven times its bulk of warm water to bring it to the standard of pure milk of average quality.

The new invention will be useful in manufacturing milk powder for army use and for long sea voyages and will come into competition with the condensed-milk industry. It will be useful where a compact, long-keeping food product is necessary, such as military operations, voyages of discovery, as well as reducing pure milk to a most sanitary condition for general consumption. While milk-powder factories could not pay more than condensing and creamery establishments, the dairy farmer will herald the new industry as creating a broader demand for his products.

R. Thompson, general merchant, seagrave, Ont., has been a visitor to Toronto this week on his usual business exploration. Mr. Thompson, who took The Canadian Grocer in as a necessary call, reports excellent business in his district.

Successful Grocers

are finding it pays to handle only The Best when it comes to Food Supplies.

Clark's Sliced Smoked Beef

has an established reputation, due to its superior quality, and can be relied upon to win trade.

The Kind of Quality That You Can't Overlook
is the quality to be found in
Nicholson's Mince Meat
Manufactured from high-grade materials by skilled makers. You should carry the Best Mince Meat.
Don't forget to order a supply of
N. & B. JELLY POWDER N. & B. ICING POWDER
N. & B. PUDDINE N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED
NICHOLSON & BROCK
9 Jarvis St., TORONTO, ONT.

SALT SALT
Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.
C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

AGENTS WANTED
We want the Calfskins, Hides, Sheep Pelts, Tallow Bones, etc., collected in your vicinity.
Can't you arrange to purchase these goods for us this spring? We will furnish the cash with which to buy; we will also furnish tags, advice sheets, taking off directions, cloth poste s to enable you to advertise the business, etc., etc.
We pay highest cash prices and keep our customers thoroughly posted on the condition of the market and pay the freight.
To any one writing us and mentioning this paper, we will mail full particulars.—Address,
CARROLL S. PAGE, Hyde Park, Vt.

SAUSAGE
Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.
The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

White Spruce
BUTTER TUBS
10-20-30-50 lb.
EGG CASES AND FILLERS
Order now for delivery later,
it will **Pay You**
WALTER WOODS & CO.
Hamilton and Winnipeg.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

BUTTER CHEESE EGGS
If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

FLOUR AND CEREAL FOODS

The general situation is certainly more healthy, although nothing of great moment to report. The markets in both flour and wheat are described as unsteady. The recent upward movement has been followed with a slight weakening which is at all times a disquieting feature.

* * *

The week has seen a decided improvement in the export trade. Cable bids show a good advance for the week, and both millers and flour brokers have been able to put through a number of sales at satisfactory figures. One good feature is that the demand is not confined to any one part, but seems to be general.

There is very little Ontario wheat offering. It is believed that more trade could be done if it could be secured, as exporters are buyers at present values.

* * *

Manitoba wheat has been in fair demand for milling. The thermometer ranged several degrees below zero at Fort William, dissipating the hopes of an early opening of navigation. It brought an improved demand for spot wheat this side of the lakes. A decided scarcity would probably exist if it were not that some millers have larger stocks than necessary to carry them until after navigation opens, and are willing to let the surplus go at a premium, replacing it for May. There is a big demand for April seaboard, said to be caused by the unsatisfactory condition of the Argentine wheat, and sales have been put through for future shipment as late as June and July.

* * *

Stocks of flour in hands of Manitoba millers are very heavy. The market has been such that there has been nothing for it but to allow stocks to accumulate. If it had been practicable many millers would have shut down and so prevent the present accumulations, but it was necessary to keep going, hence the heavy stocks. As it was, many mills have been running half time.

WHEAT INSPECTION.

Wheat inspections at Winnipeg for seven months of past crop year have totalled 52,235,506 bushels, just 11,448,506 bushels more than total inspections for preceding year.

There are still 17,000,000 bushels in interior elevators and farmers' hands for export.

BREAKFAST FOOD ENTERPRISE.

Mrs. Rorer's Saratoga chips are now being placed on the market in real earnest. Robert E. Burton, who is the proprietor and manager of the Hamilton Saratoga Chip Co., was in Toronto this week interviewing the trade, and was a caller at the office of The Canadian Grocer.

MONTREAL MARKETS.

FLOUR—The situation shows a continual improvement and millers are beginning to wear their old-time smile. Prices have not advanced any, but the demand is ever increasing.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	....	4 50
Glenora	....	4 10
Manitoba spring wheat patents	....	4 50
" strong bakers	4 00	4 10
Buckwheat flour	2 00	2 10
Five Roses	....	4 50

GRAIN—The market is quiet at present. There is very little demand except for oats, for which 38½c. to 40c. is obtainable, according to quality, but nothing higher than this figure is offered.

No. 4 barley	....	0 47½
No. 2 white oats	0 39½	0 40
No. 3 white oats	0 38½	0 39
No. 3 yellow corn	....	0 55
No. 2 peas, basis 78 per cent. points	....	0 75

ROLLED OATS—There is nothing new to report in the situation of rolled oats. There is a quiet feeling in the market. Business is not good owing to certain conditions among the millers. As one miller remarked, "The less said about rolled oats now the better."

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated "	2 40	2 50
Rolled oats, 90-lb. bags	1 90	2 00
" 80-lb. bags	1 80	2 00
" bbls	4 25	4 40

FEED.—The market is reported as being very strong this week. Bran and shorts are held higher, and are exceedingly hard to obtain. Prices do not show any changes.

Ontario bran	20 00	20 50
Ontario shorts	20 00	21 00
Manitoba shorts	19 00	20 00
" bran	19 00	19 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed Flour	1 15	1 25

HAY—The arrivals of hay from farmers are easing off considerably as country roads are about done, besides the fact that it is so difficult to place any hay while the market is in its present state. Quotations show no change since last week.

Reports from the other side say that there is a slightly better feeling in the market since the shipments from this side have eased off.

No. 1	....	8 50
" 2	6 50	7 00
Clover mixed	5 50	6 00
Clover, pure	....	5 00

TORONTO MARKETS.

FLOUR—There has been very little movement in trade since our last report. The tendency of buyers is to hold off and nothing but immediate need will induce them to enter market. Prices have made a downward movement, and cannot be said to be strong at that; whilst dealers do not express their belief of a further decline, there is every indication that weakness will continue.

On tr ack, Toronto.

Manitoba patents, No. 1, per bbl. in bags	....	4 30
" " No. 2, " "	....	4 00
Strong bakers " "	....	3 75
Ontario patents, No. 1, " "	....	3 65
" " No. 2, " "	....	3 40
Straight roller " "	....	3 30

GRAIN—There is no definite development in the local situation. There has been a measure of activity on account of current demand, but there is really no life or animation on market. Whilst Manitoba wheat has been fairly active for export, Ontario wheat has been slow and uncertain. Prices are weakening but no quotable change.

(F.o.b. elevator; 5c. more N. Bay.)

Manitoba wheat, hard, No. 1, nominal	....	0 86
" " Northern No. 1	....	0 84
" " " No. 2	0 81	0 82
" " " No. 3, nominal	....	0 81
Red, " per bushel, 78 per cent. points	....	0 77
White, " " " "	....	0 77
Mixed, " " " "	....	0 76
Spring, " " " "	....	0 73
Goose, " " " "	....	0 73
Barley, No. 1, " " "	....	....
" No 2, " " "	0 48½	0 49
" No. 3x, " " "	0 46	0 47
" No. 3, " " "	....	0 46
Oats, white, " " "	....	0 34½
" mixed, " " "	....	0 33
Peas, " " "	....	0 77
Buckwheat "	0 48	0 48½
Rye, per bushel, "	0 69	0 70

BREAKFAST CEREALS—There is positively no feature of change or interest in the cereal situation. Prices are practically only nominal, cutting being the order of the day.

Oatmeal, standard and granulated, carlots, on track, per bbl	nominal 4 50
Rolled wheat in boxes, 100 lbs	" 2 25
" " 50 lbs	" 1 20
Rolled oats, standard, carlots, per bbl., in bags	" 4 00
" " " " in wood	" 4 25
" " " " for broken lots	" 4 20

ST. JOHN, N.B.

FLOUR, FEED AND MEAL—Ontario flours are lower. Manitobas unchanged.

There is a good demand for feed.

Oatmeal unchanged, just a fair business.

Cornmeal is quite low.

Beans are still easy, with Yellow Eyes particularly cheap.

Seeds have attention. While prices are quite high, red clover somewhat easier.

ANCIENT COLONY NOTES.

St. John's, Newfoundland.

We have had a very mild Winter here. Trains have been making Summer time.

Mr. and Mrs. S. Bell, of the Crosbie Hotel, left for a trip to Prince Edward Island. Mrs. Bell will stay some time visiting relatives.

Some of our leading outport merchants are members of the Assembly, and are taking quite an active part in the discussions. Messrs. Moulton, Cashin, Earle, Maddock and Capt. Chas. Dawe are all good representatives, and know the wants of the districts, and what is good for the colony.

There is a big shortage in pickled herring in this country and prices, in consequence, are away up.

A cold storage plant will shortly be erected in this country.

By the time this reaches your readers the sealing fleet will have returned. On the result of this trip largely depends the Spring trade.

The price of old molasses is away off. New to arrive is quoted at 24c. It is all Barbadoes that is used here.

Be Happy | Live Well and Don't Worry | Turn Over a New Leaf and Stop Cooking | Old and Young Everybody! Your Grocer Sells Them READY TO EAT 10c and 20c

EAT Mrs. Rorer's Saratoga Chips

APPETIZING

CRISP

TASTY

Mrs. Rorer's Saratoga Chips

Just the thing to please your particular customers who are in need of a spring appetiser.

Retail at 10c. and 20c. the package and give you a good profit.

Ask your jobber for a sample order or write us direct.

We guarantee and stand behind every package

THE SARATOGA CHIP CO.

Hamilton, Ont.

There is a flavor about Canada Flakes that seems to just

Touch the Spot of Satisfaction

The big crispy flakes demand the necessary mastication.

The delicious sensation produces abundant saliva and the food is eagerly received by the stomach, because it is in perfect condition for digestion.

CANADA FLAKES

means a satisfied stomach, a gratified palate and friends among your customers.

Peterborough Cereal Co. Limited

ROELOFSON & ROELOFSON, Ontario Sales Agents

152 Bay Street, TORONTO

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

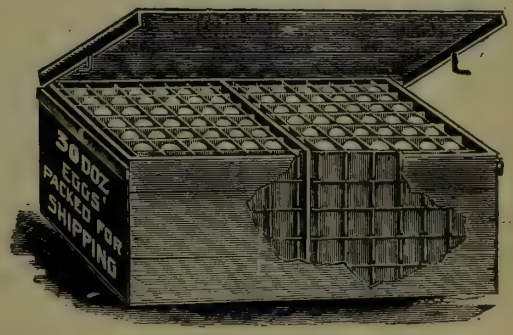
A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

EGG CASE FILLERS



Fillers for

25, 30, 36 and 49 Doz. Egg Cases

Manufactured from

White Pulp Boards and Strawboards

by

The Miller Bros. Co., L't'd

Manufacturers of

Woodpulp, Woodpulp Boards, Strawboards, etc.

30-38 DOWD STREET

MONTREAL

Board Mill and Filler Factory at GLEN MILLER, ONT.

Phone Main 1255.

The death is announced of Capt. St. John, father of J. J. St. John, one of our leading merchants.

W. E. Bearns is having plans prepared for the altering of his store on Haymarket Square. This is one of the most desirable locations in the city.

P. Templeman, the merchant prince of Bonavista, will shortly open a large establishment at Trinity. Mr. Templeman is one of the most progressive merchants we have.

Thos. Smyth, president of the Thos. Smyth Co., has returned from his trip to the United States and Canada. Mr. Smyth has taken up several important specialties as the result of his trip.

A. Leslie, of Toronto, who makes semi-annual visits to this colony, has been here, and reports business good.

"Diamond Dyes still hold the trade." So says Mr. Masters, the genial representative of that well-known dye company.

Capt. Thompson, of Poole & Thompson, Montague, P.E.I., has returned home. The firm does a large business in that district, as well as in this colony.

Reid-Newfoundland Co. are making big preparations for the Summer traffic. All their steamers are being thoroughly overhauled. There is a report that they will run a daily steamer between North Sydney and Port au Basque, to meet the demands of the increasing freight and passenger service.

Rossiter & Co. is the firm name of a new wholesale grocery house just started. Both partners are energetic young men.

Hugh Ross, traveler for Thos. Smyth Co., has been laid up for a few days.

The sudden death of Mr. Hattie, of Hattie & Mvlius, of Halifax, came as a great shock to the many friends he made while visiting the Ancient Colony.

One of the leading firms handling large quantities of produce is in difficulties.

R. J. Coleman, one of our most progressive manufacturers' agents, has just returned from an extended visit to the United States.

J. Sellars, the local representative of Union Blend tea, has been visiting the outports.

There is a report around the city that there is likely to be a lawsuit between one of the St. John, N.B., firms and a late employe of theirs. Interesting developments are promised.

Thos. Smyth Co. have had fitted up a special showroom and office for their tea department, which has grown to such proportions that in future Mr. T. T. Cartwright will devote his whole time to the tea end of the business. Three extra travelers will be put on to thoroughly work the Island. This enterprising firm makes a specialty of Nectar tea. Your correspondent called on Mr. Cartwright the other day and found him consulting catalogues of blending and other machinery. In answer to our inquiries he said: "Yes, we will go into the package business and put up our own." He also stated that they were negotiating with a tea taster and blender whose reputation was second to none. "The best is none too good for us," said he.

NEW MONTREAL WAREHOUSE.

By the time navigation has opened this year Montreal will have a business enterprise which will be able to take care of all goods which merchants and others in the trade find necessary to put into storage.

The Terminal Warehouse & Cartage Co., Limited, is the name of the new company, the capital of which is $1,250,000. It is the intention of the company to take over the Lilley & Cameron Cartage Co., Limited, of Montreal. They have already secured options on 90,000 square feet of land, on which they intend to erect warehouses capable of taking care of every description of merchandise, and ground is being broken this week. The main storage warehouse will be about 296 feet long by 100 feet wide, constructed upon the most modern and up-to-date plan for the purposes required. It will be six-storeys high and fire-proof. There will be plenty of yard room, where may be stored pig iron, oils, chemicals, and such merchandise. The rates the company propose to charge will be very reasonable.

BUSINESS NOTES.

Geo. E. Taylor has been added to the Toronto selling staff of Red Rose Tea.

M. Butwell, 876 Manning avenue, Toronto, has sold his grocery to David McCrorie.

E. M. Elliott, Goderich, has sold his grocery and crockery business to J. J. McEwan, grocer, of the same town.

A. S. Hallman, grocer, Berlin, has taken a new store and refitted it handsomely. He moved into it this week.

Jos. Ryder, Parry Sound, has opened a nice grocery and confectionery business in the stand lately vacated by Mr. Jones.

T. Dean, Goderich, has purchased the Morenz bankrupt stock in Mitchell, and will continue the business there during the Summer.

C. W. Switzer, of Meadowvale, who has been conducting business in Alton for a year, is moving his home to the latter place this week.

Gray, Bernie & Co., Listowel, have refitted their store for the Spring and Summer trade, and have made arrangements for a big stock of choice goods.

Chas. Hutchins, butcher, Port Hope, has purchased the grocery business of D. J. McLennan, in the McLennan Block, and has removed the butcher business there. He will continue with both lines.

Jas. Arnold, Durham, one of the oldest merchants there, is advertising that he is retiring from business. He has not yet decided where he will reside, and may make up his mind to continue in Durham.

A. Young, Seaforth, one of the most respected merchants of that town, died suddenly last Thursday, of heart failure. He had been at the store as usual the day before. Mr. Young was very highly thought of and had a large circle of friends.

Walsh Bros., Stratford, are refitting their grocery department, will put in a fine stock, and are expecting to do a fine trade this Summer. Ed. Walsh is superintending the work, and it's a certainty that the result will be something worth while.

Arnott & Hunt, Bracebridge, have dissolved partnership, and Mr. Hunt will continue the business. Mr. Arnott has accepted a position as traveler with with the Turner Mfg. Co., Toronto, producers of syrups, unfermented wine, etc. Mr. Arnott's territory will be in the north country.

Burglars effected an entrance into Lang's provision store, corner Main and Guilbault streets, Montreal, on the night of March 23. They chiselled out the door glass to make an entrance. The exact amount lost through the theft is hard to determine because of the amount of new goods the store had been receiving.

"Name me an up-to-date grocer in your territory," said The Grocer man to a traveler Saturday. "Well, we were just talking of Goderich," replied the hard-working wholesale individual, "Now O. C. Whitely, of that town, to go no further, has one of the nicest groceries in the west. He is doing a very nice trade and is always on the move to increase it."

SEED CORN

Try us for choice seed corn naming varieties required—germination guaranteed—samples and prices on application.

FRED B. STEVENS & CO., Chatham, Ont.

The McLEOD MILLING CO., Limited
Stratford, - Ontario.
olicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

ROLLED OATS

We guarantee every sack. We ship quickly. We quote prices delivered at your station.

Woodstock Cereal Co., Ltd.,
WOODSTOCK, ONTARIO.

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

"Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with."

NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.

Weather now getting much warmer, which allows Fruit orders to be shipped by freight. Send in your orders for

Navel Oranges
Blood "
Valencia "
Florida Grape Fruit
Pine Apples
Florida Celery

Sweet Potatoes, Tomatoes, Onions, Spinach, Lettuce, Cucumbers; in fact anything in our line. Will give your orders very best attention.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.
Packers and Exporters
57 Market St., - HAMILTON

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

It is hard to discover any feature on the domestic market of interest at the present moment; not that any complaint is heard—far from that, there are many indications that trade is considered satisfactory generally.

* * *

At all points oranges are selling freely, and quality satisfactory. Arrivals now coming to hand at Ontario points are charged icing rates, whilst at Quebec points these charges were added a week earlier. Recent reports from New York are rather indicative of still higher prices and say:

"A good percentage of the offerings came in under refrigeration. Ventilated stock, however, in the majority of cases arrived in excellent condition. Navels have now reached that stage of maturity where they are pretty well perfect in eating qualities. It is reported that there are very few cars held on track and receipts for next week are expected to be considerably lighter. This being the case there is every indication of a still higher market, the advance made at the closing sale of this week, over the closing sale of last week, might be fairly put at from 15 to 40c. per box on medium to small sizes."

* * *

Prospects are reported as very good for the approaching season in the Niagara district, and although there have been many rumors of damage to the trees, it is impossible to get any confirmation of this from the districts themselves, in fact reports denote that the contrary is the case.

FRUIT IN GROCERY STORES.

Fruit of different kinds is rapidly becoming a part of every progressive retail grocer's stock in trade. They are beginning to realize that when properly handled, fruit is a profitable side line. Aside from looking at it in this light, there is to be considered the fact that customers are beginning to look to their grocer for the common fruits, such as bananas, oranges and apples, which are obtainable at all seasons of the year, and strawberries, peaches, pears and other such in their season.

Do Not Hesitate.

Owing to the perishable nature of the goods many merchants are not anxious to handle them, fearing to lose on the transaction rather than to gain. Possibly they have not the energy necessary to take up a new line; others have so long got along without it that they believe they would benefit in no way by taking up this line. But he must overcome his natural trepidation if he wishes to prosper in anything. It is not necessary that he should buy more than a couple of bunches of bananas and a crate of oranges, and perhaps a barrel of apples, to start with. Giving these only proper care, and pushing ahead, he will easily dispose of them advantageously. This will form a beginning after which he finds it the easiest thing in the world to conduct a side line in fruits, and as his business grows so will his fruit trade.

Make Good Display.

From the beginning a very important factor in making a success of the venture is to give such fruits as possible good window and store display. String up a couple of bunches of bananas in the window or before the window, but see that they are the very best fruit obtainable. Splendid window displays may be made in oranges, and it is left to the dealer's imagination to dress a window attractively in these and other fruits once in a while.

Advertising space must also be given this line to a certain extent just as well as it is to other goods.

THE MAN WHO BROKE THE BANK.

The hero of that once popular song, "The Man Who Broke the Bank at Monte Carlo"—"Monte Carlo"—Wells is his name in real life—was sentenced the other day at the Old Bailey in London to three years' penal servitude for his connection with a fraudulent concern called the South and Southwest Coast Steam Trawling and Fishing Syndicate. His companion, the Rev. Vyvyan Henry Moyle, who was sentenced at the same time, was a clergyman of the Church of England, and during the trial the startling fact was brought out that, though in 1873 he had been sentenced to seven years' imprisonment for forgery, he had, after his release, been appointed to a vicarage, the bishop believing that he had reformed.

EVAPORATED APPLE CASE FINISHED.

The case of Chouillou vs. Dougall has come to a close at last. An appeal to the Supreme Court of Canada was refused because the case was not deemed of sufficient importance. Full particulars of the case were related in The Canadian Grocer some little time ago. Chouillou bought some dried apples from Dougall, and afterward brought action for damages against him, claiming that the apples were not of the quality they should have been according to contract. He won his case in the Superior Court, receiving $1,200 damages. This judgment was confirmed in the Court of Appeal of the King's Bench when an appeal had been made by Dougall. Dougall's lawyer then made a motion to have the case brought before the Supreme Court. Chouillou's counsel opposed the motion and was successful in having the appeal dismissed, as has been stated.

The case, involving as it did different questions concerning contracts, deliveries, and other important trade questions attracted considerable attention.

MONTREAL MARKETS.

GREEN FRUITS—The tone of the green fruits market just now is steady. Prices are the same as those quoted last week. There is no great demand for any special line. Navel oranges are selling freely. It is expected that there will be an advance in the course of next week. Bananas have dropped fifty to sixty cents. Asked the reason of this sudden decline a large Montreal firm explained that seven tramp cars of bananas had arrived in Montreal the latter part of last week and the early part of this.

Messina blood oranges, half box	2 50	2 75
Oranges, Florida, case	5 00	5 50
Tangerines	3 25	3 75
Navels	....	4 00
Dates, per lb	....	0 05½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples	....	5 50
Jamaica grape fruit, per box	....	6 00
Apples	4 50	6 00
Lemons, per box	....	2 50
Jamaica oranges, per bbl	....	5 25
Grapes, Almeria, extra fancy Longkeepers	6 00	7 00
" Fancy	....	6 50
" Choice	....	6 00
Cranberries, N. S., nominal	....	20 00
" Cape Cod, "	....	30 00
Spanish onions, cases	....	2 75
Grape fruit, Florida	6 00	6 50

VEGETABLES—The market is quiet and in many lines prices have dropped a little, although in some instances there has been an advance. Home grown cabbage is scarcer than it has been for some time and now commands $2.50 to $3. Boston lettuce and cucumbers are more plentiful and prices have declined. New stock is coming in in greater quantities. Beets which were formerly $2 are now obtainable at $1.50, but even this price is too high to bring in the business.

Potatoes, per bag	0 70	0 80
Parsley, per doz. bunches	0 40	1 00
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	1 00
Home-grown cabbage, per bbl	3 50	3 00
Cabbage, Florida, bbl. crates	....	5 00
Tomatoes, Florida	....	6 00
Egg plant, per doz	....	3 60
Red onions, brl	2 75	3 00
Turnips, bag	0 50	0 60
Water cress, per doz	....	0 75
Grand Rapids lettuce, per box	2 00	2 25
" " per doz	....	0 60
Boston lettuce, per doz	0 80	1 10
Sweet potatoes, per basket	2 00	2 25
" per bbl	....	5 00
Celery, per crate	6 50	7 00
Green top celery, per crate	7 50	8 00
Spinach, per bbl	3 25	3 50
Cucumbers, per doz	....	1 75
New potatoes, per bbl	....	8 50
Mushrooms, per lb	....	0 80
Carrots, per bag	....	0 50
New carrots, per doz	....	1 00
Horse radish, per lb	...	0 15
Radishes, per doz	....	0 50
New beets per doz	....	1 50
Green Spring beans, per basket	....	7 00

ONTARIO MARKETS.

GREEN FRUIT—Icing charges went on California oranges this week, adding 25c. to the cost. Otherwise the market is nearly featureless. Bananas have recovered from the effect of the local glut, but the top prices are lower and the range within narrower limits. Strawberries are tending downward but very slowly. Pints are on the market. One large wholesale house reports that last month was the best month in their history.

Oranges, California, 96's to 250's, per box	3 75	4 25
" " 250's to 300's, per box	....	3 50
" Mexican, 126's to 250's, per box	....	2 75
" Valencia, ordinary 420's	....	5 00
" " large, 420's and 714's	....	6 00
Lemons, Messina, 300's, 360's, per box	3 00	3 25
Grapes Almeria, per barrel	5 00	7 00
Apples, Spies XXX, per bbl	5 00	5 50
" " XX, per bbl	....	4 00
" Baldwins, XXX, per bbl	....	4 50
" " XX per bbl	....	3 75
" other Winter varieties XXX, per bbl	....	4 00
" " " XX, per bbl	3 00	3 50
" farmers', per bbl	2 00	3 00
Bananas, per bunch, firsts	1 75	1 85
" " Jumbos	2 00	2 25
Red bananas, per bunch	2 20	2 25
Strawberries, Florida per quart box	0 40	0 50

For Easter

NOTHING will so improve the appearance of your store for Easter like a large **Display of Handsome Fruit.** We are issuing a specially attractive list for this festive occasion which, we think, represents the most complete Easter stock we have ever gathered together.

Don't overlook us with your order for **Good Friday Fish.**

NO DISAPPOINTMENTS

WHITE & CO., LIMITED

TORONTO and HAMILTON

Long Distance Phones.

TERMINOLOGICAL INEXACTITUDE

Is a famous parliamentary phrase which a prominent Toronto Importer declares applicable to the eulogistic statements of Exporters who say their brands of Lemons are the equal of "St. Nicholas"—We merely say—"A satisfied customer is etc.—"

"St. Nicholas" November Cuts will be out in 30 days.

W. B. STRINGER & CO., Sole Agents, **Toronto and Montreal**

Fresh Goods in All Lines of Fruit and Vegetables.

Two fresh cars Navels and one fresh car "St. Nicholas" Lemons due this week.

Mail orders attended to promptly and with every care as to quality and price.

THE F. T. JAMES COMPANY, Limited

76 Colborne St. 33 Church St. ***TORONTO*** *Wire, Phone, or Mail your Orders*

SPECIALS FOR EASTER

STRAWBERRIES, PINEAPPLES, TOMATOES, ALSO BLOOD ORANGES, ASPARAGUS, SPINACH, BANANAS

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

EX. FANCY 420s VALENCIAS, $5.00.

EX. FANCY NAVEL ORANGES—Rapidly advancing, stock up now. Our prices reasonable.

PINEAPPLES COMING—18s, 24s and 30s.

E. D. S.—"Sign of Purity"

Glucose can be bought at about half the price of sugar, and hayseeds, pulp, etc., can be mixed up with Jam and made to look something like that article.

E. D. Smith is a fruit-grower and maker of preserves who takes a stand for honest value—**absolutely pure "made-in-Canada" goods.**

E. D. Smith welcomed the Government analysis and his **Jams, Jellies and Sealed Fruits in Glass** were given an excellent reputation by the keenest of critics.

Doesn't this tell you that the **E. D. S. Brand** is the one you should sell?

W. G. Patrick & Co., 29 Melinda St., are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

FRESH ARRIVALS

JUST TO HAND ANOTHER CAR of the ***CELEBRATED EXTRA FANCY "GOLDEN ORANGE" BRAND NAVELS,*** and very desirable sizes. ***CAR FANCY SWEET SONORA ORANGES,*** bought on most favorable terms, which enables us to give our customers exceptional value. Also car ***FANCY BANANAS.*** Send us your orders which shall have our very best attention.

HUGH WALKER & SON, WHOLESALE FRUIT **Guelph, Ont.**

TRADE MARK

This design a guarantee of quality.

GREY BREAD WRAPPER —A— SPECIALTY

ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

Manufacturers' Agents—Continued.

WESTERN CARTAGE CO.,

Cartage and Warehousing

Storage and Brokerage for Eastern Wholesalers.
Handling and Forwarding of CAR SHIPMENTS.
Largest and Best equipped STORAGE Facilities in the WEST.

To Manufacturers and Merchants—Grocery and Allied Trades—Agencies required for one or two first-class firms.
ALFRED TAYLOR, Commission Agent SASKATOON, SASK

OWEN SOUND.

J. K. McLAUCHLAN

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound, - Canada

P. W. CARRIER

COMMISSION

GROCERIES, FLOUR, GRAIN

Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

Winnipeg Storage in BOND or FREE

For all kinds of Merchandise.
Negotiable Receipts Issued.
Low Insurance

TEES & PERSSE Limited

Wholesale Brokers and Warehousemen

WINNIPEG CALGARY EDMONTON

Strawberries, pints, Klondyke		0 17
Pineapples, Cubans 16's, per case	5 00	5 50
Grape fruit, Florida, 48's to 80's, per box	6 00	7 00

VEGETABLES—This is the season of the year when the vegetable market rules "steady and unchanged." The imported stuff continues to come in slowly owing to limited demand. New carrots are in at $1 dozen bunches. Mint also is offered. New spinach is offered at $1.40 to $1.50 a crate. Florida tomatoes are a little lower. Some asparagus comes in small bunches and sells at $2.75 to $3 a dozen bunches. Florida celery is appearing. The crates are about two-thirds the size of those from California and are quoted at $4.50. The Jews are now buying horseradish to serve as the bitter herb for the Feast of the Pass-over. The supply this year is ample, but when it is not the Jew will pay very high prices for the root.

Potatoes, kiln dried sweet, bushel hamper	1 75	2 00
" New Brunswick, per bag		0 90
" Ontario, per bag	0 75	0 78
New potatoes, Bermuda, per bush	2 75	3 00
Onions, per bag	0 85	1 20
" Spanish, per small crate	0 85	1 15
" " large cases	2 85	3 00
" green, per doz. bunches	0 10	0 15
Cabbage, per bbl	1 75	2 25
" new Florida, per crate	3 50	4 00
Cauliflowers, California, per crate	2 00	4 00
Beets, per bushel		0 50
Carrots, per bag		0 60
" new, per doz. bunches		1 00
Lettuce, per doz. bunches	0 30	0 40
" imported, per doz.	0 35	0 50
" Boston head, per doz	1 00	1 25
Radish, per doz.	0 40	0 50
Cucumbers, hothouse, per doz.	1 75	2 25
Mushrooms, 1 lb. boxes, per lb		0 80
Celery, Californian, per case		6 50
" " pony case		3 25
Asparagus, California, per bunch	0 60	0 75
Beans, white, prime, bush		1 75
" " hand-picked, bush		1 90
" Lima, per lb		0 07
Tomatoes, Floridas, 6 basket crates	6 00	6 50
Rhubarb, 1 doz. bndls.	0 90	1 15
Broccoli sprout, pck		0 40
Spinach, bush		1 00
Leaks, per doz		0 25
Artichokes, per peck		0 25
Parsnips, per bag		0 60
Watercress, per doz. bunches		0 20
Egg plant, per doz		1 55
Peppers, green, per basket		1 25
Oyster plant, per doz		0 40
Parsley, per doz	0 20	0 30
Turnips, per bag		0 25
Mint, per doz		0 25

ST. JOHN, N.B.

GREEN FRUIT—Apples are somewhat out of season; stocks very light; high prices obtained for best stock.

Oranges, particularly Californias, are higher. Valencias at this season are very fine.

Lemons just fair business, prices unchanged.

The bananas to hand are largely a cheap grade.

Shipments of lemons from Sicily to the United States are increasing, but the total for the season to date is much less than for the corresponding period last year. According to figures compiled by the New York Fruit Exchange the total shipments from Sicily to New York from November 1, 1905, to March 23 aggregate 360,100 boxes, against 522,625 boxes for the same time last season.

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

SPRAGUE

CANNING MACHINERY CO.

CHICAGO, ILL., U.S.A.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

To Our Trade Friends

We beg to advise that we have purchased the plant of The Beaver Harbour Trading Co., Ltd., at Beaver Harbour, by which purchase we will control one of the largest factories on the Bay of Fundy. This in addition to our three factories at Black's Harbour, which are equipped with up-to-date machinery, will place us in a better position than ever to supply you with the choice pack of Brunswick Sea Foods.

Price Lists and information furnished promptly on application to

Yours respectfully,

CONNORS BROS., Ltd.

Season 1906

HORSE SHOE SALMON

Now in Store

TRADE MARK REGISTERED

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces

HELLO, THERE!

Did you say you were tired of the old one-color book? Other Grocers got tired of it and are now using our new

SPECIAL DUPLICATING

Counter Check Book

made in several sizes and giving one color for original and another for duplicate. It's a splendid system and especially adapted for grocers.

If you had one of the books you would understand the advantages.

WRITE US

The Carter-Crume Company, Limited
TORONTO and MONTREAL

Why not handle the **Best Goods,**
That give you the **Best Profit,**
And that are the **Best Sellers ?**

That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit

Ask your wholesale grocer for it or write us for prices

The CAPSTAN MFG. CO., Toronto, Ont., Can

Native to the Tongue

Tobler's Chocolate is native to the tongue. It has a delicious taste besides, is exceedingly nutritious and easy to digest. Invalids find

TOBLER'S CHOCOLATE

strengthening, athletes find it beneficial, infants and children ask for it ; and those who eat "Tobler's" in a general way think it is delicious. You can get along without selling **Tobler's Chocolates**, but you cannot get "Tobler" business, which happens to be the big business
Tobler's sell at 5c., 10c. and 20c. a package. Per case you can make about 33 and 78 per cent. respectively.

Maclure & Langley
AGENTS Limited
152-154 Pearl Street, TORONTO

STEWART'S
DELICIOUS
Chocolates and Bon-Bons
PURE and WHOLESOME

SPECIALTIES:

FINE CHOCOLATES **BON-BONS**
MARSHMALLOWS
TURKISH DELIGHT
ALAKUMA
PAN WORK
HARD BOILED GOODS
MINT LOZENGES
COUGH DROPS
ACID FLORAL and FRUIT TABLETS

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Pleasant reflections
come to every grocer handling

MOTT'S

"Diamond"
and "Elite" brands of
CHOCOLATE
—good profits
—good sales

Sold everywhere in Canada

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL
R. S. McINDOE, TORONTO
JOS. E. HUXLEY, WINNIPEG

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

GET READY IN ADVANCE.

Easter is fast closing in with its numerous attractions; and judging from reports which come to hand from the many travelers, grocers generally are paying more attention to Easter displays. There certainly should be every inducement to take hold on these confectionery lines, the public want them and they are necessarily part of the grocer's trade, much more so than the druggist's, who generally makes a good thing out of his candies and confections.

* * *

The breaking up of the late heavy spell of cold is a gentle reminder that Summer is coming, and it is time to look ahead and prepare for another season's trade. What new attraction can be devised or copied as a trade bringer. The grocer should be the leader in his locality; no one has a better right.

* * *

A "maple" display is the very thing for the present season. After having run "Easter" goods for all they are worth, have all in readiness to bring out a surprise for your locality in the shape of a timely "maple" show. Lay out a corner of the window in the time honored sugar camp. Let there be the log hut with its camp fire—the latter can be made of scarlet paper with an electric light behind—the tripod with kettle, and the whole scene as realistic as possible.

* * *

A display of this kind can be done with very little expense, Everything should be as crude as possible, and there should be clearly in evidence a full display of seasonable confectionery so that lookers-on will see some inviting line at attractive prices.

HARVESTING THE PEANUT.

Suffolk, Va., is the largest market in the world for home-grown nuts. When it is remembered that Americans consume annually more than 6,000,000 bushels of peanuts grown in this and other southern states, at a cost of more than $14,000,000, it is not to be wondered that a short crop has caused the producers to demand a high price.

Crop Depends on Climate.

In suitable soil the peanut will grow in any latitude where Indian corn will thrive, but a good crop depends entirely on the climate—conditions which are found on the Atlantic seaboard from New Jersey southward, in the Mississippi valley as far north as Wisconsin, and on the Pacific coast south of the Columbia River. In the Virginia peanut section—and it is a very extensive one—it has been found that where the land is properly prepared there is little to be done in the way of cultivation after the seeds are placed in the ground.

It is always a nip and tuck race with Jack Frost to get the crop harvested before he shows his work, for a biting frost injures the nut and lessens the value of the vine for forage purposes.

Care in Harvesting.

Ploughs are made for harvesting the crop. The plough is long and keen and goes deep in the soil, thus preventing the bruising of the nuts. As the ploughman loosens the vines from their beds laborers with pitchforks follow him and remove the vines from the earth, shake off the loose soil and pile the vines with their roots laden with nuts in great piles. These workers are followed by others, who take the nut-laden vines and shock them around seven-foot poles.

When the shock is finished it is capped to keep out the rain, and the shock is left undisturbed until ready for the pickers, who are generally women and children and are paid so much per bushel.

Picking the Nuts.

The picking of the nuts is slow and tedious work and one of the largest items of expense to the grower. Some planters have invested in threshing machines, but nuts picked this way are not as marketable as the hand picked, the machine cracking and breaking the hulls.

In former years most planters had the nuts cleaned before sending to market, but since the establishing of peanut factories the nuts are brought in just as they are picked from the vines. The factories, which are, in fact, recleaners and graders, buy the output of the planters as farmers' stock, and after a treatment of cleaning, polishing and sorting by both hand and machinery the nut is ready for the consumer.

The Factory Workers.

The factories are four-storey buildings, but the machinery is neither costly nor complicated, consisting of fans, brushes, polishers, sifters and separators. As the great loads of nuts are brought to the factory they are sacked and carried to the top floor by elevators, where the nuts are dumped into large cylinders on the next floor, where they are cleaned by attrition, fans taking out the dust as they pass around the cylinders. From this floor the nuts pass to the second floor, where they go through fans which blow out and separate the lightweights, and the others pass on to tables on endless movable belts. At these tables the hundreds of negro women and children pick out the discolored and faulty nuts and allow the better ones to pass into a grader that grades the nuts as to size. Through all this machinery the nuts have been polished until they come out looking as clean and polished as a pearl. In this condition they are placed in chutes running to the lower floor, where they are sacked in burlap bags which have been stenciled with the names of the several brands, and are ready to be shipped to the cities throughout the country.

Every year the crop is becoming more valuable, and, while almost all Americans are peanut eaters, great inroads are being made on the crop by utilization for other purposes. Millions of bushels are now being used in the Old World for the production of oil.

Consider it Calmly

In the Mooney factory biscuit making is a science. Rich Cream, Pure Butter, High-Grade Flour, is converted into

And being perfectly baked, these biscuits are perfectly packed. At the oven's mouth they are packed into air-tight, moisture-proof tins and sent out to please.

Now, the question is, Do you support the Scientific Way? Have you a biscuit ideal? Are you playing for continuous sales?

Let your answer be, I must try

Perfection Cream Sodas

3 lb. Cards or Tins.

THE **Mooney Biscuit & Candy Company,** LIMITED.

Stratford, - Canada.

DIAMOND Brand

MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

In the making of

WAFERS

We take particular care to ensure lightness, crispness, and delicacy of flavour. We pride ourselves on the fact that our customers express unqualified satisfaction with our wafers, some of which are

Wiudsor Wafers
Cinderella Wafers
Palace Wafers
Alpine Wafers

Delicious, cool, cream Sandwiches of assorted flavors, amongst which are Lemon, Raspberry, Rose, Vanilla and Chocolate.

W. & R. JACOB & CO., Limited

Canadian Agents:
Kenneth H. Munro
324 Coristine Bld. Montreal
C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

DUBLIN, IRELAND

There are other Cocoas

offered for the acceptance of the trade simply because they are

Dutch
Van Houten's Cocoa

gained for **Dutch Cocoa** the reputation that causes others to **seek shelter** under the **name.**

Van Houten's Cocoa

continues to appeal to the trade and the public only on its **Superlative Quality** and **Superiority.**

"Best and Goes Farthest".

Made simply by adding boiling water.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

If you don't order

Shirriff's Flavoring Essences

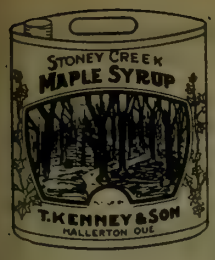
your customers will buy somewhere else.

Are you out to lose orders?

MANUFACTURED BY
IMPERIAL EXTRACT CO.,
Toronto

Lowney's Cocoa is a triumph in pure food products. It is the **best** cocoa made **anywhere** or at **any price.**

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., - - - MONTREAL, CAN.



Long Experience

teaches us how to make

MAPLE SYRUP

MAPLE SUGAR

that will suit the people.

"**Stoney Creek**" and "**Royal Brands**" of **Maple Syrup** are the brands that suit.

Order these brands and our **Maple Sugar**.

FOR SALE BY

Imperial Fruit and Produce Co.
Winnipeg, Man.

Provost & Allard — Ottawa, Ont.
Forbes Bros. — Montreal, Que.

T. KENNEY & SON

Mallerton, Que. — Manufacturers

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

IT'S A MONEY MAKER

every time, but you will never know it if you never try it. Catalog tells all.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

Maple Syrup

JUST MAPLE SYRUP THAT'S ALL

Pure Tested Maple Syrup only is sold under **Small's brand.** When customer asks for tin of **Maple Syrup** it's nice to be able to produce same, and particularly a world-renowned brand.

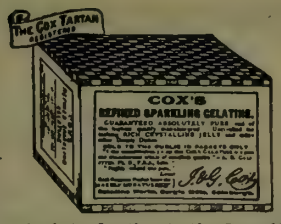
Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark syrup in the British Empire. 2nd—Small's Brand has been awarded with but one exception all Gold and Silver Medals ever offered in Canada, and many from abroad.

You certainly have a first-class line.—WOOD & STEVENS, New York.

Is superior to anything I have seen on the market.—H. MOCKFORD, London, Eng.

All Jobbers.

Product of **THE CANADA MAPLE EXCHANGE**
MONTREAL



'Tis Sixty Years Ago

COX'S CELATINE

celebrated in 1905 the 60th anniversary of its introduction to the Canadian public.

FIRST in 1845 in strength and purity, and first still after all these years.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mills, EDINBURGH

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

EPPS'S

GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS # COCOA

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

OFFICES IN CANADA

HALIFAX, N.S. — HAMILTON, ONT. — LONDON, ONT. — MONTREAL, QUE.
OTTAWA, ONT. — QUEBEC, QUE. — ST. JOHN, N.B. — TORONTO, ONT.
VANCOUVER, B.C. — WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

UPTON'S Orange Marmalade

on toast makes a dainty and healthful breakfast. Recommend it to your customers. If you sell UPTON'S they are bound to be pleased.

IN THE CIGAR CASE

PAYNE v. THE OTHERS

JUDGMENT

"I consider the charges against the ***Pebble*** and ***Pharaoh*** Cigars, of their being the best, well proven.
"I conclude from the testimony of smokers that ***Pebble*** and ***Pharaoh*** Cigars have no right to be so low in price.
"From rival's evidence there can be no doubt but that ***Pebble*** and ***Pharaoh*** Cigars are displacing 'others.'
"I advise you grocers who are anxious to fail not to order ***Pebble*** and ***Pharaoh*** Cigars.
"I sentence ***Pebble*** and ***Pharaoh*** Cigars to be liked by smokers, and sold by grocers, for life."

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

"I Looked and I saw Wondrous Things"

Look

Look at ***T. & B.*** as a Tobacco that is wanted by those who make good sales possible—continuous smokers.

Look at ***T. & B.*** as a multiplier of grocery opportunities.

Look at ***T. & B.*** as a tobacco "unmoved" by new arrivals.

Look at the tremendous orders for ***T. & B.*** as indisputable evidence of excellence.

Look

Look at yourself, and, if you sell ***T. & B.***, say, "I am progressive."

Look at yourself, and, if you do not sell ***T. & B.***, say—

Look

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, ONT.

TOBACCOS, CIGARS AND ACCESSORIES

THE VALUE OF A TOBACCO CROP.

A report which has come to hand referring to the tobacco crops of Central and South America is interesting, not only as showing the development which has been made in that country, but also as an example to Canada of the great monetary value of a tobacco crop. Canadian tobacco cultivation can scarcely be said to have passed the experimental stage; yet Canadian leaf is gradually growing in favor as a blend with foreign growth.

Given the necessary amount of care in cultivation, coupled with the experience of past and future experiments, there is no reason why tobacco culture should not be to Canada a valuable and continually increasing agricultural asset.

The tobacco crop of Cuba for the past year is given as $30,000,000 in value; about $13,500,000 was exported as "leaf," about $10,000 value was exported as "stems," about $12,500,000 as "cigars," and $4,500 as "cigarettes." The export of cut tobacco amounted to over $81,000 and tobacco seed to the value of upwards of $3,000.

The tobacco crop of Mexico was estimated as $20,000,000. The exported tobacco is chiefly the production of one state, named Vera Cruz, all of which goes to the European market. Very little Mexican tobacco goes to the United States on account of the prohibitive tariff. Almost all the exports are made up of cigars and cigarettes, which accounts for the fact that a quantity of leaf tobacco is imported from Virginia for the purpose of blending with the native leaf.

IS NICOTINE POISONING?

A Montreal daily recently published the following article on the much discussed nicotine question. The article should prove interesting reading for those interested in tobacco.

"Much tomfoolery has been written about nicotine. As a matter of fact, there is probably no subject upon which the general public has received so much misinformation. Nearly every one speaks of the dark brown substance which has about the consistency and color of molasses and accumulates in the stems of pipes as nicotine. According to well-informed authorities, it is not nicotine, and it has no nicotine in it. It is nothing but tar—tobacco tar, distilled from the smoke, just as coal tar is distilled from coal and pine tar from pine wood. One might swallow all the tobacco tar that a rank clay pipe contains without serious harm. If he swallowed the same quantity of nicotine he would probably be dead inside of five minutes. It is the tar that stains the pipe, and it is the same tar that stains the cigarette smoker's fingers. It is also found inside the nostrils of one who inhales smoke, and it puts an indelible stain on his moustache.

"It is true that tobacco contains more nicotine than any other known plant, but nicotine is not a plentiful article in nature. The rankest Kentucky tobacco contains less than 8 per cent. of nicotine, and the finer grades of tobacco, such as Havana, have less than 2 per cent. One often hears cigarettes condemned because the smoker gets so much more nicotine through inhaling the smoke. The fact is that a cigarette smoker gets almost no nicotine, because the tobacco of which cigarettes are made contains next to no nicotine. Turkish and Egyptian tobaccos carry only a trace of nicotine, and some of them none at all. No matter how much of this deadly element a tobacco contains, the smoker does not get it. Nicotine is not extracted by burning the tobacco. Burning destroys it entirely. One often hears of nicotine poisoning, but it is very doubtful if there is any such thing. When one is poisoned with nicotine he dies, and he doesn't get poisoned by smoking. There are plenty of good reasons why smoking should not be carried to excess, but nicotine poisoning is not one of them."

MAY BE THERE.

The obliging clerk had taken down piece after piece of goods, until he could hardly see over the pile on the counter.

"I don't care to purchase to-day," remarked the shopper, as she turned away; "I was only looking for a friend."

"There is one more piece on the shelf, madam," said the clerk; "your friend may be behind that."

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

McDOUGALL

Insist upon having them.
D. McDOUGALL & SON, Glasgow, Scotland.

CLAY PIPES

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BUSINESS CHANGES.

Omer Lessard, grain, Quebec, Que., registered.

Waldie & Kennedy, grocers, Winnipeg, Man., dissolved.

Joseph Morand, grocer, Valleyfield, Que., assets sold.

Wm. K. Milligan, grocer, Sarnia, Ont., selling out to R. Slack.

J. Tavilman, grocer, Winnipeg, Man., succeeded by S. Halperin.

J. W. Rynard, miller, Petrolea, Ont., business advertised for sale.

R. English, grocer, Toronto, Ont., business advertised for sale.

S. M. Short, grocer, Toronto, Ont., business advertised for sale.

Edmond Fournier, general merchant, St. Aubert, Que., assets sold.

W. H. Dunkin, grocer, Cornwall, Ont., has assigned to C. C. Colquhoun.

Ed. Poirier, grocer, West Shefford, Que., has sold to James McMahon.

James Cain, general merchant, Huntsville, Ont., retiring from business.

Frank Harding, grocer, London, Ont., has sold to Langford & McKenzie.

J. F. Simpson, grocer, Winnipeg, Man., has assigned to C. H. Newton.

Z. Carette & Co., general merchants, Lotbiniere, Que., dissolution registered.

P. S. Burmen, general merchant, Weirstead, Que., meeting of creditors called.

H. Merson, grocer, Ottawa, assets were to have been sold on the 26th inst.

W. S. Lumb, general merchant, L'Amable, Ont., has sold out to Thos. Turriff.

J. J. O'Brien, baker and grocer, Stratford, Ont., has gone out of business.

Brawn & Warren, general merchants, Crandell, Man., are retiring from business.

Campbell Bros., general merchants, Fillmore, Sask., are making an extension.

G. S. Clarke, confectioner, Wapella, Sask., has been succeeded by George Hulton.

B. J. Smith, general merchant, Didsbury, Alta., is selling out to George Peters.

F. Lafortune, general merchant, St. Remi D'Amherst, Que., offering compromise.

Leonidas Roger, general merchant, St. Antoine de Tilly, Que., offering to compromise.

W. L. Robertson, general merchant, Tisdale, Sask., assigned to J. C. Lang, of Tisdale.

B. Isaacs & Co., general merchants, Riviere Desert, Que., succeeded by A. Nault, Sr.

A. M. & W. Sinclair, general merchants, Welwyn, Sask., sold to James H. Maneeo.

Blais & Huard, general merchants, Thetford Mines, Que., have dissolved partnership.

G. H. Williamson, grocer and meat dealer, Hamilton, Ont., has sold to J. D. Donovan.

G. A. Cameron, general merchant, Adamsville, Que., has sold to Moore, Kelly & Co.

Currie & Sheppard, general merchants, Belwood, Ont., have sold out to John Pratt & Son.

Alph Clement, Sr., grocer, Montreal, Que., assets were to have been sold on the 28th inst.

T. Leroux, butter and cheese maker, St. Armand Station, Que., has assigned to Chartrand.

Napoleon Hebert & Bros., butter factory, Magog, Que., sold to Jos. Casgrain & Bros.

W. H. Manders, general merchant, Smith's Falls, Ont., has assigned to Alfred L. Derrick.

Thos. Cote, general merchant, St. Hilarion, Que., Lefaivre & Taschereau appointed curators.

Hector Matteau, general merchant, St. Elie, Que., Lefaivre & Taschereau appointed curators.

Edward Gee, general merchant, East Templeton, Que., has been succeeded by Edmond Mongeas.

Hector Matteau, general merchant, St. Elie, Que., assets were to have been sold on the 30th inst.

Simpson Bros. (estate) general merchants, Fordyce, Ont., stock sold at 57 cents on the dollar.

Alph. Clement, sr., general merchant, Ste. Agathe des Monts, Que., has assigned to A. Lamarche.

G. Caron, general merchant, Trois Saumons, Que., assets were to have been sold on the 28th inst.

Ernest Audet, grocer, St. Honore de Shenley, Que., has assigned to V. E. Paradis, provisional guardian.

Germain Caron, general merchant, Trois Saumons, Que., has assigned to V. E. Paradis, provisional guardian.

Joseph Maheux, general merchant, St. George East, Que., has assigned to V. E. Paradis, provisional guardian.

Brown & Bond, general merchants, Mount Brydges, Ont., have dissolved partnership, W. F. Brown continuing.

J. D. Martineau & Co., grocers and butchers, Montreal, have sold grocery and liquor stock to Jos. Henri Daragon.

Mrs. J. A. Roy has registered under the style of J. A. Roy & Fils, general merchants, St. Cyrille de Wendover, Que.

Rubenstein Bros., general merchants, Hawkesbury, Ont., have dissolved partnership, business continued by S. Rubenstein.

Spokane, Wash., Mar. 29.—The Union Mercantile Company has been incorporated in this city for $50,000, and is purchasing the Sloane-Paine grocery store, the largest retail grocery store in this city. Officers of the company are F. L. Taft, of Spokane, president; J. B. Greenough, vice-president; Wilbur D. Greenough, secretary. The company will also do a wholesale business.

BODE'S ENERGETIC GUM ADVERTISING.

The Bode Gum Co., Montreal, have caused quite a sensation in trade circles—grocery, drug and cigars—by the vigorous and striking advertising plan set going in Toronto, which commenced on March 17. Bode's gum has certainly led all others in the rapidity with which it has been placed upon the market and the system begun in Toronto will be extended from Halifax to Vancouver. The trade will, of course, benefit by the extra demand created by this up-to-date campaign of the Bode Gum Co., Limited. The Toronto offices of the company are in the Pacific Building, Scott street, and Messrs. McEachren and McPherson are in charge.

Youngster (edging his way into the crowded shop)—"Wait on me right away, please, as father's waiting for his dinner."

Grocer—"What is it, Tommy?"

Youngster—"Five cents' worth of washing powder and two cents' worth of soda, please."

FOR THE GROCER

who hasn't ordered

HOGEN-MOGEN

5 CENTS

AND

ROYAL SPORT CIGARS

10 CENTS

This warning is given:—Our output is limited, so write to-day for full particulars.

THE SHERBROOKE CIGAR CO.

SHERBROOKE, P.Q.

RETAIL MERCHANTS' ANNUAL MEETING.

The Montreal branch of the Retail Merchants' Association of Canada, Inc., held its annual meeting in the association rooms, 88 St. Denis street, Thursday evening, March 22. There was a large attendance and several important questions were dealt with.

After the reading of the minutes, the president, J. G. Watson, who occupied the chair, addressed the association, and particularly the representatives of the three new sections admitted, men's furnishings, hats and furs, and furniture. He bade these sections welcome on behalf of his fellow members. The committee which had been sent to interview His Grace the Archbishop of Montreal re the trade of the religious communities, reported that something would be done to remedy the present state of affairs.

The treasurer's report was read and showed a very good balance. It was adopted subject to audit. J. A. Beaudry, the secretary, then read his report which touched upon many points of interest to the trade. It showed that the association is steadily growing. It now consists of ten sections, with a total membership of 804. The report further stated that at the formation of the branch in October, 1905, they were called upon to see that the trading stamp law was strictly observed by all merchants. In this connection, at the end of October a delegation consisting of J. G. Watson, J. O. Gareau and J. A. Beaudry went to Ottawa and interviewed the Prime Minister, who assured them of his help in their work. Shortly afterward another delegation had an interview with Hon. Lomer Gouin, who told them that they should have all the help it was in his power to give them in this case. He consented to appoint the lawyer of the crown to work with the association's lawyer to prosecute the cases it was their intention to institute. With the help of detectives employed by the association, these two gentlemen were able to prosecute in all twenty-two cases, the results of which were very satisfactory to the association.

Steps were taken by the legislation committee to have something done re the peddlars' and hawkers' law.

Something was done to try to facilitate the collection of small accounts, also to have the inspection of weights and measures done at the Government's expense.

Steps were taken to have amendments made to the law concerning liquor licenses of the Province of Quebec, especially where Montreal grocers were concerned, and principally to the article regarding wholesale and retail licenses and license transfers. The first point was satisfactorily arranged, and in future wholesale and retail licenses will be separate. Regarding the transfer of licenses an amendment was made whereby the grocers' license would be $100, but they were to be restricted from going direct to consumers to solicit orders.

The question of the equalization of taxes was then brought up. It is understood that at present certain merchants are paying out a larger sum in taxes than some wholesalers. The matter is a very complex one and a committee was appointed to look up facts concerning the question, with instructions to report after they had done so.

It was arranged that something should be done to have the action of wholesale houses in selling at retail stopped.

The butchers' section requested that steps be taken so that a proper inspection of meats should be guaranteed.

Another interesting question discussed was the contract plan. It was decided that measures should be taken to have this plan carried out, as it protected merchants against price-cutting.

A motion was made and carried that the secretary's salary for the past term be fixed by the executive committee.

The election of officers then took place and resulted as follows: President, J. G. Watson; vice-presidents, J. O. Gareau, F. Martineau; treasurer, P. Daoust; secretary, J. A. Beaudry; auditors, Filion and Bruneau.

With the exception of the auditors, these officers all served last year and all were re-elected by acclamation.

THE "SQUARE DEAL" IN TRADE.

There is a war of match makers on in the United States. The Diamond Match Co., commonly known as the match trust, has made, with as many of the wholesale grocers as would come in, an agreement to handle exclusively their matches on a commission plan. This agreement constitutes the wholesaler a selling agent on a 10 per cent. commission payable quarterly. Should the wholesaler handle the matches of any other company the commission is cut off.

The independent manufacturers are taking steps to test the legality of the arrangement, claiming that it and the means taken to secure its acceptance are in restraint of trade. One of the largest of the independent manufacturers says:

"The sole object of the new selling plan of the trust is to get rid of all legitimate competition and it is not fair that the wholesale grocers should lend themselves to such a scheme. The trust says to the wholesaler: 'You must distribute our matches exclusively or not at all; in order to rid ourselves of undesirable competition we propose to take charge of your business and run it in our own interest.' Strange to say, the grocery distributing trade, with few notable exceptions, agreed to the proposition.

"The consequence is that all independent manufacturers are deprived of the services of the legitimate distributors, and in order to dispose of our product must go direct to the retail trade. Can the wholesale grocers stand this when their very existence is threatened by the direct selling proposition?"

The natural result of this monopolizing method is found in the recent organization in New York of wholesale and retail grocers, commission men and independent manufacturers to fight the trust. The purpose of the combination, it is said, is not so much to enter into the match business from a profit standpoint as to force the trust to do business on a fair and equable basis, instead of seeking a monopoly.

In this week's report of the investigation of the Grocers' Guild at Hamilton is a circular letter of Secretary Cook regarding the agreement with the canners and a circular letter from the Canadian Canners, Limited, to the trade offering an additional rebate of 5 per cent. to wholesalers who will handle their goods exclusively. The great aim of the guild has been to establish the position of the wholesaler against the "direct selling proposition." It is based on the claim that the wholesale trade is the manufacturers' legitimate means of distribution to the retailer. What, then, is the excuse when a large number of the guild members enter into a contract the purpose of which is to exclude a large number of manufacturers from the services of the wholesalers as the distributing agency to the retail trade? Surely there is a lack of consistency here. The temptation to monopolize is not new; for centuries it has been the stumbling-block in the way of fair dealing. To-day the tendency is stronger than ever before.

The cure is set forth by the New York Journal of Commerce as follows:

"If public opinion and the standard of honorable business men can be set firmly against the devices of monopolizing 'trusts,' they can be defeated more effectually by sustaining fair competition in trade than by resort to legislation or litigation. If wholesale dealers and jobbers will agree together and refuse to enter into any such contracts as those offered by this match company, and will be 'fair and square' in their own dealing with customers; and if buyers generally will show their antipathy to monopolies and give their preference to manufacturers and dealers who are 'fair and square' in their methods, all this 'trust' business in trade will not only fall into disrepute but into bankruptcy. What is especially needed is more common honesty and everyday moral sense in business."

VALUE OF TRADE WITH YUKON.

A report received at the customs department, Ottawa, shows that the quantity of Canadian goods shipped into the Yukon Territory last year decreased considerably when compared with the previous year. The tonnage for 1905 was 15,272 as against 21,866 for 1904. There was a proportionate falling off in foreign goods. The tonnage last year was 10,648 compared with 12,602 in 1904. The total value of Canadian goods shipped into the Territory for the year was $3,224,217 and of foreign goods $1,451,400. so that the balance of trade was in favor of Canada to the extent of $1,772,817. In 1904 the balance in favor of Canada was $2,643,622.

A FRATERNAL CALL.

A donkey stepped into a store and the owner approached the beast and asked: "What are you doing here? You know this is no place for a donkey." "I am here," said the donkey, "because I saw your advertisement on the fence that surrounds my pasture. I know you, too, must be a donkey, or you would place your advertisement in a newspaper where it would be read by people, not by donkeys. Being lonesome to-day, I thought I would be neighborly and make a fraternal call."

SURE TO PLEASE

If you want to please your customers, and at the same time enjoy the feeling that comes from doing the right thing, just push

Quaker Rice
(Puffed)

The newest cereal and most unique food in the world. It caught the public fancy and has gained a larger sale in a shorter time than any other product in cereal history. Repeat orders testify to its goodness.

The American Cereal Company
Peterborough Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

April 5,, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebra paste, ½-gro. boxes, $1 per gross.

JAMES" DOME BLACK LEAD.

	Per gross.
6a size	$2 40
12a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days,

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins, per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—

Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 6's	0 28

Icings for cake—

Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—

	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S.

Chocolate—

	per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—

	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 7½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins, 4½ doz. to case				per doz.,	$ .90
1 " "	½	"	"	"	2.40
½ " "	2	"	"	"	4.75
¼ " "	1	"	"	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ½'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa— Per lb.

5-lb screw top cans, 10 cans in case, 36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.

Sweet chocolate powder—

5-lb. tins, 10 tins in case. 25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 28c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 30c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 28c.
100 2-cent pieces in box, each $1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box $1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins. 26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins. 2.c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs. 25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 22c.
12-lb. boxes 6 boxes in case, 1-lb. pkgs 22c.
6-lb. " 12 " " ½-lb. " 22c.

Gold Medal chocolate powder—

5 lb tins 10 tins in case 36c.
10 lb tins, 10 tins in case 33c.

XXXX chocolate powder

5-lb. tins, 10 tins in case 27c.
10-lb. tins, 10 tins case 25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, op. 4d. "	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb.
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 50-lb cases	33
Mocha and Java coffee, in 2-lb tins, 50-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

"KLAUS'S" IMPROVED SWISS MILK CHOCOLATE

Is the best of all Swiss Milk Chocolate. Acknowledged to be the most delicious and wholesome. Manufactured with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. It is bound to be asked for more than ever this year, as it is held in high repute by everybody. It also possesses great nourishing qualities for invalids and children. Shows a nice profit to you and is a good seller.

Don't Be Without It.

Agents for Canada:
ROSE & LAFLAMME, - Montreal

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

CUP QUALITY vs. STYLE

CUP QUALITY WINS OUT EVERY TIME.

We critically test all Teas in the cup before purchasing; therefore flat, insipid and "Bodiless" teas are never sold our customers.

On the above grounds, we respectfully solicit your business.

A postal will bring samples and quotations.

WM. BRAID & CO., - Vancouver, B.C.

BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12.1b. boxes—	
½-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Meat.

Cases, 36 15c. packages... $4.50
5 case lots.... 4.40
(Freight paid.)
Cases, 20 25c. packages... 4.10
5 case lots.... 4.10
(Freight paid.)

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb., and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

BORDEN'S
BRANDS

are made

from The Best material
by and most hygienic methods
for trade.

and sold by the best, up-to-date grocers. Don't overlook ordering BORDEN'S BRANDS.

All Jobbers.

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz 0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

Packed in cases of 56 lbs. each (cases free)

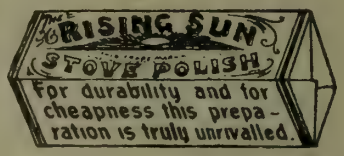
No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.

Blue, white or assorted.

In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½s	0 21	0 26
Green Label, 1's and ½s	0 22	0 30
Blue Label, 1's, ½s, ¼s and ⅛s	0 30	0 40
Red Label, 1's and ½s	0 36	0 50
Gold Label, 1's	0 44	0 60

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Embossed Label, 1's, ½s and ¼'s	0 70	1 00

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 32
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 30 1-lb. }	0 35
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" " II 40-lb. boxes	....
" " III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	....

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 27½ at 0 30
Grey Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases ..... retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal.	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05

WARNING!

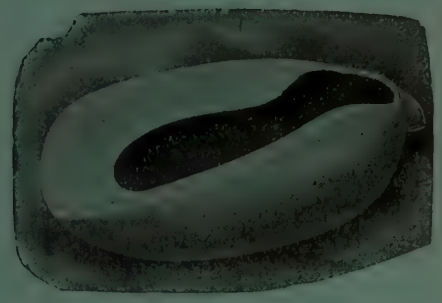
Crescent BM&Co TRADE MARK Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

TEA HINTS
FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.
Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week – therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

Still Some Brass Signs Left

If you haven't had one, write for particulars telling how to get one *free*.

Note.—These are only suitable for merchants handling crockery or glassware.

GOWANS, KENT & CO. LIMITED
TORONTO

PUSH

packaged Mince Meat at this season.

WETHEY'S

is the standard of excellence, one package makes two large or three small pies.

LOOK UP YOUR STOCK

ORDER NOW

Be sure you get Wethey's. Sell every customer a package.

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Crosse & Blackwell's
Jams, Jellies and Marmalades

C. E. Colson & Son, Montreal
Agents

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, APRIL 13, 1906. NO. 15

Robinson's Patent Barley

Is a Steady Seller
With the BEST TRADE

Your store is the **finest** in the town. And, therefore, you are or should be selling

ROBINSON'S PATENT BARLEY

Liberal sampling among your customers on receipt of list addressed to

Frank Magor & Co., - 403 St. Paul St., Montreal
Agents for the Dominion

Raised on It.

STARCH

Two Indispensable Lines for every grocer and general store keeper.

Benson's "Prepared Corn" (for the Kitchen).

Edwardsburg "Silver Gloss" Starch (for the Laundry).

Good sellers and profit-makers, because well-known, tried and reliable. Every jobber sells them.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. | Works, CARDINAL, Ont. | 164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

Your Soap Trade

Develop it.

Make the most of it.

Make it pay.

Properly handled, it's a profitable part of your business.

Soaps sell all the year round.

Soaps of quality—they please, not only sell more easily and in larger quantities but they carry more profit.

The Albert Oatmeal Skin Soap gives universal satisfaction by its unique qualities.

It's a real skin food.

As a general toilet soap for family use it is a very remunerative line to carry.

"Albert Oatmeal Skin Soap"

One of the excellent lines
manufactured by
Albert Soaps Limited, Montreal.

You can depend upon pleasing your customers if you offer

"Kkovah" Jellies
"Kkovah" Custard
"Kkovah" Blanc Mange
"Kkovah" Creamo

SUTCLIFFE & BINGHAM, Limited
17 St. John St., MONTREAL

ROELOFSON & ROELOFSON
152 Bay St., TORONTO

National Licorice Co.
Brooklyn, N.Y.

R. S. McIndoe
Selling Agent - 120 Church St., Toronto

Molasses

We are prepared for
SPRING TRADE
with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

Half the Battle is Won

by going on to the fighting line with proper equip ment. The boy with the old muzzle loader sometimes gets a bird but more often he loses from sheer waste of time in loading the gun. And his powder horn gets damp, flint lock won't work, ramrod sticks.

Are you wasting time and energy by arguing over "quality" that you're not quite sure of? What's gained—how many customers lost? Half the battle is won by "quality." There's no better time to equip than right now.

Felix & Co.'s Italian Macaroni

Made in the cleanest of factories, by the cleanest of people and made as you would have your own wife make it—with conscientious goodness from start to finish.

Only the finest selected wheat is ever used by Felix & Company.

"Equip" with it.

"Thistle" Brand Maple Syrup

A real true "Simon-pure" Maple Syrup from Maple Sugar that comes from the best Sugar Maple Groves in the country.

Have you ever been to a "sugaring"? Then this Maple Syrup will carry you right straight back to your "Maple days" again.

In pints, quarts, gallons, or in bulk.

ARTHUR P. TIPPET & CO., Agents

8 Place Royale, - Montreal

20½ Front St. East, Toronto

Manufacturers' Agents and Brokers' Directory

BARBADOES, W. I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St John, N. B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CALGARY

The Dominion Brokerage Co.,
Wholesale Limited
Commission Merchants and Brokers
CALGARY and EDMONTON, ALBERTA
Excellent Trade Connection
Highest References

WESTERN CARTAGE CO.,
Cartage and Warehousing
Storage and Brokerage for Eastern Wholesalers.
Handling and Forwarding of CAR SHIPMENTS.
Largest and Best equipped STORAGE Facilities in the WEST.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

W. E. FELLOWES
Manufacturers' Agent and Commission Merchant
6 St. Sacrament St. - - Montreal.
I am open to introduce a few new lines of high-class grocers' specialties. Could handle a line of Canned Goods and Sauces.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. E., TORONTO
Calling on best Grocers and Mfg. Confectioners.
Could handle another first-class specialty for Manufacturers.

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

BARBADOS RAW SUGAR
on the spot. Phone, write, or wire us your order.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

A. F. MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask.
Office, 8 Main Street.

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

CALGARY STORAGE
In a new brick block centrally located
Dingle & Stewart
Winnipeg, Man. - Calgary, Alta.
COMMISSION BROKERS.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Uinon Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited.

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

(*Continued on page 52.*)

EXTRA FINE SIFTED PEAS, NO. 1

SWEET WRINKLED PEAS, NO. 2

EARLY JUNE PEAS, NO. 3

STANDARD PEAS, NO. 4

We are delighted to know that the Retail Merchants, generally, are pushing the sale of the finer grades, which will mean **increased profits** and **satisfied customers.** Our orders through the Wholesale Trade within the past few weeks have been largely for the finer grades of peas, showing that the Retailers and consumers are benefitting by the knowledge of the difference in size and quality.

The brands are, viz :—

Group 1.—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), and "Auto" (Canadian Canners.)

Group 2.—"Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Kent," "Lion" (Boulter), "Thistle" (Brighton), and "Grand River" (Lalor.)

Group. 3.—"Globe" (Schenck), "Jubilee" (Lowrey), "White Rose" (Lakeport), and "Deer" (Saylor.)

EVERY TIN GUARANTEED

Canadian Canners, Limited

HAMILTON, CANADA.

CEYLON TEA (green and black) preserves in perfect proportion the necessary quantity of "essential oil" for refreshment and exhilaration.

CEYLON TEA (natural green) contains full measure of that important alkaloid "theine." An agreeable stimulant and invigorator.

CEYLON TEA is proved by analysis to contain sufficient — and only sufficient — "tannin" to give necessary vim to the other component parts.

CEYLON TEA is absolutely "pure" and free from extraneous coloring matter, such as is often used in other teas.

CEYLON TEA, in its manufacture, combines all the most sanitary, up-to-date, and scientific methods known to the world.

MORAL—Inasmuch as the great aim of business is to give pleasure to the buyer whilst securing profit to the seller, the merchant grocer must buy only the most excellent goods, which in Tea means "buy only Ceylon Tea" for both pleasure and profit.

The Man behind the Counter

I believe I am known as a man who values, and secures in a very full measure, the friendship of the retail merchant and his clerks; and I am very proud of the fact.

But why is it? It is not easy to secure the friendship of thousands of men one has never seen; and I am not egotist enough to think that it is through any personality of mine.

It is, **FIRST,** the quality of Red Rose Tea that has helped make these friends. To men who sell it day in and day out, from year to year, it has become a standard of quality. They **know** it can be depended on. "Good tea" **always good.**

SECOND.—They are treated as business men should be. Every enquiry has immediate attention—mistakes are corrected promptly. Reasonable favors are granted pleasantly.

THIRD.—My travellers are not mere order takers. They are men who gain the respect and confidence of their customers by their upright business methods.

If one of them calls on you, I know that you will corroborate my opinion—and if you are not doing business with him now, you feel that you will some day. When you do, I am sure we will be friends.

T. H. ESTABROOKS

ST. JOHN, N. B.

Toronto Office—3 Wellington Street E.
GEO. H. CAMPBELL, Mgr.

"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.
LIMITED

Montreal

CROCKERY DEALERS

Have you ever examined our line of

English Black Rock Teapots?

We have splendid varieties of both ***PLAIN*** and ***DECORATED,*** at prices which will surprise you. Ask to see them.

THE JOHN L. CASSIDY
CO., LIMITED,
MONTREAL

26 A MINUTE

So great has become the demand for **"SALADA"** Ceylon Tea that the sale now equals 26 packets for every minute of our lives, or equivalent to 14,000,000 packets annually, and still growing.

Mark Twain says: "It's Foolish to Oppose a Success."

Some dealers (not you, of course) waste a good deal of time in worrying, planning and scheming out acceptable reasons (to themselves) as to why they should not handle "SALADA" Ceylon Tea, while their more progressive neighbors are readily grasping their opportunities, and pushing the sale with pleasure and profit.

A dealer can, of course, get along without "SALADA" if he is so inclined, but it will be to the injury of his trade and reputation—this is as sure as "night follows day."

A sample case will readily dispel a doubter's doubts.

BLACK, MIXED OR NATURAL GREEN | **Sealed Packets Only.**

Write To-day to "SALADA" Toronto or Montreal

THERE ARE MANY BAKING POWDERS

"THE LIGHT OF THE KITCHEN"

BUT THERE IS ONLY ONE

MAGIC BAKING POWDER

It is Pure, Wholesome and Economical
SOLD IN ALL SIZES.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St Louis, Mo., 1904

The best in pickles and relishes bear the mark on each bottle in red ink:

STERLING BRAND PICKLES

You will not be disappointed, no matter what kind you may choose. Simply make sure you've chosen "Sterling" goods.

—Made in Canada's great-
—est pickle factory.

THE T. A. LYTLE CO., LIMITED
TORONTO, CAN.

MAPLE SUGAR

Largest Exporters of

PURE BEAUCE COUNTY SUGAR

D. RATTRAY & SONS

QUEBEC **Montreal** **OTTAWA**

THEY

Sell Well

Show a Nice Profit.

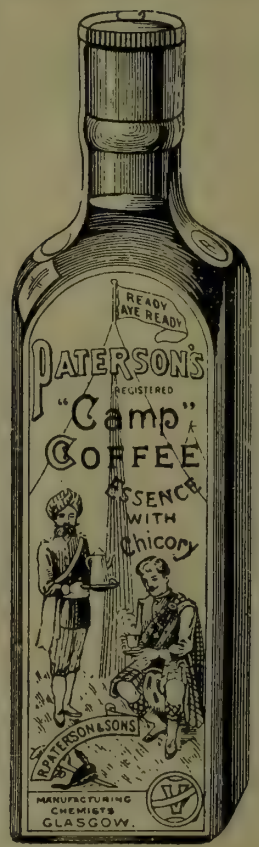
Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL



GOOD PROFIT

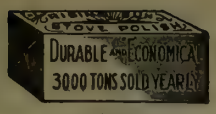
Up-to-date grocers sell the up-to-date coffee essence, Paterson's Camp Coffee. It affords a good margin of profit and is a quick seller.

ROSE & LAFLAMME

AGENTS

MONTREAL

RISING SUN STOVE POLISH IN CAKES



SUN PASTE STOVE POLISH IN TINS

Why are We Selling More?

The sales of **RISING SUN** Stove Polish in cakes, and **SUN PASTE** Stove Polish in tins, so far this year, show a gratifying advance over the record of the corresponding period last year. This could only mean one thing—that the strenuous, positive claims we have always made for these brands, have been true. These goods give greatest possible satisfaction, both to dealer and consumer. **THAT'S WHY.**

MORSE BROS., Props., - - Canton, Mass., U.S.A.

Japan Teas

Japan Teas

are the only thoroughly pure and reliable **green teas** made—
They are unique in that they cannot be imitated.
They are the healthiest of all teas to drink.

Japan Teas pay—
Buy them

Japan Teas

WOULD YOU LIKE TO MAKE MONEY?

If so, sell a tea that sells itself—

Blue Ribbon *Ceylon* Tea

Don't waste any efforts on "temporary pleasers"! Go after the permanent trade.
RED LABEL, selling at 40c.—there you are!

We are Wholesale Agents for

PETER'S

The finest Milk Chocolate in the world.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Just a Splendid Line to Stock This Year

"MOKARA" is a home drink for everybody. It is the best and cheapest substitute for **Tea** or **Coffee** on the market.

If you want a rapid seller and profit maker, write for sample and particulars of Mokara.

Retails at 10c. pkge.

Mokara Mills

21, 23, 25 Cosford Street, - - MONTREAL

OUR MOTTO

THE BEST PRODUCT FROM THE PUREST MATERIAL

We carry this principle into actual practice—every day.

The milk is procured in the richest dairy sections in Canada.

The strictest care is used in its selection—every can of milk is tested before it is received.

Manufacturing conditions are guarded at every point—our methods and appliances are the most modern and improved.

The net result is quality.

"REINDEER" Condensed MILK
"JERSEY" Sterilized CREAM

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S

England's hall-mark of quality —— "Holbrook"

HOLBROOK'S

GENUINE WORCESTERSHIRE **SAUCE**

HAS THE LARGEST SALE IN THE WORLD.

The Reason —— A Genuine Worcestershire at a popular price.

Holbrook's Limited, 28 Front St. E., Toronto

MOLASSES IN TINS

A CLEAN WAY TO HANDLE IT

We have it. *Retail at 10c. and 15c.*

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

Ivorine Superiority

There are many reasons why a grocer should attach his allegiance to

IVORINE
COLD-WATER
STARCH

Cold-water starch is better than other kinds—no matter from what standpoint the comparison is made.

"Ivorine" is the leading cold-water starch. The women like it because it means **a good deal** to them.

Sixty per cent. profit is yours when you sell **Ivorine Starch.**

Are you going to allow a golden opportunity like this to pass by?

Case of 40 pkgs. $2.50. See your jobber.

St. Lawrence Starch Co. Limited

Port Credit, Ontario

Purnell's
Genuine Worcestershire
Sauce

Shews a good profit

Never fails to give satisfaction.

Do You Stock it?

If not, mail your order to-day.

PURNELL WEBB & CO., Limited

BRISTOL, ENGLAND

ESTABLISHED 1750

SYMINGTON'S
EDINBURGH
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY

UNQUESTIONABLY THE VERY BEST

To be had of all wholesalers

THOS. SYMINGTON & CO. - - EDINBURGH

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for **"Diamond E."** on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders—You cannot make a mistake** in ordering a tin on a trial basis—If the coffee does not prove a **convincing argument**—We stand the expense—**"Diamond E."** will put **new life** into your **Coffee trade—Try it**—Backed by a reputation of over half a century.

S. H. & A. S. EWING, MONTREAL

GREIG'S WHITE SWAN BARLEY CRISPS

Thin, flakey and light—the very choicest form in which barley can be offered.

It is an ideal food for infants and persons of weak digestion—but can be used for a great variety of tasty dishes for healthy people as well.

Put up in attractive packages.
3 dozen in a case.
This line is a winner.

The Robert Greig Co.
Limited

WHITE SWAN MILLS

TORONTO

You don't know what a treat you are missing if you are not using

"Norka"

RETURNED
APR 30 1900

The best selling and the best paying

CEREAL

on the market.

Sells all the year round

THE EBY, BLAIN CO., LIMITED

Sole Agents for Canada and the British Isles.

TORONTO

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietor. HAMILTON, BERMUDA

Opposite Victoria Park and Cedar Ave. Private board $12 to $14 per week.

BOARD AND ROOM

"THE ARGYLE,"

Mrs. FRASER Cedar Avenue, HAMILTON, BERMUDA

Terms moderate. Also furnished cottages.

THE AMERICAN HOUSE

A. PASCHAL (Prop.) HAMILTON, BERMUDA

Centrally located. Open all the year round.

WOODSIDE BOARDING HOUSE

(CORNER OF MAIN AND LAMAHA STREETS, GEORGETOWN, DEMERARA.)

Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress E. COTTAM.

WINTER RESORT—QUEEN'S PARK HOTEL.

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop.

DOMINION HOUSE

W. H. DURHAM, PROPRIETOR. RENFREW, ONTARIO

The most popular Hotel in the Ottawa Valley.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WE HAVE EVERY FACILITY TO TRANSACT
YOUR BANKING BUSINESS
AND INVITE YOUR ACCOUNT

THE METROPOLITAN BANK.

CAPITAL PAID UP, - - $1,000,000.
RESERVE FUND, - - 1,000,000.

SAVINGS DEPARTMENT at all branches.

Interest allowed on deposits of one dollar and upwards

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office	Capital -	$1,500,000.00
Toronto,	Assets, over - -	3,460,000.00
Ont.	Income for 1905, over	3,680,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $850,000.00.
TOTAL ASSETS, $2,119,347.89.
LOSSES PAID SINCE ORGANIZATION, $27,383,068.64.

HEAD OFFICE, - - BRITISH AMERICA BUILDING.
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

This space $30.00 per year.

PERCY P. DAVENPORT,
Chartered Accountant and Assignee,
378 Bannatyne Ave., WINNIPEG, MAN.

JENKINS & HARDY.
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto Street. Toronto.
52 Canada Life Building, Montreal.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

This space $15.00 per year

ATWATER, DUCLOS & CHAUVIN
Advocates. Montreal.
Albert W. Atwater, K. C. Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

Th s space $30.00 per year.

This space $15.00 per year.

PERCY P. DAVENPORT.
Chartered Accountant and Assignee,
378 Bannatyne Ave.,
Winnipeg, Man.

This space $15.00 per year.

WM. A McLEAN
Barrister, Solicitor, Etc.
Head Office, Guelph, McLean's Block.
Branch Office, Acton, Town Hall.
Corporation Solicitor, Etc.

ROBINSON & GREEN
Barristers, Solicitors, Etc.
JOHN A. ROBINSON. JOHN R. GREEN.
Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.

LOUGHEED & BENNETT,
Barristers, Solicitors, Advocates, etc.
Calgary, Can. Cables: Lougheed, Calgary
Solicitors for: Bank of Montreal. Canadian Bank of Commerce, Bank of Nova Scotia, Merchants' Bank of Canada.

This space $30 per year.

Canadian Grocer Condensed Advertisements

bring results. If you want to buy or sell a business, secure a position or a clerk, use The Canadian Grocer condensed advertisement column. Rates, 2 cents per word for first insertion, 1 cent per word subsequently.

The Belleville Business College, Limited

Business firms get the best results by applying to us 10 days before vacancies occur in their employ.

See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw, Secretary. } BELLEVILLE, ONTARIO { J. Frith Jeffers, M.A., President.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL, Aberdeen, Scotland, is always ready to handle consignments of Canadian produce. Aberdeen is a developing market. Won't you at least give it a trial? Others did so, were satisfied, and continue shipping. Personal attention. Prompt returns.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15 per year.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

Telegraphic Address, "Fondants, London."
A. B. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

This space $30 per year.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

This space $15 per year

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

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THE CHEAPEST and BEST

It cuts to accurate weight.
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It makes cheese sales profitable.

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No grocer can afford to be without it.

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the choice of all refined palates!

Compare this Fac-simile of the Original and Genuine Worcestershire Sauce with the imitations and you will see that every bottle of the Genuine Worcestershire bears the name

"LEA & PERRINS"

All others are imitations and inferior in quality

It is no idle boast to say that ***Lea & Perrins*** is the Best Sauce in the world. Use and sell it!

J. M. Douglas & Co.
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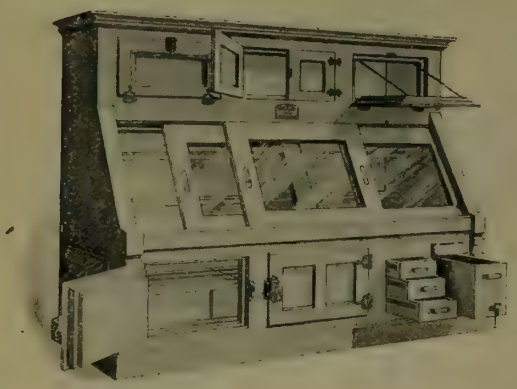

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Granulating 2 lbs. per minute.
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Capacity of Iron Hoppers, 5 lbs. of Coffee.

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Why not handle the **Best Goods,**
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It Gives you 50% Profit

Ask your wholesale grocer for it or write us for prices

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The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

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THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
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GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

"WELL, I GUESS"—

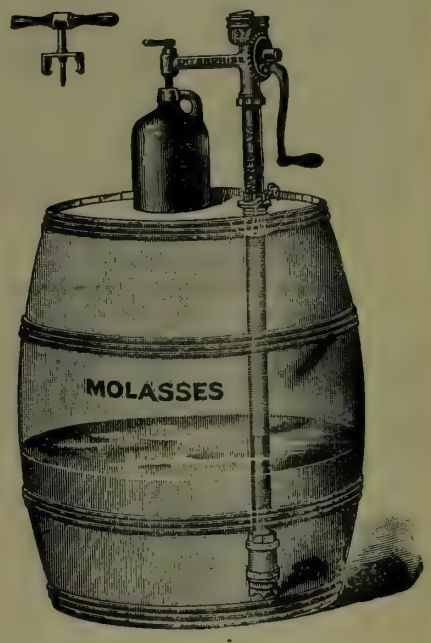
Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE



Why not order it to-day? Pumps cost $6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the "ENTERPRISE" SMOKED BEEF SHAVER, Rotary Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.

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Customers are Gained by

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All these good features may be had by using a system that is of advantage to customers. An investigation of the system afforded by a National Cash Register will prove a good investment.

Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing and places you under no obligation.

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Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

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Walker Bin Interior.

CONSIDER THE LOSS

that results each year from an untidy, unattractive and inconvenient store—

Loss from shrinkage
Loss from dirt
Loss on shelf-worn stock
Loss of time and labor
Loss of customers
Loss of PRESTIGE

The Cost of Installing Walker Bin Fixtures

providing attractiveness, cleanliness and convenience **IS SMALL IN COMPARISON.**

They not only increase business, but give CHARACTER to it.

Write for Illustrated Catalogue. *Spring is the best time*

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100 CANDLE POWER — **½¢ PER HOUR**

AUER GASOLENE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

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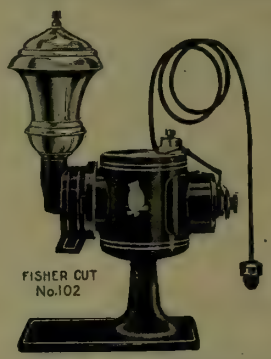
ELECTRIC POWER COFFEE MILLS



FISHER CUT No.102

This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern See here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

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Advice regarding processes of manufacture and technical applications of chemistry.

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Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross

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BUY

Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

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For sale by all Wholesale Dealers

See that you get them

TO ADVERTISERS

In order to ensure change of copy in your advertisement in The Canadian Grocer, matter should be in our hands by Tuesday morning of each week. Attention to this will assist our Mechanical Department in serving you to the best of their ability.

NEW CROP MAPLE

Adds to the excellence of our **Famous Diamond Brand** Maple Syrup and **Pure Maple Sugar.**

Read below and order from your Jobber at once:

TWO BIG SELLERS

Maple Cream Hearts
Twin Block Pure Maple Sugar

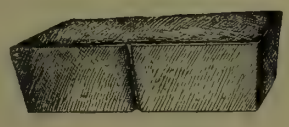
Maple Cream Hearts are put up in Pails of 18 lbs. each, and sell for 20 cts. per lb.

Price Per Pail - ***$2.16***

(No charge for Pails)

Profit to Retailers on one Pail - ***$1.50***

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 ¾-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c sale; in handling this Sugar there is no weighing or waste

Price per Case - ***$3.00***

Profit to Retailer in one Case - ***$1.00***

BEWARE OF IMITATIONS

We are the originators and sole patentees of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify ***Twin Block Maple Sugar*** and ***Maple Cream Hearts*** and you will get the genuine.

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.

Syrup sells fast these days

It will go faster and show a handsome profit if you offer your customers

Aurora Brand Corn Syrup

in Tins of 2-lb., 5-lb., 10-lb., 20-lb.—Kegs, ½-Brls. and Brls.

Also

Aurora Maple Syrup

with the true smack of the sugar bush about it.

In Tins containing pint, quart, half-gallon and gallon.

See our travellers—write us.

W. H. GILLARD & CO.

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HAMILTON

To Hand

HALF CHESTS NINGCHOU CONGOU

HALF CHESTS FORMOSA OOLONG

—ALSO—

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HASZARD'S BURNT ONION SAUCE

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Wholesale Grocers

HAMILTON, - ONT.

When You Want the BEST **PURE OLIVE OIL**

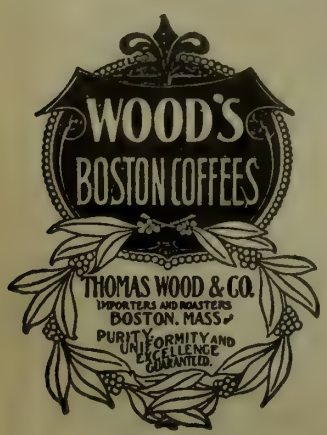
Ask and Get "RAYON D'OR"

GROWN, MANUFACTURED, PACKED BY

MENGERT, GAGNOLI & CIE, BARRI, LUCCA, NICE

Formerly SUAUT & CIE.

Write for prices and samples to **J. RUSSELL-MURRAY, 6 St. Sacrament St., Montreal, Sole Canadian Agent**



Purity, Uniformity, Utility—Security to the Grocer

Experience, System, Equipment—Security to the Wholesaler

Scientific Expert Selection—Security for Both and the Public

That is the "Wood" way, and it has raised

WOOD'S COFFEES

to the highest level of Public Estimation, Appreciation and Demand.

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL.

New Season Maple Syrup

We have now ready for shipment, 1906 boiling of

"SUGAR BUSH"

MAPLE SYRUP

in quart, half-gallon and gallon tins.

Our steadily increasing trade in this is sufficient recommendation of the quality.

JAMES TURNER & CO.

HAMILTON

IN STORE—Puffed Rice.

"If the steak's too tough to eat
Try Perry's Sauce; it can't be beat."

There you are! What better recommendation could you give your customers?

Perry's Worcestershire Sauce

is delicious and those who use it do not have to be told it is delicious.

It has the piquancy unknown in other sauces. A spoonful put into salad gives it life.

Can be used with roast or cold meats, fowl or fish.

Grocers who sell **Perry's** understand why we call this Sauce **BEST.**

Selling Agents:

Taylor & Pringle Co.

Limited

OWEN SOUND, ONT.

Manufacturers of ***Queen Quality Brand Pickles.***

Tartan BRAND

The Sign of Purity

Specials in **Maple Syrup**
" **Canned Goods**
" **Prunes and Figs**

Wagstaffe Fig and Lemon Marmalade
IN GLASS, IS DELICIOUS

Phone 596, our expense, for particulars.

BALFOUR & CO.

Wholesale Grocers
HAMILTON, ONT.

NATIONAL CONTROL OF FOOD SUPPLIES*

By Anthony McGill, Government Analyst, Ottawa.

If it were necessary to justify food inspection as a national concern, the following, among other considerations might be given : First, the great importance of the subject; the national health and well-being are directly menaced by any lowering in the quality of its food material. Second, the necessarily high cost of such inspection, because expert skill must be employed, if the work is to possess any value. Third, the benefits of inspection should be equally available to the poor and the rich. It is equally to the interest of the whole commonwealth that the working classes should be properly nourished. It is not only the rich man who should be safeguarded in the character of the food stuffs offered for sale. Fourth, a continuous inspection must be provided in order that the quality of our foods may be known. We cannot afford to wait until a lowering of national vitality indicates something wrong. We need to prevent widespread harm, not to discover and account for it after the fact.

A Modern Innovation.

What are known in history as the assizes of beer, bread, etc., which were early attempts to control the quality of important articles of food, date back to the 15th and 16th centuries. It is, nevertheless, true that food laws of the kind that we are acquainted with are recent creations. Existing legislation on this subject, in English-speaking countries, owes its origin to the work done about the middle of the last century by the late Dr. Hassall, and to the publicity given to his work in the columns of the London Lancet. Dr. Hassall published an extended series of investigations into the character of various foods as offered in the London markets. His exposures of frauds in milk, bread, spices, drugs, etc., was so convincing as to cause the appointment of a parliamentary commission to inquire into the facts. As the result of the evidence brought before the commission, the first Adulteration Act was passed. Canada was not long in following the example of the mother country, and enacted her first Adulteration Act in 1874. The act has undergone many amendments since that date, in consequence of increased experience in its working, but the fundamental principles remain unchanged.

What Adulteration is.

It defines adulteration as follows:

1. If any substance has been mixed with it so as to reduce or lower or injuriously affect its quality or strength;

2. If any inferior or cheaper substance has been substituted, wholly or in part, for the article;

3. If any valuable consistent of the article has been wholly or in part abstracted;

4. If it is an imitation of, or is sold under the name of another article;

5. If it consists wholly or in part of a diseased or decomposed or putrid or rotten animal or vegetable substance, whether manufactured or not, or in the case of milk or butter, if it is the produce of a diseased animal, or of an animal fed upon unwholesome food;

6. If it contains any added poisonous ingredient which may render such an article injurious to the health of a person consuming it;

7. If its strength or purity falls below the standard, or its constituents are present in quantity not within the limits of variability, fixed by the governor-in-council, as hereinafter provided;

8. If it is so colored or coated or polished or powdered that damage is concealed, or if it is made to appear better or of greater value than it really is.

Not as Our Ancestors.

Why do we need national food inspection more than did our ancestors?

In the first place, the tendency of modern life is to leave the manufacture of food to a special class of the community. Food stuffs are no longer home made. The farmer no longer takes his grist to the mill, paying a toll for the grinding and bringing home his flour, home-made malt; home-brewed ale, even home-made bread, are scarcely known in our day. When baking is done at home, it is not done as formerly with home-brewed yeast, or with sour milk and soda. Baking powders are used almost exclusively; and the housewife knows nothing of their composition. That they yield gas on heating in the oven, and make the bread spongy, is all she knows about them. Whether or not the residue left in the bread is wholesome depends upon the knowledge and honesty of the manufacturer. Even jams and jellies are bought ready-made.

What Science Has Done.

But this is only a partial answer to the question. The achievements of chemistry have within recent years placed at the disposal of manufacturers a large number of substances which were quite unknown, or only known in private laboratories, until the last half century. Glucose, cotton-seed oil, cotton-seed stearin, coal-tar dyes, synthetic flavoring materials (as vanillin, wintergreen, etc.), chemical preservatives, (such as salicylic acid, formalin, etc.), are illustrations of what I mean. These substances enter into the composition of modern foods to an extent little imagined by the ordinary consumer.

New Food Products.

It must not be thought that we have any fault to find with the inventor of a new food material. Far from this, we recognize the discoverer of a new and nutritious food stuff as a benefactor to his kind, and is worthy of praise, as he who makes two blades of grass grow where one grew before. And there can be no doubt that glucose, cotton-seed oil, cotton-seed stearin, oleo-margarine, renovated butter, milk-blended butter, condensed milk, tinned meats and vegetables and many other forms of food not known to our progenitors, are valuable additions to the national commissariat. But there are a few points to be kept in remembrance in regard to all of these. The fact that they are new forms of food is not, in itself, a recommendation. The human digestive organism is a development through long centuries, and has adapted itself to a certain diet, varying in different countries There is danger in trying radical experiments with it. However great may be the value attaching, for example, to the preserving of food by canning, anyone who has been compelled to live for a few months, or even weeks, on canned provisions, will realize that this simple and beautiful device for preserving perishable food materials, nevertheless, involves some slight change in the character of the food, sufficient to bring about a sense of unrest, if not of actual indigestion. Again, in the manufacture of many new food substances, powerful chemicals are used, and great care is necessary to make sure that these are properly rendered harmless before the finished product is put on the market. Many cases of poisoning through the use of dyes containing arsenic, glucose containing free acid, and other similar instances are on record. I must however, bear testimony to the great care which is now-a-days taken by manufacturers, and to the purity of the products now offered.

Chief Ground of Complaint.

The chief ground of complaint rests in the non-acknowledgement of the presence of a foreign substance. The importance which this assumes depends greatly upon the point of view. To the consumer it means that he is ignorant of what he eats. This is always a perfectly tenable ground for complaint. It frequently amounts to a very serious matter indeed, as in cases where personal idiosyncrasy or invalidism prohibits the use of certain classes of food. To the honest manufacturer it is a very heavy grievance, since it means unfair competition.

* This is a synopsis prepared by Mr. McGill, of a lecture delivered by him before the Ontario Grocers' Convention in Massey Hall, April 3. Similar synopsises of succeeding lectures will appear in next week's issue. -Editor.

To the producer it is also a ground for complaining. What of the fruit grower who finds apple, turnip or other pulp used as a basis for jams, sold as strawberry, raspberry, plum, etc., and dyed with coal tar colors to imitate the genuine fruit? Just in the same way has the dairy farmer a right to complain of unacknowledged competition by the sale of oleomargarine or renovated butter for the genuine article; the farmer who raises pigs has a bona fide grievance when cotton seed products are substituted for lard, and so on.

Who Shall be Held Responsible?

The consumer, naturally and inevitably, must hold the retail dealer responsible. The Adulteration Act provides the retailer with a safeguard in two ways. First, he may plead the guaranty of the manufacturer or wholesaler, provided that he has taken the precaution to obtain such. Second, the Inland Revenue Department (which is charged with the administration of the Food Act) provides an inexpensive means of acquainting him with the nature of the articles he sells, by chemical analysis at a nominal fee. Of course, the services of professional analysts everywhere are at his command.

The manufacturer may thus be held ultimately responsible for the correct naming of his goods. There is no bar to the manufacture or sale of any wholesome food in Canada (except butter substitutes) provided that they are correctly and honestly labelled. The act requires that such articles be distinctly labelled as a mixture, in conspicuous characters, forming an inseparable part of the label.

Penalties Provided.

Distinct penalties attach to violations of the act, and these may be classed as (1) penalties for adulterating foods, (2) penalties for selling adulterated foods. It is with the latter class that retail grocers are directly interested. If the adulteration is deemed injurious to health, the penalty for a first offense may reach $200 and costs, or three months imprisonment, or both; if the adulteration be deemed to be not injurious to health, the penalty may reach $100 and costs, and is not less than $5 and costs, "provided that if the person accused proves to the court before which he is tried that he had purchased the article in question as the same in nature, substance and quality as that demanded of him by the purchaser or inspector, and with a written warranty to that effect—which warranty is produced at the trial of the case—and that he sold it in the same state as when he purchased it, and that he could not with reasonable diligence have obtained knowledge of its adulteration, he shall be discharged from the prosecution, but shall be liable to pay the costs incurred by the prosecutor, etc."

The annual reports of the Inland Revenue Department, and the bulletins on food subjects, issued from time to time from the laboratory of the Inland Revenue Department, give an account of the actual working of the Adulteration Act.

These reports and bulletins are obtainable free of charge by any person interested on application to the Deputy Minister of Inland Revenue at Ottawa.

WESTERN STATES DEMAND PURE CORN.

Rupert Baxter, a prominent Maine corn packer, on his way home from a trip through the west, says :

"The wholesale grocers in the middle west, particularly in the Missouri River section, have come out flat-footed with a declaration that they will not handle canned corn unless the cans or labels bear a stamp with the legend, 'This package is prepared in conformity with the provisions of the pure food laws.' As a result thousands of cases of canned corn are still in the hands of packers unsold, and, under prevailing conditions—a glutted eastern market and low prices—a heavy loss threatens producers.

"The day of 'bleacher' and 'saccharin' has gone by," said Mr. Baxter. "Jobbers are so afraid of trouble because of the agitation over pure food and pure food legislation that they will not handle food products unless there is a reasonable guarantee of immunity from interference by officials. This action has really been forced upon the jobber by the retailer, the latter finding such a sentiment smong consumers against the use of the bleach and sweetener that he has been compelled to refuse to handle anything except the safe article."

A considerable percentage of the pack in the western states was bleached to meet the popular demand for white corn. The market there is glutted; bleached stock is interdicted in several eastern markets, and it means that the packers must just unload where they can and for what they can get.

One of the largest western packers, speaking on the subject recently, said : "You will find that from now on the jobber is going to be particular what he buys in the matter of food products. Even if we do not get national pure food legislation, the sentiment among consumers, working through the retailer, is going to force a better and a purer product.

"Just as soon as the packer is made to understand that only the best products, put up without the use of artificial color and preservatives are saleable at profit, just so soon will the conditions in the market improve. If the packer will put on his labels 'this package contains food prepared in conformity with the food regulations,' the consumer will buy more freely. There won't be a demoralized market, either. Now, there are at the present time several million cases of canned corn unsold in first hands.

"The percentage of really fancy grade in this quantity, compared with the whole, is small. Yet in face of this and the low prices ruling packers pretend to wonder why the jobber does not buy futures. Knowing, as the jobber does, that a large share of the carryover of western corn is poor and 'bleached,' he does not care to load up with futures."

OPPORTUNITY IN HOUSE CLEANING.

Your wife doesn't break into housecleaning in the thoughtless way you break into a can of corn, or a hog breaks through the ice to take an unpremeditated ducking. The first nice spring day starts her thinking about it, and she'd like to get right at it; but there comes a snowstorm or a sou'easter with rain and the dear girl gets time to think it over. It may be a week or a month before she finally gets into the scrape, and all that time she has it on her mind more or less, and anything bearing on the subject interests her. That is the state of the feminine mind of the nation.

If you have the right goods at the right time and right price, it's dollars to cotton dusters the people will buy if they know about them. Perhaps you've already guessed this is more about woodenware. Why not? A general merchant doesn't mix up dry goods, groceries and boots and shoes on his shelves. Silk and sausages wouldn't look well in the same drawer, and customers wouldn't like to sit on a molasses barrel to try on a pair of shoes. Why then should woodenware be divided up and distributed over the store? Why not give the woodenware the same show to make profits that you do other goods? All that is asked for the woodenware is the "square deal."

Probably you have twenty-five or thirty different shapes and kinds of brushes and half as many varieties of brooms, whisks, dusters, stepladders and window cleaners. Then there are half a score of woodenware articles that relate to the family washing, and three or four times as many varieties, besides kitchen ware and dairy ware. Keep your buying eye open for new things and improvements in these lines. Women are always interested in labor-saving devices for the kitchen or the laundry. They're not needed more any place on earth. There seems to be a bull movement in the cost of living, and only a few of us can afford to employ hired help in the home. The wife who does her own work and looks after one or more children needs all the labor-saving devices she can get.

A tastefully arranged woodenware section would attract attention anywhere on about house-cleaning time. Then try a window display of it and see how it will attract attention. To round out the experiment contribute some of your advertising space to the woodenware campaign. If business doesn't start then, why, better hike out of that branch of trade or you may take it as a sign that house-cleaning in your town is good and well over and all the washing is being sent out.

WINDOW AND INTERIOR DISPLAYS

NOVELTY IN WINDOW DISPLAY.

The aim in all successful windows is usually novelty—something new. Unless the display has this element of novelty it cannot be otherwise than a greater or less failure. The use of too many canned goods in the window is usually objectionable, because they cannot easily be arranged in a manner that would attract by its originality. We urge the use of nothing in the window that suggests sameness of design and monotony of goods. Something new! Something fresh! Something original! That's what the window waits for.

Constant Change.

That "hits the nail squarely on the head." Constant change, something new, something that will draw the attention of the passer-by and bring the customer inside your store. That is what the window display is for, and when it has accomplished this it is for you to follow up the work accomplished through your window display.

Not Too Many Lines.

Some grocers in their window display seem to have the idea that in order to be effective it is necessary to have a multitude of articles, and as is often the case the displays are overdone and the intended effect thrown out of proportion. Where only one article is used the effects created are usually most excellent, for the very neatest designs can be successfully accomplished with one or two articles only, it in a great measure depending upon the skill of the dresser in originating the design.

Choice Goods and New.

Window display embraces two very essential features—it serves the purpose of sampling new or especially choice goods, and at the same time adding a picturesque charm to the windows which set forth the real standard and capacity of the salesroom within.

AN INTERIOR DISPLAY.

The illustration given in this issue is one which will well repay careful study. The store is that of Bain & Adams, of Hamilton, and shows an exceedingly fine stock, displayed in such a way as to suggest a regular market, rather than one of the very daintily arranged stores one is accustomed to see. This idea, too, is the characteristic of the store; whatever is in season is the line made prominent and pushed for all it is worth.

There is not a great deal to explain or describe in this picture. There are the usual ranges of shelving all round the walls, but what is somewhat striking is the abundant arrangement of counters, tables and stands upon which to display the goods. The favorite style, it will be seen, is that of the pyramid, many of which are formed of permanent shelving, so that one article can be taken without disarranging the remainder. This is a great convenience, and a great saver of time in serving.

The refrigerator, too, is placed in the extreme end of the store, a very excellent idea, as by this means the unpleasant aroma which will invariably arise from provision goods can be easily passed into the open.

Bain & Adams have always made a point of seasonable displays, and in conjunction with this form of advertising have issued a complete price list at regular intervals, one of which is now before us, and is certainly a most comprehensive catalogue.

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Interior Display—Bain & Adams, Hamilton.

CHANGE OF ADDRESS.

Mayell & Co., spice merchants and manufacturing confectioners, of Toronto, have just removed their factory to 1298 Queen street west of the same city. This move has become necessary through the expiration of the lease of the old premises. The firm intend utilizing the movement as a means to thoroughly overhaul their plant and introduce an organization equal to any in their line.

H. C. Beckett, of W. H. Gillard & Co., Hamilton, was noticed by The Canadian Grocer in Montreal grocery circles last week.

CO-OPERATIVE TRADING IN THE OLD LAND.

Owing to the comparatively sparse population, merchants in Canada will not for many generations feel the effect of the co-operative store movement. Yet it is interesting to know the extent to which that system of trade has grown among the hived millions of Great Britain. It is an avenue of British trade, too, which probably the Canadian manufacturer knows little about.

The industrial co-operative societies cover the land with their branch stores and menace the livelihood of the individual storekeeper, says a New York Journal of Commerce correspondent, writing from Manchester, England. it is possible to estimate the importance of their business very closely from the returns which the societies make to the Government. In 1902 their sales aggregated $450,000,000, and in view of the normal rate of expansion their turnover now probably exceeds $500,000,000. At least one-seventh of our 43,000,000 people buy a large proportion of their necessities from the co-operative stores. More than 2,000,000 people, of whom most are heads of families, are members of the 2,500 separate local societies. The members subscribe the capital on which the business is worked, and this, in shares and loans, exceeds $200,000,000. They also participate in the allocation of the profits, which are, on an average, some 10 per cent. of the amount of the sales, or about $50,000,000 per annum at present. Persons outside the membership are customers of the stores, and they receive a bonus on the amount of their purchases, or rather, a lower scale than members.

The volume of transactions is always increasing, indeed, the turnover has multiplied just forty times in forty years, and although the annual increment is now vastly lower than formerly it is quite regular and progressive.

Books have been written on the growth of the co-operative business since first a few workingmen in Rochdale (Lancashire) determined to be their own storekeepers and to sell food and clothing to each other after the factories were closed. Historically, the interest of the movement is almost romantic, but it is more to the point to indicate how the gigantic business has risen.

Primarily to Human Cupidity.

It appeals primarily to human cupidity, the workman sees in the local "co-op." a fit repository for his small savings. His wife sees in the bonus, which is payable either yearly or half-yearly, a certain means of saving that cannot be effected by other means. So the co-operative retail store does not need imperatively to sell more cheaply than the private trader. It does not always offer terms as good, and the attention to customers and the appearance of the shop are not always to be compared favorably with competitive enterprises. These details, however, matter little, since they do not deter the woman with bonus in her mind, or the man with an eye to his annual interest, from taking their custom to the stores. Idealists among the members harbor visions of a day when co-operative bodies shall transact all the business done in Great Britain, and the mere greed of the many is mixed with the philanthropic intentions of the few, without any detriment to business. Every society has its officials and board of directors, who are workingmen, sitting to transact affairs at the payment of a few pence per hour, which is viewed as overtime. The direction has not invariably been skillful, but the total sales of nearly $9,000,000,000 in forty-five years may speak for themselves.

Goods Dealt in.

The goods dealt in by co-operative societies are substantially all articles of household use or consumption. By far the largest are commodities of the grocery class and British co-operators consume huge quantities of American pork, corn and other products., Dry goods are next in order of importance and these comprise all the textiles worn by men, women and children. They are of a sort suited to a working-class trade, although they include a proportion of finery. Beef, boots and coal are items of importance in a trade which includes many more et ceteras than could profitably be mentioned. The store is a place where housewives buy as much as they can and a general effort to offer all they are likely to need results in the keeping of brooms, mousetraps, paints, pottery, washing machinery and innumerable sundry articles.

First Hand Arrangements.

Not all, but many, of these various supplies come into the hands of the local societies by way of the great wholesale co-operative concerns. These are the Co-operative Wholesale Society, Limited, of Manchester, which has a total business of $100,000,000 a year, and a total capital of $14,500,000; and the Scottish Wholesale Co-operative Society, Limited, of Glasgow, whose transactions run into $30,000,000 and whose capital is $11,500,000, inclusive of certain reserve, insurance and special funds.

In some sense these two may be looked on as parent, or feeding, societies, and while they enjoy no monopoly of that function, it is to them that Americans looking for large orders should apply. For the buying of hog products the Manchester wholesale has already representatives in Chicago and will presently have an agency in Winnipeg for the purchase of its grain. Co-operators like to go to headquarters for their supplies, and to save intermediate profits have acquired their own tea plantation in Ceylon. The large quantities of butter and eggs they import from Denmark are selected by their own representatives in Copenhagen, and for the transport of continental goods they maintain their own fleet of steamers. Large distributors, the wholesale societies are also large manufacturers, who produce in their own factories, flour, butter, biscuits, sweets, preserves, pickles, candied peel, cocoa, chocolate, tobacco, cigars, cigarettes, snuff, soap, candles, matches, glycerine, starch, boots, saddlery, woolens, clothing, flannels, shirts, mantles, underclothing, corsets, millinery, hosiery, cottons, furniture and brushes. For these purposes the wholesale society uses the best approved plant and it has at times large orders to place for milling, sewing and other necessary machinery. On a smaller scale the Scottish Wholesale is also a productive society, joining to its tailoring, confectionery, tobacco and kindred trades a business in building wagons and carts. Nearly the whole of the output of these factories is sold to the local co-operative companies, but in addition to what they make in some lines the wholesale bodies buy from outside producers for resale.

Not Quick for Novelties.

It can hardly be said that the societies are quick to take up novelties put before them. They are more ready to treat offers for goods in established demand, but the buyers are open to conviction and the likelihood is that novelties will receive greater attention as time goes on. Of course cheapness is a strong point in favor of goods that are for the ultimate use of persons with severely limited means, and durability is rarely lost on the appreciation of the British public. Manufacturers fortunate enough to hit the tastes of co-operators have some assurance of orders for good quantities from organizations which have a large and virtually a guaranteed custom. It is due to add that the credit of the societies is generally excellent and that their settlements are prompt. The retail stores return bonuses on sales as high as 15 or 20 per cent. in some cases, but the wholesale concerns are worked necessarily at a much lower margin of profit. Taking the published accounts of the Manchester wholesale for 1903 it appears that a net profit was earned of 28 per cent. upon its share capital of $5,216,655. On its share capital of $1,549,590 the Scottish society earned a net profit of 77 per cent. These results would be eminently satisfactory to any private firm in the same business, but our co-operatives can hardly be likened to competitive ventures. They are more in the nature of public institutions, and the wholesale ones, at least, are conspicuously well-managed concerns.

TERMINAL CARTAGE CO'S PLANS.

The Montreal Terminal Cartage Co. submitted to the Montreal city council, on March 29, plans of the buildings they propose to erect, and obtained the necessary building permits. The warehouses they intend to erect, as soon as material can be secured, on King street, near Wellington street, Montreal, will cost in the neighborhood of $137,000.

Thomas Smith, Montreal representative of W. B. Stringer & Co., Toronto, spent a few days of the past week in the latter city.

IDEAS FOR THE INDUSTRIOUS

GRASPING THE PASSING STRAW.

There are two selling propositions: One is to hold acquired trade in line; the other is to build up a list of customers. The latter is considered the harder and requires the better salesmanship; at any rate it calls for greater ingenuity, more initiative and a harder strain.

This story of a salesman and a hard sale was told not long ago by F. J. Selden, who "keeps tabs" on almost everything that will help out a business subordinate in his efforts to "climb the ladder." I finished my list of customers in Montreal one Thursday night, two days ahead of my schedule time. Looking over my route I figured that I could use those two extra days to very good advantage by going out of my way to a little town of D—— where I long had my eye on a mill owner who ought to be buying our goods. I was so busy figuring and traveling and sleeping that night that the clerk in the hotel took me by surprise the next morning when he casually said that, the day being Good Friday, it ought to be welcome to us traveling men, since it gave us a day off.

"That had slipped my mind," I said. "Is everything closed up here to-day?"

"Tight as a drum," the clerk answered. "And, what's worse," another American salesman in the lobby spoke up, "there won't be anything doing here to-morrow: Englishmen don't believe in getting a start for just one day; it means a lay-over until Monday."

"Not if I know myself," I thought. And I dug around all day finding out about my mill, its owners, their work and methods. The mill was run by two partners, father and son—the old man grouchy and close-fisted, the young man sharp as Damascus and with an itch for the dollars, too.

"It takes them six weeks to make up their minds to buy anything," one man remarked.

At 8 o'clock the next morning I walked into the mill office and almost bumped into a wire rail, two feet higher than my head, stretched across the office separating the fixtures from the ante-room. A bent old man with a little skull cap above his grizzled face was pacing back and forth on the other side of the railing like a caged animal. I stood there a minute—not interrupting at all the old man's promenade. Then I laid my hand on the screen and as his walk brought him opposite me, I asked, "Is one of the partners in?"

"Yes," he replied, without losing a stride.

Twice more he paced up and down, with me trying to figure what method or species of individual this was.

"Can I see one of the partners?" I called through the wire at the next lap.

"I am one." This time he stopped short a moment.

"I am from G———— & Company. I want to talk to you about our flour, which I think is——"

"Don't want any of it."

The old man's voice had a conclusive tone about it, and his walk settled down into a that-ends-the-business-don't-disturb-me-again stride. I felt the ground slip from under my feet. I saw nothing to cling to. I was already turning to the door when I saw a little tin cup, the kind that the workman carries on his dinner pail, lying on the window sill. I picked it up trying to think of something I could say about it that would interest the man behind the screen. An idea flashed through my mind. As the old man passed by me, I held the can up before his eyes.

"It would be an easy thing to pack baking powder into this can and just fit a lid over it, wouldn't it?" I said casually.

"What's that? What's that?" Now the old man stopped short and for the first time looked at me.

"Why over in the States," I answered, "baking powder manufacturers make little cans that hold a quarter or half a pound of powder, fit a lid over it, paste a label around the whole thing to hold the lid on and then sell the packages for ten or twenty cents. They print their name on the packages in big type, and as it stands on the retailer's shelf it is a constant advertisement of the baking powder, something that you cannot get when you have it lying away under the counter or in cases or barrels."

"But the cost," the man objected; "the cost would swallow up all profits."

"Don't you suppose the retailer would be willing to pay a little more for powder put up in a neat, attractive form like this, much more conveniently handled than one which is in bulk, and with no loss attached? They do it in the States. And then think of the increase of business that would come from your being the first in the field in this country."

The old man suddenly darted to the door of the screen. "Come in," he said nervously, "come in"—and then turning to an office boy—"go up to the factory and call in my son." The junior partner came in. A keen, shrewd looking young fellow; more like a hustling Yankee than a French-Canadian manufacturer. His father explained what I had been telling him, and I saw the quick sparkle of the eye, which showed the young man's comprehension of the idea.

And then they plied me with questions and we figured costs and profits and the probable sales—all sides of the problem. From that we drifted on to processes and formula for manufacturing, the proper chemicals and flour to use.

"Our sleigh has just been brought to the door," the old man finally said. "Won't you ride out to our home with us and take dinner?"

"No, thank you," I said. "I have other people to see this afternoon and must leave town to-night."

The young man looked up understandingly. "Mr. Cotter is perhaps not so interested in our business as we are, father," he said. "Although he has been so interested in us that I at least have not learned his purpose in coming here."

"Well, gentlemen," I answered laughing, "do you know what I am after? I am here to sell goods." And within ten minutes I had signed an order for ten barrels.

"But won't you come back?" the old man persisted, as he blotted the signature on the order. "I want to take advantage of your being here to the greatest extent possible."

"Certainly," I said. "I will be very glad to drop in again and go into the matter even more in detail with you."

"This afternoon?" the young man queried.

"Sure," I assented, for I was interested—I wanted to clinch this first order into permanent trade.

MODERN FITTINGS.

"Modern Grocery Fixtures" is the title of a booklet which has fallen into the hands of the Canadian Grocer, published by the Walker Bin and Store Fixture Co., and an exceedingly interesting booklet it has proved itself, composed as it is of some 32 pages. Every page is of the liveliest interest to the grocer, in which are given many illustrations of the firm's fittings, and also a profusion of cuts of the stores which have been fitted from time to time.

There is no doubt we are just about at the parting of the ways, the time when the old-fashioned store is giving place to the modern, up-to-date, labor-saving establishment. The progressive storekeeper would do well to get one of these books and compare his own store with what is possible by the use of modern appliances.

CANADA AND THE MILAN EXPOSITION.

The approaching exposition at Milan, Italy, is causing much comment in all parts of the world, as much in Canada as elsewhere. The reason for the interest shown in the great fair by Canadians is apparent when there is taken into consideration the magnificent display it is the intention of the Canadian Government to make, in order that Canada may take a place among the greatest exhibiting countries of the world. But there is another and more substantial benefit which Canada will derive from this world's fair—a portion of the trade of Italy.

The Milan exposition will be the first one of its kind held in Italy for a great length of time, and the preparations being made by Italians to make the occasion one of great success, serve to show what an interest they attach to the coming event. The exposition will be held in the old castle Forzesco, a short distance out of the city of Milan itself. It will occupy a space of 1,000,000 metres, just one-fifth less space than that occupied by the Paris exposition in 1900. Needless to say, the old castle will be completely overhauled, or perhaps torn down altogether, and the grounds will be so arranged as to best suit the ends of the exhibiting countries. An electric car line will connect the exposition grounds with the city of Milan.

The exposition, which is to be opened the 18th of this month, will be under the patronage of King Victor Emmanuel of Italy. The honorary president will be the Minister of Foreign Affairs; president, Giovanni Celoria, professor of astronomy, Brera; vice-president, Giuseppe Jumagalli, director National Library; also Giuseppe Vigoni, senator, and president of the geographical exploration and commercial society.

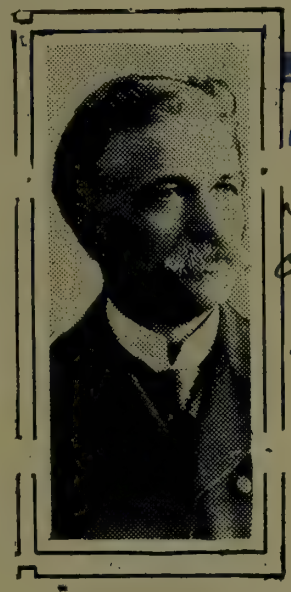
On the opening day the King and Queen will be accompanied to the grounds by the Prime Minister, Signor Soneno; the Minister of Agriculture and Commerce, Signor Pantano; and the Minister of Public Works, Signor Carmino.

It is not possible at present to even begin to give anything like a list of what will be exhibited by the different countries, and by Canada in particular. The Canadian exhibition as shown at Liege recently will be removed in its entirety to Milan, but will be greatly supplemented, so that it is impossible to judge Canada's showing by the Liege exhibit. An interesting feature of the exposition will be the hundreds of airships which will be seen.

C. H. Catelli, a Montreal manufacturer, and president of the Chambre de Commerce, Montreal, has been appointed honorary representative of the Canadian Government.

Speaking to a representative of the Canadian Grocer, Mr. Catelli was very enthusiastic over the prospects of increased trade between Canada and Italy as the likely result of the exposition.

"I am sure," said he, "that both Canada and Italy will derive the greatest benefit from this exposition. At present the products of Canada are very little known by the Italian people, and without a doubt when they realize what a splendid producing country Canada is, they will be only too anxious to establish such connection, in the very shortest time, as will be the means of building up a trade between the two countries. A trade such as could be established could not help but be of mutual benefit. The exports of Italy are equalled by the exports of Canada. What Italy has, Canada has not, and vice versa. There is no reason why these two countries should not trade with one another. What a lot of goods Italy imports from other countries that might just as well as not come from Canada! And once the connection is made, this trade is sure to be continued between the two countries.



M. C. H. CATELLI.

"Take wheat for instance. You would not believe what a quantity is imported by Italy from Russia. And Canada might easily supply the Italian market. Our Manitoba No. 1 wheat has been proved by Parisian analysts to be of better quality than the Russian article which Italy imports in such large quantities. Coal was brought into Italy in 1905 to the extent of 4,000,000 tons. Most of this came from England, but doubtless much of it came originally from Canada, as this country ships great quantities to the old country. This instance illustrates how useful would be a direct steamship line between Canada and Italy. Why, in almost no time Italy would be importing nearly all of her coal direct from Canada. Another product which might profitably be exported to Italy from Canada, the eastern part particularly, is fish. At present Italy obtains her supply of fish largely from Canada, but, of course, with a direct steamship line between the two countries, the business would be greatly increased. This is all the more probable when it is considered that the only easily obtainable fish to be had in Italy are those which come from the Mediterranean. There is a great demnad in Italy for haddock, herring, dried boneless haddock, and Canadian dried cod, and this is an opportunity for the development of trade between the two countries. Canned goods, or to be more exact canned meats, are being imported into Italy in ever increasing quantities, and Canada should have a share of this trade also. There is not much meat obtainable in Italy, and what is to be obtained is too expensive for the masses to be able to purchase, so that canned meats when offered at a reasonable price would meet with ready sale. Cattle could profitably be exported to Italy—perhaps not in large numbers at first, but the trade would soon increase. There is not a great demand for beef there at present, owing to the high price (twenty cents a pound) demanded. But if a direct steamship line were established beef could be imported at less cost than at present, and the demand would certainly increase. At present there is no means by which meat could be preserved, but, of course, this would be remedied as the demand increased. It must be remembered that Italy maintains an army of 200,000 men. This is supplied canned meats to a large extent at present, I believe, but what a splendid opportunity for Canada to export beef! Take lumber for another example of what could be done if we only had a direct line. You do not know how Canadian lumber is valued for all purposes. At present the supply comes from Norway and Sweden and the Tyrolese mountains mostly, but the wood is not so satisfactory as the Canadian product by any means. One reason why the Canadian wood is so valued is that the sap and gum is pretty well drawn out of it because the wood when in log form had been immersed for a more or less long period, making it much easier to work than that obtained from other countries. Now to name something else for export to Italy there are the Canadian apples. The people of Italy are gradually becoming aware of the fact that it is impossible to beat the Canadian fameuse apple, and as soon as these may be brought into the country and sold at a reasonable price there will be a tremendous business in them as well as in other apples.

"I have given you a few of the possible exports to Italy," said Mr. Catelli, "now let me tell you in what manner it would be possible to load the returning vessels.

"The products which might be brought from Italy to Canada are very numerous. Probably oranges and lemons would be a profitable line for importation to Canada. The freight at present is very high, but, of course, would be reduced by a direct line. Then there is marble, which is as plentiful in Italy as are common rocks in Canada, from the whitest Carrara marble to the famous black velvet, from the most expensive to the cheapest. Silk, too, is to be obtained

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from the north of Italy in quantities, and at a very reasonable price, since labor in that country is so cheap. Jewelery is another line which it would be well for Canadians to handle. Then we have bricks and tiles for floors. Owing to the cheapness of labor in Italy and the immense number of bricks it is possible to make, these could be brought to Canada and sold at a good profit. Sulphur and salt are also obtainable in quantities, and so I could go on naming products and manufactures it would be possible to import.

"The recent completion of the Simplon tunnel makes possible a very good connection between Italy and European, and even American countries, as it is possible to ship goods via Antwerp and thence by rail to Italy. But, of course, nothing could equal a direct line between Canada and Italy," said Mr. Catelli for the tenth time.

"By the way," he said, "I must not forget to tell you something else. I am going to see what can be done in the northern part of Italy towards introducing radiators, agricultural implements, etc. With regard to the radiators, you must know that the country in that region is quite cold at times, and, as they have at present no good heating system, I am going to see what Canada can do in this connection while I am over there."

When asked what he thought would be the order in values, of the exhibiting countries, Mr. Catelli said they would probably be, France, Great Britain, Germany, Canada, Austria and the United States.

"This," said Mr. Catelli, concluding, "will leave Canada fourth, and I am sure that she will merit that place."

HINTS TO BUYERS.

White & Co., Limited, received a car of extra fancy Florida grape fruit this week.

Rose & Laflamme, Montreal, have received a large parcel of Tunis dates, and report them as selling very well.

Probably the only direct consignments of Florida strawberries ever received in Toronto have been handled by White & Co. the past week. The berries are packed in large refrigerator iced boxes, containing 80 quarts of berries, and shipped by express, reaching Toronto four days after being plucked from the vines, and have been arriving in beautiful condition.

Arthur P. Tippet & Co., Montreal, have added a few new lines to their stock. They have secured two new lines from Griffin & Skelley, namely, asparagus and pineapples. These are for shipment with other canned goods in August, September and October. They are also prepared to fill orders for the finest olive oil.

W. H. Millman, who has just returned from the west, says if everything was as easy to sell as Homestead canned goods salesmen would have no troubles.

Laporte, Martin & Cie, Montreal, are placing on prominent corners and stores throughout Montreal, large illuminated clocks bearing the legend on the dial "It's time to drink Wiser's," referring to Wiser's whisky, for which they are agents.

When you sell Winnipeg Witch Hazel soap, same as the C.P.R. use on all their pullmans, boats and hotels, you are selling one of the finest toilet soaps made.

Laporte, Martin & Cie, Montreal, call the attention of the trade to their brands of Ceylon and Japan teas, which are winning a favorite place with the trade.

ENLARGEMENT OF SOAP PLANT NECESSARY.

Important alterations are soon to be made at the plant of the St. Croix Soap Manufacturing Co.

The original building in which Ganong Bros. & Pickard commenced the manufacture of soap in 1878 or 1879 at St. Croix, and around which a group of larger buildings has since grown, is to be torn down, and with it will go the adjoining building.

In their place will be erected a three-story building fifty-five by fifty feet. The roof of the centre section will be removed and all the buildings united in one frontage.

Cedar spiling will be driven for the new section, and the heavy foundation timbers will be of hard pine.

The buildings will also be extended further back than the old ones run, giving the company an added capacity for 30 or 40 per cent. over their present output.

The present company succeeded the original firm in 1884, and under their management the volume of business has greatly increased, the output of the present time being about twenty-five times as great as it was under Ganong Bros. & Pickard. The business of last year was the greatest in the history of the factory.

When the proposed alterations are completed the factory will have a frontage of one hundred and fifty feet and depth of one hundred and forty feet, with office, warehouse and boiler-room in separate buildings.

TRADE WITH AUSTRALIA.

The Australian Minister of Customs, is quoted in the Weekly Trade Bulletin issued by the Department of Trade and Commerce as saying:

"I do not think we can do very much in the way of preferential trade with Canada. After we received overtures from the Dominion recently I looked up the returns showing what we send to Canada and what we get back. They only show a tiny volume of trade, and consequently there does not appear to be much in the proposal at present."

Not only is it a tiny volume of trade, but it appears to be decreasing from this end and looking up a little from the other. Here are the figures showing our imports from and exports to Australia during the past four years:

Year.	Imports.	Exports.
1902....	$153,057	$2,586,554
1903....	98,532	2,929,861
1904....	102,169	2,622,756
1905....	161,470	2,194,223

To enable that small turnover of business between the antipodal colonies, wings of empire, the Dominion Government pays annually $194,666.66 as a subsidy to a mail steamship line, nearly nine per cent. a year on Canada's sales to Australia.

The steamship line serves the trade to New Zealand too. Last year the exports amounted to $540,633 and imports to $51,276. The steamship subsidy represents somewhat over seven per cent. of the combined exports.

BEET SUGAR INCREASES.

The result af the past beet sugar campaign in Canada has been compiled by Willett & Gray. Their figures, and those for the previous campaign, showing a very satisfactory increase, are as follows:

	1904-5.	1905-6.
Factories operated:		
Ontario	2	2
Alberta	1	1
Total	3	3
Sowings (acres)—		
Ontario	8,500	10,500
Alberta	3,000	3,600
Total	11,500	14,100
Beets rec'd (tons, 2,240 lbs.)—		
Ontario	56,877	89,286
Alberta	10,625	16,076
Total	67,502	105,362
Sugar produced (tons, 2,240 lbs.)—		
Ontario	6,623	9,356
Alberta	1,411	2,063
Total	8,034	11,419

J. S. Arnold, Mount Forest, was a delegate to the grocers' convention in Toronto last week on the lookout as usual for progressive ideas.

Alfred C. H. Froemcke, exporter of cheese and butter, Montreal, leaves this week, via Portland, by the SS. Canada for a short business trip to England. After visiting London, Bristol and Liverpool, Mr. Froemcke will return direct to Montreal again by the SS. Canada, leaving Liverpool on May 3.

R. T. Goodfellow, of Prince Albert, Sask., accompanied by his daughter, paid a visit to the Toronto office of the Canadian Grocer on the 6th inst. Mr. Goodfellow, who has been in the West for twenty-seven years, formerly lived at Peterborough. He has been a regular subscriber to the Canadian Grocer for several years and speaks very highly of the paper.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Bode's Gum Co., Montreal.
Bradshaw, I. D., Toronto.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
M clure & Langley, Toronto.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Nelson, H. W. & Co., Toronto
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Benedect, F. L., Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Maclure & Langley, Toronto.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Cupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
Bowman, John, & Son, Rossport, Ont.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Meeker, George R., & Co., London, W.C.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts, A. E., & Co., London, Eng.
Vincentelli, P. & F., Antwerp.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton. Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
American Pure Food Co., Montreal.
Egg-O-See, Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co, Goderich.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Saratoga Chips Co., Homilton, Ont.
Stevens, F. B, & Co., Chatham, Ont.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Major, S. J., Ottawa.
Robertson, Geo., & Son, Kingston.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fittings.
Fletcher Mfg. Co., Toronto.
Walker Pivoted Bin & Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Copeland-Chatterson Co., Toronto.
Crain, Rolla L. Co., Ottawa.

Malt Extract.
Sleeman, Geo., Guelph, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dominion Brokerage Co., Calgara, Alta.
Dunn, Wm. H., Montreal and Toronto.
Fellowes & Fellowes, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McLauchlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Tees & Persse, Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Western Cartage Co., Calgary, Alta.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's— Rose & Laflamme, Montreal.
Purnell, Webb & Co, Bristol, Eng.
Rowat's Pickles, Montreal.
Suaut Co.
Sutton, G. F., Sons & Co., London, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
James' Dome, W. G. A. Lambe & Co. Toronto.
Morse Bros., Canton, Mass.

Poultry and Cattle Food
Bate, H. N., & Sons, Ottawa,

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Dominion Salt Agency, London, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
Duncan Co., Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
American Pure Food Co., Montreal.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence StarchCo., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Kenney, T., & Son., Hallerton, Que.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville & Co., Winnipeg and Brandon
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Salada Tea Co., Montreal and Toronto
Minto Bros., Toronto.
Mokara Mills, Montreal.
Symington, T., Edinburgh, Scot.
Todhunter, Mitchell & Co., Toronto.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
Wilson, W. H., Co. Tillsonburg, Ont.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.
Hugli, Albert, Toronto
Reckitt's Blue—Gilmour Bros., Montreal.
Sawyer Crystal Blue Co., Boston, Mass.

Wines, Liquors, Etc.
Beland, B. O., Montreal.
Sleeman, Geo., Guelph, Ont,

Woodenware.
Woods, Walter, & Co., Hamilton.

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LITERATURE FOR THE GROCER.

Nearly everything the grocer sells is the product of agriculture. In Canada all our food stuffs are home grown, except sugar, some semi-tropical cereals and fruits such as rice and oranges, some canned delicacies and spices. The progressive grocer, the man who puts brains into his business, wants to be informed of the conditions and methods of production. He wants to know the best methods of producing and marketing the materials he handles. To that end we would suggest that every grocer get his name on the mailing list of the Department of Agriculture of the province in which he lives.

As a maker and publisher of books and bulletins the Department of Agriculture in Ontario is considerably in advance of any other similar department in the federation. Last year the output totalled over 2,400 pages, made up of twenty-five different reports and bulletins, in addition to three crop bulletins.

It is not suggested that anyone would want to read all of it, but a cursory glance will pick out the interesting matter. Look at a few of the reports. That of the Fruit-growers' Association contains three addresses twelve papers and five reports dealing with various phases of the growing and marketing of fruit. The annual report of the Agricultural College should interest everyone, showing as it does what is being done in agricultural education. The report of the Entomological Society tells of the insects that hinder the efforts of the agriculturist. A bulletin entitled "Gas Forming Bacteria" will give an insight into one very interesting cause of lack of quality in butter and cheese. A bulletin on apple culture would interest everyone that handles the national fruit. "The Weeds of Ontario," another bulletin, would interest mosts men. The report of the Dairymen's Association contains much that would be interesting and valuable to the people handling dairy products. There are but a few illustrations.

To secure this mass of interesting and instructive literature all that is needed is to become enrolled a member of the Farmers' Institute, and anyone is eligible. To do that, send a dollar to the Department of Education.

A SERIOUS PROPOSAL.

Ira Stratton, secretary of the Manitoba and Northwest Postmasters' Association, has sent a circular letter to the postmasters of the Northwest urging upon them the necessity and advantages of organization and asking their signatures to a petition to the Dominion Government. A synopsis of the petition is given in the circular and to the greater part of it no objection can be taken. The postmasters of the Dominion have many real grievances and they have the best wishes of this paper in their organized effort to secure redress. But to clause 11 of the petition the retailers of the west are likely to take decided objection. According to the synopsis of the petition, given in the circular letter referred to, the gist of the clause is as follows :

"That the Postmasters' Association be allowed to compile a post office directory containing lists of patrons of offices with a view to selling same to mail order firms, and proprietary medicine firms and enterprises."

This means that the machinery of the Post Office Department should be used to further the ends of the mail order houses to the disadvantage of the local stores in every town and village in the country. The cool effrontery of the proposal can best be appreciated when it is remembered that at least 85 per cent. of the postmasters in the Northwest are country storekeepers. Surely it is enough that they should be compelled to handle and distribute tons of mail order catalogues every year among their customers without being asked to lend themselves to a scheme whereby the city mail order houses may be furnished with complete and accurate lists of possible customers.

This is a matter on which the retailers should make themselves heard in order that this clause of the petition may receive the answer from the Dominion Government that it deserves. Retailers would be well advised in writing their members about it. Any communications on the subject will be welcomed by this paper.

OUR TRADE EXPANSION.

Canada's trade record for the first half of the fiscal year is interesting reading. Marked expansion is the outstanding feature which the returns for the six months reveals. The slight depression which was noted in the latter part of 1904 and continued during the first months of last year has entirely disappeared, and Canada's commerce is steadily expanding. This growth is evident in practically all departments of activity, the farm, the mine, the fisheries and the factory, each contributing its quota to the swelling volume of Canada's trade.

The aggregate foreign trade during the half year, according to the returns just published, was $278,541,345, a gain of nearly thirty millions, as compared with the aggregate for the corresponding period in 1904. This is a very gratifying increase, especially when it is borne in mind that the total for the whole of the previous fiscal year was $465,242,426. If this rate of increase be maintained the total foreign trade for the present year will be well over the half a billion mark. Especially satisfactory from every point of view is the substantial increase in the domestic exports which amounted to $133,091,829 or a gain of nearly twenty millions over the first half of 1904-05.

The principal items of increase in the exports were: Animals and their products, $4,376,945; fisheries, $2,296,299; agricultural products, $11,975,953; manufactures, $1,143,733. The total imports for the six months were, $133,814,210, or a gain of $10,770,560. For the month of December the imports were $21,317,089, as against $18,440,461 for the same month of 1904. The exports amounted to $21,300,747, a gain of $2,170,678. The following is a compara-

tive statement of the imports and exports for the six months:

Imports, Six Months.

	1904.	1905.
Dutiable	$ 73,599,847	$ 82,718,764
Free goods ...	49,443,803	51,095,446
Total	$123,043,650	$133,814,210

Exports, Domestic, Six Months.

	1904.	1905.
The mine	$ 17,109,858	$17,238,528
The fisheries...	6,670,469	8,966,768
The forest	20,169,170	20,095,654
Animals and their products	40,094,123	44,471,068
Agriculture	18,894,954	30,870,907
Manufactures ..	10,268,610	11,412,343
Miscellaneous ..	22,032	36,561
Totals	$113,329,216	$133,091,829

ONTARIO GIVING UP TO THE WEST.

How the west is drawing on Ontario or sections of it for settlers is shown by the statement of a grocery traveler to the Grocer this week, that between Palmerston and Southampton, a distance of 53 miles, 50 cars of settlers and settlers' effects had gone west in one week, and from Grand Valley 25 cars of settlers and their effects had gone to the great wheat country. A merchant had told him that he believed there were 25 per cent. fewer consumers in Huron and Bruce than there were ten years ago.

"The Indians in the west," said the traveler, "used to say, 'Bruce must be a big place, because everybody comes from there.' Like in Bruce," continued the traveler, "you can't make a mistake by addressing a man as Mac."

The traveler stated that farms were larger than they used to be, but considerable areas had been put into pasture for grazing purposes. The young folk have gone west and the old people get a hired man and raise stock.

TRAINING OF TRAVELERS.

Commercial travelers in Canada will compare favorably with the men of the same rank in business in any other country. They are keen men, hard workers and sell their goods in the face of driving competition, but cheerful and smiling ever. Most of them got their training in the warehouse and the rest in the retail trade. They themselves best know how thorough that training was. The other day one of them in the grocery line was telling a customer that another customer had asked him a question about the growing of pepper which he could not answer. "And I should have been able to answer it," he said. In this new country, it is true alike of business and of education, the pursuit of progress and the lust of achievement are so keen that primary details, though in a sense often fundamental, are slurred over.

U. S. Consul Twells, of Carlsbad, tells in the Daily Consular and Trade Reports how commercial travelers are trained in Austria. While it is not suggested that the same kind of training is better than ours or is suitable to conditions here, the recital is interesting.

"Most of the commercial travelers in Austria are men who have been at school at least from eight to ten years, i.e., from their sixth to their fourteenth or sixteenth year. After leaving school they entered a retail or wholesale shop or warehouse, where they have had to serve three years as apprentices (lehrknabe)—generally without salary; later on, perhaps, they get some pocket money. Lodging, food, and clothing has to be provided by their parents or guardians. After three years a "lehrknabe" becomes "free," and commences with a salary of from $6 to $10 a month. He is now either salesman (commis) or is transferred to the stock room (magazineur). Thence the intelligent youths are taken to become commercial travelers, being sent at first to the neighboring small villages to visit the country dealers. About $16 a month and $1.25 to $1.50 for traveling expenses a day is the usual payment for the first and second year after apprenticeship. Later the salary is increased and higher traveling expenses are granted. The salaries run from $600 to $3,000 per annum."

FREIGHT PREFERENCE AGAINST BRITAIN.

At a meeting of the Association of Chambers of Commerce of the United Kingdom, held in London in March, a resolution was passed calling upon the president of the Board of Trade to take steps to secure for British shippers equality of treatment in the matter of freight rates at the hands of the American shipping combine. The complaint aimed particularly at freights to South Africa, Australia and New Zealand.

In justification of the move, Mr. Goodman, Birmingham, stated that the White Star line, with British management but in the American trust, gave a rate of 15s. to 20s. a ton on merchandise from New York to Sydney with transhipment at Liverpool, and charged British goods by the same steamer from Liverpool to Sydney 30s. to 42s. 6d a ton. The difference, it was asserted, created a material preference in favor of American goods.

MAPLE SUGAR RICHES.

To the Editor of Canadian Grocer :

Dear Sir,—Under the above heading, in the Montreal Star of March 14, 1906, J. E. K. Herrick, of Abbotsford, is reported as saying that not more than twenty per cent. of the maple trees in Quebec will be tapped this year. He says, "I ascribe this condition of affairs to the present law, which does not make it necessary to distinctly specify on the label of every package whether its contents are pure maple products or adulterated." This statement is not true, because the law provides that every package shall be plainly marked on the label, mixed or compound, when the maple is not absolutely pure.

Fifteen or twenty years ago, according to the best information available, maple sugar was sold at about the same price as cane sugar, and slow sale at that. There was at that time no object in using cane sugar to make maple syrup, because the maple sugar could be bought at price of cane sugar. As soon as the makers of maple syrup came into the market and advertised their special brands, and thus created a demand for their goods, price of maple sugar advanced, and to-dav one pound of maple sugar will buv from two to three pounds of granulated sugar.

Price of cane sugar is to-day quoted at from 3½ to 5c. per lb., and maple sugar is quoted at from 7 to 9c. per lb.

Is Mr. Herrick, of Abbotsford, sure that Quebec sugar producers refuse to tap their trees because the price of maple sugar is so much higher than it was formerly ?

What is all this trouble about, and what does Mr. Herrick expect to accomplish by additional legislation ? Would the passage of more stringent laws increase the consumption of sugar, and would it cause a greater demand for same ?

Possibly it might do away with the syrup dealer, who has worked hard to create a demand for the grower's maple sugar. Would such a result prove to be of advantage to the grower ? I think otherwise, because the more uses an article of food has the larger will be its consumption and, consequently, greater will be the demand.

Maple sugar is now in good demand in Canada, and all the sugar that is offered for sale finds prompt buyers.

Nearly all of last year's sugar crop was sold months ago, and I believe the bulk of it was sold to the syrup makers.

It must be remembered that the demand for these goods will increase year by year, as the population increases, while the production of maple sugar is limited and difficult to increase.

If the grower will be content with present improved market conditions, there is no doubt that all the sugar

that he will be able to produce will be wanted in the future at good prices.

All this fuss about adulterated syrup and sugar will have as unfavorable effect on the producers' prices as it does on the syrup makers' prices, notwithstanding the fact that Mr. Herrick, of Abbotsford, believes otherwise.

There is now a law in Canada which prohibits the use of the word "Honey" on any package or label unless contents of same is absolutely pure honey. It is a well-known fact to all dealers in honey that pure strained honey will become what is called candied, and when such is the case it has the appearance of corn meal, and the majority of consumers decline to buy it when in this condition. The result is, there is scarcely any demand for strained honey in Canada when it is packed in glass.

If the packer would be allowed to mix 10 or 15 per cent. of glucose with the pure strained honey the glucose would prevent the honey from becoming candied, in which case there would be larger sales of the commodity, and the consequence would be more demand and better prices for strained honey.

The honey law was doubtless enacted to increase the price of honey. The question now is: Has the law had the desired effect? Does strained honey command better prices to-day than it did before this law went into effect?

If consumption and demand have decreased the producer will be the only loser.

What would be the result in case a law be passed which shall prevent the use of the word "Maple" being used on any goods that are in part made from cane sugar? Such a law would stop all confectioners from using the word maple on any and all candies that are made in part from cane sugar. Maple cream and maple specialties would be unlawful under such a law.

The next question that presents itself is: What effect would such a law have on the consumption and demand for maple products? It is generally admitted that the more uses there are for an article of food the greater the demand for it.

It is also to be remembered that Beauce county maple is of dark color and rank flavor. If put on the market in its original condition it would not be a popular seller. The question is: Would additional legislation be of any benefit to the producer?

BEAUCE COUNTY.

OF VALUE TO EXPORTERS.

Few New York hotels and office buildhave just received further information from Australia regarding the details of the Trade Description Act which provides punishment for the false descriptions of goods imported into the Australian Commonwealth. The new law was assented to by the Commonwealth Government on Dec. 8, but will not come into operation until June 8.

The purpose of the bill is to stop the importation into Australia of the following goods which do not bear the prescribed trade description: Articles used for food or drink by man, or used in the manufacture or preparation of such articles medicines and medicinal preparations for internal and external use; fertilizers; apparel, including boots and shoes, and all material from which such apparel is made; jewelry; seeds and plants.

A penalty of $500 and the confiscation of the goods is the punishment provided for the importation of goods falsely described under the terms of this act, and a false description is defined as a label or wrapper bearing misleading information on the following points: The nature, number, quantity, quality, purity, class, grade, measure, gauge, size, or weight of the goods; the country or place in or at which the goods were made or produced; the manufacturer or producer of the goods, or the person by whom they were selected, packed, or in any way prepared for the market; the mode of manufacturing, producing, selecting, packing, or otherwise preparing the goods; the material or ingredients of which the goods are composed or from which they are derived.

The label or wrapper must also state whether the goods are the subject of an existing patent or copyright. It is further stated that the manufacturer or the importer is not required to furnish information which discloses trade secrets of manufacture or preparation unless the disclosure is, in the opinion of the governor-general, necessary for the protection of the health or welfare of the public.

HAMILTON GROCERS' SMOKER.

It was indeed a jovial company which met together at Hamilton in the Board of Trade building on the evening of the 5th inst. Not for business, but "on pleasure bent" was the order; and the retail grocers of Hamilton proved once again that they knew how to enjoy themselves when called together for a few hours of social intercourse.

Refreshments were in abundance. The programme speaks for itself:

Mandolin Duet	Wilson and Noble
Song	J. Springstead
Remarks	R. T. Steele
Recitation	J. B. Nelligan
Song	H. Estein
Recitation	Martin Cleworth
Song	J. Burjaw
Song	A Sutherland
Song	L. R. Woodcroft
Remarks	Fred Smye
Cornet Solo	W. McDougall
Song	F. Mitchell
Remarks	Bay Hill
Quartette	91st Highlanders

J. Kirkpatrick was chairman and the committee was composed of W. Smye, chairman; Geo. Cann, John Forth, M. R. Hill.

R. T. Steele gave a few well-timed remarks on the City Improvement Society's work, and Bay Hill wound up the very pleasant evening with one of his famous speeches. An interesting and unique programme was put on and was much enjoyed.

WIARTON'S SUGAR FACTORY.

There is a report current that the Wiarton sugar factory is to be again revived. This factory, which has been closed down some two years, is in an excellent position in the midst of good country for beet cultivation, and it would seem a thousand pities not to be able to do something with it.

It will be remembered that a few months ago there was recorded the sale of the whole of the plant to a new company, which was to have been in operation at Whitby. For some reason or other that company has not developed, and the sale of the plant appears not to have been consummated. Alex. McNeill, ex-M.P., has taken the matter up with his usual energy and pluck, and it is to be hoped that some good will come out of the movement.

BROKERS' ASSOCIATION MEETING

On March 24 the first annual meeting of the Western Wholesale Brokers' Association was held in the offices of Tees & Persse, Winnipeg. The attendance was large and considerable enthusiasm was manifested in the work of the association, all being agreed as to the necessity of continuing its existence.

It was decided to hold a dinner during April, and Messrs. Watson, Carman and Cheyne were appointed as a committee to attend to the details.

General regret was exprssed at the continued illness of President Jas. Tees, and the secretary was instructed to send him a resolution of sympathy from the association.

Officers were elected as follows: Hon. president, Jas. Tees; president, E. Nicholson; vice-president, Jos. Carman; secretary-treasurer, Geo. Adam.

Executive Committee—Chas. Duncan, G. B. Thompson, J. Gordon, Jos. Carman, S. Watson.

The legislative committee will consist of Messrs. Nicholson, Gordon and Carman.

This association was formed one year ago and it is now in a flourishing state. The membership list is as follows: Geo. Adam & Co., Armytage & Flett, E. W. Ashley, Buchanan & Gordon, Jos. Carman, John A. Cheyne, Chas. Duncan, Jos. E. Huxley, Reg. Lawson, W. L. MacKenzie & Co., Fred T. Miller, Nicholson & Bain, H. P. Pennock & Co., C. J. Scandrett, Scott, Bathgate & Co., J. M. Scott, Tees & Persse, G. B. Thompson, Stuart Watson, R. B. Wiseman.

DOMINION PRODUCE CO. MOVE.

The Dominion Produce Co., of Winnipeg, moved last week from their warehouse on Princess street to larger and more convenient quarters on Higgins avenue. In their new location they have two large cold storage rooms in which to store their butter and they will have added facilities to handle their produce. Jos. Griffin, of St. Thomas, Ont., one of the directors of the company, was in the city last week and went on to the coast accompanied by J. Y. Griffin.

MARKETS AND MARKET NOTES

Quebec Markets.

UPS AND DOWNS OF MARKET PRICES.

BEANS—declined 5c.; HONEY—declined ½c.; FISH—fresh carp added, trout advanced ½c., skinless cod declined 58c.

Montreal, April 12, 1906.

GROCERIES—On the whole business in grocery circles has been better the past week than it has been for a long time. This must be accounted for, of course, by the approach of Easter and the end of Lent. Jobbers report a better general demand, which, although not great, is better than what they have been receiving. Collections have been better, too, this week. Teas are on the quiet side, but what is required is, on the whole, better tea. This is very encouraging to the trade. Sugar is inactive at the old prices. Trade has not been very brisk during the week. Coffee is rather quiet. In spices, ginger has advanced about three cents, and is getting stronger. White pepper is quiet and black is firmer. There is nothing new in rice and tapioca, the demand for both being about normal. Evaporated apples are bringing 12½c. still, but it is expected that the demand will fall off as soon as new fruit begins to arrive. Beans have dropped again and are selling from $1.45 to $1.50. There has been a rise of one cent in molasses at the primary market, and it is thought that there will be an advance locally in the near future. Eggs are interesting, now that Easter is at hand. According to last reports the receipts are not quite equal to the demand. New maple syrup is still coming in, and jobbers are quite busy filling orders. There is no feature of importance in canned goods. Tomatoes are still in good demand at prices quoted. In foreign dried fruits a better demand for prunes is noticed. Almonds have experienced a decided advance since the report of damage to the Tarragona crop has been confirmed.

CANNED GOODS — No interesting feature has appeared on the canned goods horizon since last week. In fact the situation remains just as it was then. Tomatoes are still selling at $1.20. They did not advance, as it was thought they would some time ago. Stocks of corn and peas are ample to take care of all orders, which, unfortunately, are very slow in coming in. Canned fruits are rather quiet.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White, 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie, 3	1 27½	1 25
Pie, notpeeled, 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
gal		2 50
Pineapples—		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins		0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 80
Tomatoes—		
3-lb. tins, per doz		1 80
Gallon tins, per doz		3 02½

FISH

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		95
½-lb. " less than 5 cases, "		97½

SUGARS—There is no change in the sugar situation since last week. Trade is on the quiet side. For the past three or four weeks the business transacted has been very good, but this week there seems to have been a falling off, as sales have not been as good as could be expected.

Granulated, bbls.	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 75
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " boxes, 50 lbs.	4 85
Extra ground, bbls.	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 40
" 50-lb. boxes	4 60
Phoenix	4 05
Bright coffee	4 00
" yellow	3 95
No. 3 yellow	3 90
No. 2 "	3 80
No. 1 " bbls.	3 70
No 1 " bags	3 65

MOLASSES AND SYRUPS—A firmer tone is reported in the local molasses market. Latest advices from the Barbadoes say there is a firmer feeling there too, even at the advance of one cent which has taken place. Although the prices have not experienced a rise yet, it is thought that in the near future there will be a change, since dealers cannot place orders in primary markets at old figures. Corn syrups are going very well, but the arrival of new maple stock has affected their sale to some extent, as is usual at this season.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA—The market is on the quiet side at present, demand for teas generally being rather small. It is encouraging to note that gradually the public demand for a better class of teas, particularly blacks, is constantly growing in Quebec Province. For a long time the quality of the tea sold in this province has not been up to the standard of what has been disposed of by Ontario and other provinces. There is no change in the condition of Ceylon blacks. The demand is only fair. Greens have been subject to the usual inquiry. Business has not been brisk in Japan. Most Japan tea representatives are busy with import orders, the local trade being very quiet.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14½	0 15
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32
Congous—Moning, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 12½	0 15
Pakling,—boxes	0 15	0 20
fine	0 25	0 30

COFFEE—The market is inactive. The visible supply, however, is continually decreasing, which would indicate that the firmness in prices will be likely to be maintained. Messrs. Watt, Scott & Goodacre, in their report of April 9, say :

"Both the New York and Brazil markets have been particularly uninteresting during the past week, owing to an inactive market. Prices have been held down in anticipation of sales of May contracts. There has, however, been considerable switching from May into more distant months, and what contracts have actually come on the market have found ready buyers without any further decline.

"The visible supply statement contains further encouragement for holders. The carry-over of previous accumulations on 1st July next is placed at 9 million bags, against 11¼ millions at the beginning of last crop year, and 12½ million of the year previous. This is not considered excessive in view of a consumption now placed at 16¾ millions, against the world's production of 14½ million bags per annum.

"The above are somewhat large figures to grasp, but the relations of carry-over, consumption and crop possibilities are apparent."

Jamaica	0 10½ 0 11
Java	0 18 0 22
Mocha	0 18½ 0 19
Rio, No. 7	0 09 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13½

FOREIGN DRIED FRUITS—Gradual advancing in prices on Valencia raisins and currants has at last had its effect, and jobbers have been picking up all desirable parcels on spot. In prunes a more active demand has been noticeable at firm prices. Dates in original packages quiet at last quotations, the trade seeming to prefer the package style, which has much to recommend it to the retailer. Figs—The market is completely bare of Comadres, or Smyrna in bags, and the demand is limited for any other kind. Almonds, Taragonas, have exhibited a most decided advance, owing to confirmation of the frost report, which appears to be of quite a serious nature. The same advance is also obtained on shelled almonds and filberts. Walnuts—Cablegram received the other day also reports severe damage in Grenoble Valley, and as stock of currant crop is now in very small compass in the primary market, better prices may be looked for in the future. Shelled walnuts have again advanced in consequence of the above mentioned circumstances. Pineapples—New season pineapple has now arrived from Singapore. The quality proves to be excellent, as usual, and the present low prices should stimulate an increased demand.

Valencia Raisins—	
Fine off-stalk, per lb	0 04 0 04½
Selected, per lb	0 04½ 0 05½
Layers, "	0 05 0 05½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½ 0 14
Peaches, "	0 12½ 0 14
Pears, "	0 13½ 0 15
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" ½-boxes	0 80
Royal Buckingham Clusters," ½-boxes	1 10
" boxes	3 50
" Excelsior Window Clusters,"	4 50
" " " ⅛	1 35

Californian Raisins—	
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½ 0 09½
" " choice seeded, in 1-lb. pkgs.	0 08½ 0 09½
" " 2 crown	0 07½ 0 08
" " 3 crown	0 08 0 08½
" " 4 crown	0 08 0 08½
Prunes—	**Per lb.**
30-40s	0 09½ 0 09½
40-50s	0 08½ 0 09
50-60s	0 08 0 08½
60-70s	0 07½ 0 08
70-80s	0 07 0 07½
80-90s	0 06 0 06½
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05
Currants—	
Filiatras, uncleaned, barrels	0 04½
Fine Filiatras, per lb., in cases	0 05
" " cleaned	0 05½ 0 06
" " in 1-lb. cartons	0 06½
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

SPICES—There is a firmer feeling in the spice market. Black pepper is reported as being firmer in feeling. Ginger is reported up three cents or so, and is stronger. White pepper is quiet. There is nothing new in nutmegs.

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger	0 16 0 24½
Cloves, whole	0 17 0 32
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 30 0 55

RICE AND TAPIOCA — The local markets in rice and tapioca do not show any change since last week. Prices remain as they were then. Sales have been just about such as were expected in both lines. Futures are quoted somewhat easier and April delivery 5⅛c.; May and June 5c.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	3 05
C rice, in less than 10 bag lots	3 15
Tapioca, medium pearl	0 06½

BEANS—The market is down again. The price asked to-day is $1.45 to $1.50 for prime, and $1.45 for lower grades.

Choice prime beans	1 45 1 50
Lower grades	1 45

HONEY—As the season advances sales of honey fall off. The arrival of new maple syrup has cut down the demand very considerably. It will be noticed that prices are lower for this same reason.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, April 12, 1906.

BUTTER—Market rather firm. Choicest new creamery, selling 23½c. to 24½c. Still sales of old stock at wide range prices. No new dairy yet.

CHEESE—No change at all since detail report.

EGGS—Selling at 20c. Supplies not coming forward as fast as they should, consequently stock is limited.

PROVISIONS—Market still strong. Hams and bacon selling at prices quoted. Pure lard also unchanged. "Roar's Head" lard advanced ½c. lb. Dressed hogs bring $10.50 per 100 lbs.

BEANS—Prices picking up a little. Sales made to-day at $1.56.

White clover, extracted tins	0 07½ 08
" comb, new	0 13 0 14
Buckwheat	0 06 0 06½

MAPLE PRODUCTS — New maple syrup is coming in every day now, and orders that have been booked for some considerable time are rapidly being filled. Manufacturers are very busy. Although there is not a great deal of new stock placed on the market, dealers and manufacturers say that they experience no difficulty in obtaining all they require.

Maple syrup, in wood, per lb	0 08½ 0 06
" in large tins	0 06½ 0 07
Pure Townships sugar, per lb	0 08 0 09
Pure Beauce County, per lb	0 08½ 0 09

EVAPORATED APPLES—Stocks are still selling at 12½c., but buyers seem to hesitate, as if not anxious to purchase. It is just possible that there will be some little decline when the green fruits begin to arrive at a later date, but for the present the price will remain as it is, and any change will first be to a higher figure.

FISH—There is a good demand for most lines of fish on account of this being the last week of Lent. This applies particularly to fresh fish. There have been a few arrivals and shipments received of fresh dore and carp, which have met with ready sale. Owing to the law prohibiting the export of fresh dore to the United States from Canada, the local market has received much larger supply that it would otherwise have obtained, but even yet the receipts do not meet the demand. Fresh halibut is coming in in limited quantities, as is fresh haddock and steak cod, and these are selling at very reasonable prices. In smoked fish, haddock and haddies are in rather fair demand, but stocks are not large. The demand for salt fish has fallen off considerably.

Fresh haddock, per lb	0 04 0 05
Fresh steak cod	0 05 0 06
" halibut	0 10 0 11
" dore	0 10
" carp, per lb	0 07
Fresh frozen fish—	
Single frozen haddock	0 03
" " market cod, per lb	0 03
" " steak cod, per lb	0 04
B.C. salmon, per lb	0 08 0 08½
Halibut, per lb	0 09
Gaspe salmon	0 12 0 13
Dore, per lb	0 07 0 07½
Small whitefish	0 05½ 0 06
Round frozen grass pike	0 04½ 0 05
Lake trout "	0 08 0 08½
Striped bass, per lb	0 14 0 15
Large frozen Halifax herring, per 100 fish	2 00
Smelts, No. 1, per lb	0 08
Extra large	0 08 0 09
Mackere., per lb	0 09
Smoked fish—	
Haddies, fresh cured express, 15 and 30-lb boxes, per lb	0 07 0 07½
Kippered herring, per box	0 75 0 80
St. John bloaters, 100 in box, per box	1 00 1 10
Yarmouth bloaters, 60 in a box	1 10 1 25
New smoked herring, in small boxes, per box	0 13
Oysters and Lobsters—	
Standards per imp. gal	1 40
Selects, per imp. gal	1 60
Oyster pails, pints, per 100	0 90
" " quarts, "	1 25
Live lobsters, per lb	0 14
New boiled lobsters, per lb	0 16
Prepared fish—	
Winterport, 1-lb. bricks, cod	0 09
Golden, 2 " "	0 08
Boneless cod, favorite	0 06
" fish, 1 and 2-lb. bricks, per lb	0 05½
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, 100-lb. cases, per case	6 00 6 25
Salt and pickled fish—	
Scotch cured Canadian herring, 25-lb. kitts	1 00
No. 1 Labrador herring, per half-bbl	3 50
" " " per pail	0 80
" " salmon—	
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" " half bbl	7 00
" mackerel, ½ bbls	7 00
" mackerel, per pail	1 80
" large green cod, per lb	0 05
" medium, " "	0 04
" small, " "	0 03
Pollock, med., green, per lb	0 03

Ontario Markets.

UPS AND DOWNS OF MARKET PRICES.

PROVISIONS— prices firmer; BUTTER—firm, creamery increasing; EGGS—higher before the fall, 17c.; ORANGES—quotably easier; VEGETABLES—old getting scarce, new are slow; FISH—fresh white fish in small quantities; HIDES—very scarce.

GROCERIES.

Toronto, April 13, 1906.

GROCERIES—Trade is very good and prices throughout practically the entire list are ruling firm and without change. There is a healthy tone to business and the opening of the season is expected to witness a considerable expansion.

CANNED GOODS—A very firm situation prevails in all lines. The advance in tomatoes seems to have halted for the moment and the price ranges from $1.25 to $1.30. The demand for the time being is said not to be large, because a good many retailers have taken on some surplus stock. Warmer weather would immediately increase consumption, but in any case stocks are not regarded as sufficient to meet the demand till the new pack comes in.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	2 77½	2 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, " not pitted	1 92½	1 90
Gallons, standard, not pitted	7 12½	7 10
" " pitted	8 62½	8 60
Currants—		
2's, red, H.S	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25

VEGETABLES.		
Asparagus, California—		
2½'s	....	3 90
2's, Canadian	3 00	....
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	....
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 50	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	1 00	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 25	1 22½
Sweet wrinkle	0 85	0 82½
Early June	0 72½	0 70
2's, standard	0 65	0 62½
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00
Tquash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal., all kinds	....	3 75
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.		
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" gal	....	4 50
" jugs	7 70	12 00

FISH.		
Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
" Scotch	....	1 45
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz	....	1 65
1-lb. " less than 5 cases, "	1 62½	1 65
1-lb. Flat, 5 cases and over, "	....	1 75
1-lb. " less than 5 cases, "	....	1 77½
½-lb. " 5 cases and over, "	....	1 10
½-lb. " less than 5 cases, "	....	1 12½
Low Inlet.		
½-lb. Flat, "	....	1 05
Spring cohoes, per doz	1 30	1 40
Humpbacks, "	0 95	1 00
Sardines, French ¼'s	....	0 14
" ½'s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ½'s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ½ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haadies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.		
Beef, corned 1s, per doz	....	1 35
" 2s, "	....	2 40
" 6s, "	....	7 20
" 14s. "	....	16 80
	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 65
" 1½'s "	2 40	....

SUGAR — The situation locally is quiet, with quotations unchanged. Trading is within narrow limits, and the refiners' representatives are beginning to look to berry time for an accelerated movement.

The world's visible supply is still 1,171,780 tons ahead of last year's at uneven dates, the total on April 5 being 4,040,318 tons, as against 2,868,538 last year. The position in raws is firmer again, and Willett & Gray say: "Altogether the sugar situation shows an improving tendency in all directions." Germany has reduced the consumption tax on sugar from 14 to 10 marks, which will no doubt increase the German consumption considerably, a good feature for the future.

Willett & Gray estimate an increase of 2,668,898 tons in the world's production of sugar in 1906 over the production in 1905.

The estimate in tons on cane is as follows:

	1905-06.	1904-05.
America	3,271,308	2,997,608
Asia	1,144,525	1,145,775
Australasia	220,000	214,688
Africa	295,000	232,101
Europe	28,000	28,000
Total	4,951,833	4,618,172

And on beet:

	1905-06.	1904-05.
Europe	6,970,000	4,708,758
United States	283,717	209,722
Total	7,253,717	4,918,480
Total canned beet	12,205,550	9,536,652
Increase	2,668,898	

Mr. Hugh Blain stated yesterday that the Berlin Sugar Co. would have all the beets they required this season. Already contracts have been made for 4,250 acres, which is 80 acres more than the total acreage contracted for last year.

Paris lumps, in 50-lb. boxes	4 93
" in 100-lb. "	4 83
St. Lawrence granulated, barrels	4 28
Redpath's granulated	4 28
Acadia granulated	4 23
Berlin granulated	4 18
Phoenix	4 28
Bright coffee	4 18
Bright yellow	4 13
No. 3 yellow	4 08
No. 2 "	3 98
No. 1 "	3 88

Granulated and yellow, 100-lb. bags, 5c. less than bbls.

SYRUPS AND MOLASSES — For some weeks the report has been a firm

market, and there is no recession from that position. It is stated that the passage of the alcohol bill now before congress promises to give the low grade molasses a much higher value than heretofore.

Syrups—		
Dark	....	....
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10

TEA—The market here has not developed any features of note. In London the upward tendency received something of a set back by reason of unusually heavy offerings. Better quality teas are still in demand.

COFFEE—The experts are still waiting for the rise, which, according to the statistics, should have arrived some time ago. Willett & Gray say:

"The statistical figures for the first of April turned out more favorable than expected. The decrease in the world's visible for the month of March was 576,000 bags, against 305,000 bags for the same month last year, making a difference in the supplies on the first of April, compared with a year ago, of more than 2,200,000 bags. The speculative market has paid very little attention to this, preferring to listen to the repeated assertions of prospects of a large growing crop in Santos, the same as they did a year ago, with this difference, however, that at that time, all the leading firms in Brazil made estimates of a large crop, while the assertions that have lately been made are from unknown quarters in Brazil. While to merchants experienced in the business the crop stories from unknown quarters have little weight, to the outside speculators who do not know one name from the other, it leaves an impression, and many of them have liquidated lately.

"The consumption during the last two crop years has been 3,000,000 bags larger than the production, and since two years, the rate of exchange in Brazil has advanced from 12 to 16 pence. If, notwithstanding this, the price remains unchanged, it means selling out by holders who have become tired, and it usually happens that such holdings have been sold by the time the position has become much stronger and a condition created like twenty years ago, in 1886, when in the month of July, with the world expecting lower prices, a steady advance in price for nine months was experienced."

FOREIGN DRIED FRUITS—Locally the currant market is unmoved, abroad the market is dearer. Quotations received by cable this week are at 18s. 6d., which shows an advance of 1-4c. Owing to the heavy withdrawal of currants under the regulations covering their export from Greece, the quantity available for export is now so small that it is not thought the price can possibly recede. Valencia raisins appear to be generally in fairly good supply in Canada, and there has been only a slight tendency towards hardening of prices, whereas in London, Eng., where the chief stocks are held, the market has advanced about 1-2c.

Candied peels are in small supply on spot. Heavy contracts have been made for Fall delivery, and these appear to have been fully justified, as the market generally has advanced recently several shillings, and it is thought that the supply, owing to the scarceness of raw material will be barely equal to the demand. The largest factory in England has already announced that they cannot book further orders this year, having contracted for all they will be able to supply.

The market in prunes is very firm, and stocks are said to be in small compass. One of the largest of the California prune packers telegraphs his representatives at New York that he has decided to hold the balance of his Santa Clara prunes on a 4 1-4c. f.o.b. bag basis. The same shipper asked 10c. f.o.b. for choice apricots and 9 1-2c. for choice Muir peaches, both packed in 50-pound boxes.

Referring to the increased demand for candied citron and peel for both April-May and later delivery, William Hills, jr., New York, says: "The position of these articles is an exceedingly strong one and on account of the goods being decided luxuries, the actual consumption is very little affected by the fluctuations in the market. If the bookings for later delivery are any indication of the demand which is likely to be seen during the active season there will not be sufficient citron and peels to supply the requirements of the market for the holiday trade. Citron continues to offer for April-May shipment at present prices, June-July shipment 1c. higher and August-September 2c. above present prices. Orange and lemon peel offer at present figures for shipments any time up to September 30, all prices being guaranteed against decline up to time of delivery."

	Per lb.		Per lb.
Prunes, Santa Clara—			
90-100s, 50-lb boxes	0 06½	60-70s, 50-lb boxes	0 07½ 0 08
80-90s "	0 07½	50-60s "	0 08½
70-80s "	0 08	40-50s "	0 09 0 09½
		30-40s "	0 10½ 0 10½

Note—25 lb. boxes ½c. higher.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 18 0 20
Orange	0 11½ 0 12½		
Figs—			
Elemes, per lb	0 10 0 14		
Tapnets, "	.... 0 04		
Apricots—			
Californian evaporated, in 50-lb boxes	0 14 0 15		
Peaches—			
Californian evaporated, " "	0 14 0 15		
Pears—			
Californian evaporated, per lb	.... 0 13		
Currants—			
Fine Filiatras	0 05½ up	Vostizzas	0 07½ 0 08½
Patras	0 06½ 0 06¾		
Raisins—			
Sultana	0 05½ 0 07		
" Fancy	0 10 0 14		
" Extra fancy	0 15 0 16		
Valencias, selected	0 05½ 0 05½		
Seeded, 1-lb packets	0 09 0 10½		
California, loose muscatels—			
3-crown	.... 0 07½		
4-crown	.... 0 09		
Dates—			
Hallowees	0 04½ 0 04½	Fards new choicest	0 09 0 10½
Sairs	0 03½ 0 04	" new choice	0 09½
Domestic evaporated apples	0 10 ½0 11		

FOREIGN NUTS—All European nuts have been affected by adverse weather conditions. Almonds have suffered most and they have advanced 2c. per pound. France has been buying shelled almonds in Sicily very freely within the last month, and consequently has ceased to be exporters. The market for other nuts is affected, because with very heavy shortage in the almond crop the demand will in part go to filberts, walnuts, etc.

Locally quotations are unchanged.

Almonds, Tarragona, per lb	0 12½ 0 13
" shelled Valencias	0 25 0 28
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 25 0 27
Filberts, per lb	.... 0 10
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 14½ 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	.... 0 08½
A 1's, banners and suns	.... 0 08
Japanese Jumbo's	.... 0 08½
Virginia "	.... 0 10

RICE AND TAPIOCA — The situation continues firm, but there is no further advance in tapioca evident at present, and the interest is mostly speculative.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Java	0 06½	0 07
Sago	....	0 07
Carolina rice	0 08	0 08½
Tapioca, medium pearl	0 06	0 07
" double goat	....	0 07½

HONEY—No new feature has developed and the prices are without quotable change.

Honey, extracted clover, in 60-lb. cans, per lb	0 08½ 0 09
" " " in 5 lb. & 10 lb. cans, lb.	.... 0 09
" sections, No 1, per doz	.... 2 00
" " No. 2, "	1 40 1 60
" Buckwheat, per lb	0 04½ 0 05

BEANS — The market is steady and without quotable change.

Beans, handpicked, per bush	1 85 1 90
" prime, No. 1	1 70 1 75
" Lima, per lb	0 06½ 0 07

FISH—Trade has been good this week. There is a little Lake Erie white fish in the market at fancy prices. It will be arriving in quantity from Georgian Bay in a week or ten days. The fresh mackerel also will be in in a week or two. Otherwise prices are unchanged.

Fresh "	0 12 0 15
Haddock, fresh caught, per lb	.... 0 07
" frozen	.... 0 05
Trout, frozen per lb	0 08 0 09
" fresh winter caught	0 08 0 09
Fresh cod, per lb	0 07 0 08
" fresh winter caught	.... 0 08½
" lobsters, boiled, per lb	.... 0 30
Frozen B.C. salmon, per lb	0 09 0 10
Shrimps per gal	.... 1 25
Whitefish, per lb	0 08½ 0 09
" winter caught, per lb	0 08½ 0 09
Pickerel, per lb	0 07 0 07½
Oysters, standard, small pail	.... 4 50
" selects, pail	.... 5 00
Finnan haddies	0 07½ 0 08½
Ciscoes	.... 1 25
Mackerel, per lb	.... 0 10
Labrador herring salt, No. 1, half bbl	.... 3 25
Frozen sea herring, per 100	.... 2 00
Smelts, No. 1	0 08 0 09

DRIED AND CURED FISH—Prices continue according to last week's quotations.

Boneless fish, per lb	.... 0 05
Cod fish, 1-lb. bricks	.... 0 07
Quail-on-toast, per lb	0 05½ 0 60
Flitched cod fish, cases of 100 lbs	.... 6 50

HIDES—The supply continues very light and prices are firm with some advances, No. 1 country calf skins being 13c., and sheep skins are quoted 5c. to 10c. higher. A little new wool is coming in. Fur prices are easier in spots.

Hides, inspected, steers, No. 1	.... 0 11
" " " No. 2	.... 0 10
" " cows, No. 1	.... 0 10½
" " " No. 2	.... 0 09½
Country hides, flat, per lb	.... 0 08½

Calf skins, No. 1, city	0 14
" " No. 1, country	0 13
Dekins	0 75 0 85
Sheep skins	1 45 1 65
Horse hides, No. 1	3 15 3 55
Rendered tallow, per lb.	0 04½ 0 04½
Pulled wools, super, per lb.	0 22 0 24
" " extra "	0 24 0 25
Wool, unwashed fleece	0 16 0 17

FUR SKINS.

	Prime	No. 1,
Badger	$ 1 50	$0 50
Bear, black	15 00	7 00
" yearlings	7 00	3 00
Fisher	6 00	2 00
Fox, red	3 00	1 50
" cross	10 00	3 00
Lynx	6 00	3 00
Marten, dark	20 00	4 00
Mink, dark	3 00	1 50
" pale	2 00	0 75
Muskrat	0 25	0 15
Raccoon	1 25	0 50
Skunk	0 75	0 35
Weasel, white	0 50	0 10
Wolf, timber	3 50	0 80
" prairie	1 75	0 50
Wolverine	5 00	2 00

B. C. Markets

Vancouver, April 4, 1906.

Activity in northern B.C. trade is the feature in wholesale and jobbing circles at the present moment. There are two factors. The preparations for the approaching cannery season in northern B.C. waters are now in full swing, and every vessel sailing for Skeena River, Rivers Inlet, Naas River and other ports is carrying a full cargo of supplies. The tinplate for the cans required for the season's pack of salmon has practically all gone forward. The employes who are engaged to make the cans and otherwise prepare the various plants for reception of the salmon run are all at the canneries, and now the provisions and other supplies are going forward. By the first of May everything will be in readiness. There are three or four new plants to be finished in time, and the work on these is being rushed. The last to ship machinery, etc., has a vessel already loaded and it goes forward to-day.

The other factor in the activity of coast trade at present is the unprecedented boom in the lumber trade, which is having the effect of turning attention to logging, and new camps are being opened every week. Many coasting steamers do a thriving trade carrying supplies to a hundred and one out-of-the-way spots where logging camps are located on the coast. As the demand for lumber is coming in stronger than ever from the Northwest, where thousands of settlers are going in and building homes, the raw material is likely to continue in demand, and that means the maintenance of a large number of logging camps, all of which are supplied by the jobbers of the coast cities.

THE MARKETS—In grocery lines it is noted that while most lines of canned goods are steady, the price of gallon apples has stiffened, the quotation here being now $3.40 per doz. Tomatoes are also firmer, though quotations which are from $1.27 to $1.30 are not yet up to present basis of eastern markets.

Dried fruits have not been moving very freely. Local wholesalers have to contend with the opposition of direct selling to the retail trade from San Francisco. The price of raisins has now dropped until the range is from 9 to 9 1-4c. in 1 lb. cartons. Demand is not strong.

Sugar has shown no further changes from the recent advance of 1-8c. base price. The market appears to be steady at the present quotations.

PRODUCE—Butter is nearly all local. The only exception is a lot of choice New Zealand creamery which arrived via the New Zealand-San Francisco line and came up from 'Frisco in the Pacific Coast SS. Co.'s steamer. This butter competes in price with the local fresh creamery, both being put at 30c. to the trade in 1 lb. bricks, 1c. cheaper in bulk.

No eastern creamery arrives, and price is now prohibitive. A quantity of storage, mainly Government creamery from the Northwest, is still in the market and bringing 26c. and 27c. A small quantity of California fresh creamery has been received. It is still rather high in price to import profitably.

Local fresh eggs continue plentiful and entirely fill the market. No importations are being made from Oregon and Washington, and case stock is finding no sale. Present price is quoted at 24c. per doz. to the trade.

Oranges continue firm in price, though no further advances have been made since last quotations. The range is covered from $3 to $3.75. Lemons have been moving up somewhat rapidly, increased demand having influenced the market.

N. B. Markets.

St. John, April, 1906.

All signs now point to Spring — it might almost be said, Summer. The river boats are beginning to make short trips, though navigation cannot yet be said to be open, but very soon will be. The last mail boat leaving Liverpool for St. John for this season sails on the 12th from Liverpool, leaving St. John on the 28th. Winter port business has far exceeded any previous year. The past two weeks have been extremely busy ones, our wharf accommodation taxed to its utmost, immense numbers of immigrants landing

OIL—Prices in burning oil unchanged. There is steady business. Sales in lubricating oils have been large. There is a great increase in the sale of gasoline. The increase in the number of gasoline engines is surprising. In paint oils, while linseeds are unchanged at quite full figures, market hardly as firm. Turpentine is still extremely high. Cod oil firm, business now light.

SALT—There are large arrivals of Liverpool coarse salt, prices are rather easier. The combine is broken. Sales are good. This is the busy season. Fine salt prices unchanged, improved demand. Dealers have fair stocks of rock salt.

CANNED GOODS — Tomatoes are again higher and market firm, further advance expected. Corn is firm. Peas cheap. Gallon apples have a good demand at higher figures, market tending upward. While fair stocks of fruit are held here, market is firm. In salmon good local stocks held ; owing to situation west, market is strong. Meats are low. In domestic fish situation is quiet, some sardines still held.

GREEN FRUIT—Apples are scarce and high, best stock is bringing five dollars. Banana season is now open and sales are good, prices about as usual. Oranges firmer, chiefly Valencias sold ; some Californias offered. Lemons are rather higher.

DRIED FRUIT—In raisins a fair sale, chiefly seeded, which are quite low. In bulk goods only fair demand. Malaga loose and Valencia layers chiefly offered. Currants are very firm, being slightly higher. Prunes have steady sale, prices higher, small sizes very scarce. Apricots and peaches also higher, sales not large. Dates, a steady demand, market firmer, package goods chiefly sold. Peels are being bought, prices high, particularly citron. Evaporated apples hold at full figures. Egyptian onions are very firm, some American are being sold, late Valencias show good quality.

SUGAR—Dealers are finding it hard to get supplies from the refinery, prices unchanged. While present figures are low market is firm.

MOLASSES—This is an interesting line. Barbadoes holds the market. During the past week there were quite large arrivals, rather more than half being fancy or syrup. Higher prices are asked this week and the situation is reported very firm. Old Porto Rico still offered, but sale limited. It is thought little new will be imported.

FISH—There is a fair variety of fresh fish, including lobsters. In dry fish, stocks are getting well worked off. The tendency is downward. The extreme prices are considered a thing of the past. Smoked herrings are also easier. Pickled herring are very scarce and high. Haddies getting out of season. The very dull market is slightly improved.

N. S. Markets.

Halifax, April 10, 1906.

The tone of the Maritime grocery markets is very firm. Trade is reported good in all sections, and in some it is much better than expected. No notable changes in prices are recorded. The jobbers are looking for a big Easter business, and the prospects are that their hopes will be realized. The travelers are sending in good orders, and the improved condition of the roads has helped business very greatly.

BUTTER AND EGGS—The markets for butter and eggs are practically the same as last week, prices being firm, with a slight improvement in the receipts. More fresh butter was marketed during the week than since the first of the year, and it is expected that from now on receipts will continue to increase. The butter received is mostly all new made, and being packed in small tubs, from three to eight pounds, it finds ready sale. This class of butter is always in good demand, and many of the jobbers say that their customers prefer it to any other class of butter handled by them. The price for the choicest is always a cent or two above the other grades of butter, except the best creamery, but the consumer prefers it and pays the extra price.

Eggs are not coming in quite so plentifully as expected, but the receipts about the middle of Easter week will probably be heavy, as is usually the case. Besides the eggs coming in from points in the province, Prince Edward

Island has now started to make shipment, and this competition will no doubt have a tendency to reduce prices. Hundreds of cases of cold storage eggs are held here, and those who have them stored cannot find a market for them. Fresh eggs are quoted on the island at 14 to 14½ cents, and they are jobbing here from 16 to 17 cents. Nova Scotia eggs are quoted at 17 cents.

Stocks of cheese held here are very light, and the quality of the new makes said not to be of the best. It is quoted here at 14 cents for large and small.

FRUITS—The market is now well supplied with fruit. Bananas are coming in quite freely, and stocks of oranges have improved. Prices are very firm, with a strong tendency. Oranges are considered very high, Jamaicas being quoted at $7 per barrel, and the jobber is complaining of heavy waste, all having to be picked over. This is said to be about the end of the old crop, and it is expected that the new crop, which is reported to be of good quality, will be along very shortly. Valencias are quoted here as follows: Large, 420s, $5.60; ordinary, $4.85, 7, 14, $6.10; California navels, 126 and 150, $4.60; 96s, $4.10; 176 and 200, $4.85.

Lemons are good in quality and quantity, and are quoted at $3 to $3.50.

Pineapples are $2.50 per dozen, cukes 10 cents each, strawberries 35 to 40 cents per box, rhubarb 9 to 10 cents, and onions from $2.25 to $2.50.

APPLES—Shipments of apples to the English market are still taking place. O. S. Miller, of Annapolis county, last week made a shipment of 1,250 of good hard Winter fruit, which was in fine condition. It is probable that he will obtain fancy prices for his stock, as the English markets are likely pretty clear of good fruit at this season of the year. Mr. Miller hopes that his fruit will reach the market in time for the Easter trade. The local market is almost bare of good apples. Some Nonpareils and Northern Spys are offering, but the quality is only fair. They are quoted at from $4.50 to $5. The stocks of Baldwins held by some jobbers have rotted in the cellars. The Ben Davis offered are good looking, but they are slow sellers here.

VEGETABLES—Stocks of vegetables are being greatly reduced through rot and consumption. All the stock now held has to be picked over, and the waste is very great. Potatoes are quoted at from 50 to 60 cents, turnips at 90 cents, parsnips at $1.75, beets at $1.50, and carrots at $1.50.

FISH—The local market for salt fish is fairly steady, and the home consumption is quite good. Prices are firm. The foreign markets are somewhat depressed, particularly the Trinidad markets, which are overstocked. Two Nova Scotia vessels which recently arrived at Port of Spain had 395 and 229 packages of fish respectively, and these have not helped the present condition of the market any. Pickled fish is selling freely. The receipts of fresh fish are improving some, and the demand as usual during Lent is good.

N. S. Notes.

The Furness-Withy steamer Annapolis sailed recently for London, with a large general cargo, including 4,079 barrels of apples.

R. B. Harris, formerly with B. H. Dodge & Co., and who left Kentville about a month ago for the west, has opened up a hardware store in Fielding, Saskatchewan.

Miss L. Shuttleworth, and Miss Miller, of Guelph, of the staff of the Farmers' Institute lecturers, have been appointed by the Provincial Government of Nova Scotia to take charge of two dairy schools in Nova Scotia.

The council of the Kentville Board of Trade met on Monday night last to arrange for the quarterly meeting. Capt. Allan and Mr. Burns advanced some good ideas and the president and council are desirous for a good forward movement.

The Annapolis Valley Vinegar Co. have shipped the whole of last Fall's output of cider in ten carloads, and amounting to about 220 tons, to the English market. This week they are sending one car of vinegar to Wm. Law & Co., Yarmouth, and still have some 68,000 gallons of vinegar remaining for the Spring trade.

Kings County Board of Trade.

The following are the officers of the Kings County Board of Trade for the ensuing year: President, J. A. Kinsman, Lakeville; vice-president, A. E. McMahon, Aylesford; secretary-treasurer, W. B. Burgess, Woodville; auditors, M. G. DeWolfe, R. S. Eaton, Kentville.

Maritime Board of Trade Council—A. N. Griffin, New Minas.

Members of Council— Ward 1, J. W. Hubbard; ward 2, A. E. Lewis; ward 3, John Donaldson; ward 4, J. Everett Kinsman; ward 5, F. S Fisher; ward 6, A. N. Griffin, Ainsley Bishop; ward 7, F. G. Gertridge; ward 8, A. Bowser; ward 9, W. C. Hamilton; ward 10, H. D. Woodbury; ward 11, W. W. Pineo; ward 12, S. S. Selfridge; ward 13, S. C. Parker; ward 14, J. E. Bryden.

Kentville—C. O. Allen, J. W. Ryan.
Wolfville—R. W. Starr, F. J. Porter.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, April 5, 1906.)

UPS AND DOWNS OF MARKET PRICES.

SALMON—Humpback advanced 35 cents per case; MATCHES—general advance in price; AXLE GREASE—advance; CALIFORNIA DRIED FRUITS—market firm and sharp advance likely; PRUNES—advance ¼ to ½ cent per lb.; NECTARINES—advance of ¾c. per lb.

Winnipeg, April 12, 1906.

Business continues very active and the general tone of the market indicates higher prices in several lines. A number of minor changes are noted above. The local market is without any features of special interest.

CANNED GOODS—Apparently coast supplies of humpback salmon are running low as local jobbing houses find this line difficult to obtain. The local price is now $4.10 per case.

FRUITS.

	Group No. 1.	Groups No 1 & 2.
Apples—		
gallons, per doz.	3 10	3 05
3-lb. "	2 40	2 44
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Lawtonberries—		
" "	3 83	3 78
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case	....	4 25
2's, whole, " "	....	3 75
2½'s, whole, " "	....	4 50
2's, grated, " "	....	4 50
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries—		
new "	4 00	4 25

VEGETABLES.

Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 53	1 48
(No. 3) 2's "	1 68	1 63
Succotash—		
2's "	2 63	2 58
Tomatoes—		
All groups, per case	....	2 65
Salmon, Fraser River sockeye, per case	....	6 25
" Skeena River, " "	....	6 00
" Rivers Inlet, " "	....	5 90
" Red Spring, " "	....	5 75
" humpback, "	....	4 10
" cohoes, " "	....	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases	....	6 30
" " " 5 to 9 cases	....	6 20
Pork and beans (V.C.P. Co.), 1's, per doz.	....	1 25
" " " 2's, "	....	1 90
" " " 3's, "	....	2 60
Clark's 1 lb. plain, per case	....	2 10
" 2 " " "	....	1 80
" 3 " " "	....	2 20
" 1 " tomato sauce, per case	....	2 30
" 2 " " "	....	1 85
" 3 " " "	....	2 40
" 1 " Chili " "	....	2 30
" 2 " " "	....	1 95
" 3 " " "	....	2 40
Soups (Van Camp's), per doz.	....	1 25
Canned chicken (Man. Can. Co.) per doz.	....	3 25
" turkey " "	....	3 25
" chicken (Aylmer), per doz	....	3 30
" " (Delhi), " "	....	3 20
" turkey (Aylmer)	....	3 30
" " (Delhi)	....	3 20
" duck (Aylmer)	....	3 30
" " (Delhi)	....	3 20
Corned beef " 2's "	....	2 75
" " " 1's "	....	1 55
Roast beef (Man. Can. Co.), 2's, per doz	....	2 65
" (Clark's), 1's, per doz	....	1 50
" " 2's, "	....	2 65
Potted meats, ½'s, per doz.	....	0 55
Veal loaf (Libbey's), ½ lb., per doz.	....	1 25
" " 1 lb. "	....	2 50
Ham loaf " ½ lb. "	....	1 25
" " 1 lb. "	....	2 50
Chicken loaf " ½ lb. "	....	1 85
" " 1 lb. "	....	3 50
Luncheon tongue (Clark's), 1's, "	....	3 45
" (Aylmer), 1's, "	....	3 00
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	....	1 80
" " " 1-lb. tins, "	....	3 10
" " 1-lb. glass, "	....	3 35
Chipped " " ½-lb. tins, "	....	1 45
" " " 1-lb. tins, "	....	2 50
" " " 1-lb. glass, "	....	3 05
Sliced bacon, " 1-lb. tins, "	....	3 10
" " 1-lb glass, "	....	3 25
Corned beef (Clark's), 1-lb. tins, per doz.	....	1 50
" " 2-lb. " "	....	2 65
Lobsters (new), ½-lb. flats, per 8-doz. case	....	16 00
" " ½ lb. talls, per 4-doz. case	....	10 25
" " 1-lb. talls, " "	....	14 50

SUGAR—The price is steady at figures quoted last week.

Montreal granulated, in bbls.	4 95
" in sacks	4 90
" yellow, in bbls.	4 55
" " in sacks	4 50
Wallaceburg, in bbls.	4 85
" in sacks	4 80
Berlin, granulated in bbls	4 85
" " " sacks	4 80
Icing sugar in bbls.	5 55
" " in boxes	5 75
" " in small quantities	6 15
Powdered sugar, in bbls.	5 35
" " in boxes	5 55
" " in small quantities	5 80
Lump, hard, in bbls.	5 65
" " in ½-bbls.	5 75
" " in 100-lb cases	5 65
Raw sugar	4 50

SYRUPS AND MOLASSES — Corn

syrups are in very brisk demand owing to the rising price of dried fruits.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case		2 20
" " 5-lb tins, per 1 "		2 65
" " 10-lb tins, per ½ "		2 55
" " 20-lb tins, per ¼		2 45
" " ¼ barrel, per lb.		0 03½
" " Sugar syrup, per lb.		0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case		2 55
" " 5-lb. " " "		2 90
" " 10-lb. " " "		2 70
" " 20-lb. " " "		2 80
Barbadoes molasses in ½-bbls, per lb.		0 04
New Orleans molasses in ½-bbls, per lb.		0 02½
" " in barrels		0 02½
Porto Rico molasses in ½-bbls., per bbl.		0 04½
Blackstrap, in bbls., per gal.		0 31
" ½ " "		0 33
" 5 gal. bsts., each		2 25

COFFEE—Prices are quoted as follows :

Whole green Rio, per lb.	0 13½	0 11
" roasted " per lb.		0 15½
Ground roasted Rio		0 16
Standard Java in 25-lb. tins, per lb.		0 33
Old Government Java in 25 lb. tins, per lb.		0 32
" Mocha		0 32
Imperial Java, in 25 lb. tins, per lb.		0 29
Pure mocha		0 25
" Maracaibo		0 19
Choice Rio		0 17
Pure		0 16½
Seal Brand (C & S) in 2-lb tins, per lb.		0 32
" " " 1-lb " "		0 33
Local Blends:—		
Mocha and Java in 2-lb. tins, per lb.		0 23
" " 1-lb. "		0 24

MATCHES—There has been a general advance in matches, prices being now quoted as follows :

	Per case.
"Telegraph,"	4 70
"Telephone"	4 60
"King Edward"	3 35
"Head Light"	4 15
"Rising Star"	5 50
"Eagle"	1 80
"Victoria"	3 05
"Silent," 200's	2 15
" 500's	4 65

FLY PADS, ETC.—Wilson's fly pads are quoted this year at the same price as last, viz., $3 per box or 3 boxes for $8.40. "Tanglefoot" is also unchanged, the quotations being 45c. per box or $4 per case of 10 boxes.

FOREIGN DRIED FRUITS — Owing to the continued rains on the Pacific coast all California fruits are likely to be sharply advanced. Many growers estimate that their crop has already been injured to the extent of 25 per cent. Silver prunes, early peaches and apricots have suffered severely and the pack will be light. There is accordingly a very firm tone to the California dried fruit market and prices are almost certain to be materially advanced. Local quotations on prunes show a general advance of ¼ to ½ cent per lb. and revised prices will be noted below.

Sultana raisins, bulk, per lb		0 6½
" cleaned, "		0 08
" 1 lb pkgs "		0 09½
Table raisins, Connoisseur clusters per case		2 60
" extra dessert, "		3 40
" Royal Buckingham, "		4 00
" Imperial Russian "		5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)		3 35
" Connoisseur clusters, boxes (5½ lbs).		0 80
Valencia raisins, f. o. s	1 35	1 50
" " selected	1 60	1 75
" " layers	1 70	1 85
California raisins, muscatels, 2 crown, per lb.		0 09
" " " 3 "		0 09½
" " " 4 "		0 08½
" " choice seeded in ½-lb. packages per package		0 09
" " fancy seeded in ½-lb. packages per package		0 09½
" " choice seeded in 1-lb packages per package		0 10½
" " fancy seeded, 1-lb. packages, per package		0 12
Prunes 100-120 per lb.		0 06½
" 90-100 "		0 06½
" 80-90 "		0 07
" 70-80 "		0 07½
" 60-70 "		0 08
" 50-60 "		0 08½
" 40-50 "		0 09
" choice silver, per lb		0 11
" silver, per lb		0 07½
Currants, uncleaned, loose pack, per lb.		0 05½
" dry cleaned, Filiatras, per lb.		0 06
" wet cleaned, per lb.		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 07
" Vostizzas, uncleaned		0 06½
Hallowee dates, new per lb.		0 05½
Figs, cooking in taps and sacks		0 05½
" " boxes		0 05½
Apricots, choice, in 25-lb. boxes, per lb.	0 13½	0 14
Apricots, standard in 25-lb. boxes, per lb.		0 12½
Slab apricots in 25-lb. boxes, per lb		0 12½
Peaches, choice, per lb.		0 13½
" standard "		0 13
Pears, choice (halves), per lb		0 16
" standard "		0 15
Plums, choice (dark pitted) per lb.		0 11
Nectarines, choice		0 12½

NUTS—

Almonds, per lb.		0 12½
" (shelled), per lb.		0 28
Filberts		0 10
Peanuts,		0 10½
Jumbos		0 12½
Walnuts, new, Grenobles, per lb		0 15½
" " Marbots "		0 13½
" " shelled, "		0 30
Pecans, per lb.	0 15	0 16
Brazils, per lb.		0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb		0 18
" white, " 5 " "		0 25
Cayennepepper, in 2 and 5 lb. tins, per lb.		0 20
Cloves, in 5 lb. boxes, per lb.		0 22
Cassia, " "		0 12
Allspice, " " "	5 11½	0 15
Ginger, in 10-lb. boxes, per lb.		0 13
Mixed spice, in 5-lb. boxes, per lb.		0 20
Mace, in 5-lb. boxes, per lb.		0 70

WHOLE SPICES.

Black pepper, per lb.		0 13
White pepper, per lb.		0 25
Cinnamon (ordinary), per lb.		0 18
Cinnamon (extra choice), per lb.		0 24
Nutmegs, per lb		0 25
Cloves according to quality)	0 14½	0 25
Ginger, por lb.		0 10
Allspice, per lb.	0 08½	0 10
Mace, per lb.		0 70
Mixed spices, for pickling		0 12
" 4-oz. packets, per doz.		0 75

APPETIZING
CRISP
TASTY

Mrs. Rorer's
Saratoga Chips

Just the thing to please your particular customers who are in need of a spring appetiser.

Retail at 10c. and 20c. the package and give you a good profit.

Ask your jobber for a sample order or write us direct.

We guarantee and stand behind every package

THE SARATOGA CHIP CO.
Hamilton, Ont.

DO YOU ILLUSTRATE YOUR ADS.?

A bright design often goes a long way to increase the effectiveness of a good advertisement.

Our Pictorial Ad. Department is designed to assist our patrons to improve the quality of their advertising at the lowest possible cost.

Our artist will submit sketches to suit any trade and finish sketches when approved.

Just the actual work of artist and cost of plate will be charged for.

Your advertisement will stand out distinctively. It will be exclusive. It will pay.

Don't hesitate to ask for what you want. We will see that you get it promptly.

Pictorial Advt. Dept.
The MacLEAN PUBLISHING CO., Limited
Montreal, Toronto, Winnipeg

Get ready for opening of navigation!

Look over your Stock and Requirements for Spring Trade

We carry the best assortment of staple and fancy groceries in the trade, and guarantee satisfaction to buyers as to ***quality*** and ***price.***

TEA

Our ***"Victoria"*** and ***"Princess Louise"*** brands of JAPAN TEA are winning favor very rapidly. Our mail orders are increasing, showing that these teas ***have the confidence of users.***

We are receiving every month direct from Ceylon our ***"Duchess"*** brand Young Hyson GREEN Ceylon Tea and ***"Lady"*** brand Hyson Ceylon. In CEYLON BLACKS our ***"Victoria"*** and ***"Princess Louise"*** blends are pleasing our customers.

Our trade for Sir Thomas Lipton's Black and Green ***Ceylon Teas*** shows an increasing and steady demand from the public. The quality of these Teas is unsurpassed.

PH. RICHARD'S BRANDIES

The sale of these Brandies throughout Canada shows their popularity. For price and quality preferred by best judges.

MITCHELL BROS'. (Glasgow) SCOTCH WHISKY

Stand in the front rank of all—None to excel them.

BLANDY BROS'. MADEIRA WINES

The most desirable and healthful of Madeiras.

CARDINAL CHAMPAGNE

Rapidly becoming the preference of connoisseurs. A special treat for Easter

---

Look over your stock and place your order with us.
Satisfaction guaranteed.

LAPORTE, MARTIN & CIE

LIMITED

Wholesale Grocers, Importers, Wine and Spirit Merchants

MONTREAL

GROCERY BUSINESS FOR SALE

Under instructions there will be offered for sale by public auction on Saturday, April 21, 1906, at 10 o'clock in the forenoon, upon the premises now occupied by him on King St., known as Watt's grocery store, the stock in trade, etc., of Fred H. Watt, grocer, Gananoque; the stock and fixtures amount to about $1,500; the store is centrally located, and the business heretofore done has been about $25,000 a year; this is a snap for a good man; the sale will be en bloc, and at a rate upon the dollar based upon stock list; parties preferring to do so may submit their offers by private tender; the stock in trade, fixtures, etc., and also the stock list can be inspected at any time, and all terms and conditions of sale made known upon application to E. M. Hiscocks, bailiff, or Jas. C. Ross, vendor's solicitor. Dated at Gananoque, April 9th, 1906.

AGENCIES WANTED.

VANCOUVER firm of manufacturers' agents is open for a few good lines; highest references. Box 119, Vancouver. [15]

Sawyer's CRYSTAL *50 Years the People's Choice.*

See that Top **Blue.**

For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Boxes

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.

M. F. EAGAR & SON, *Mfrs. Agents*
HALIFAX, Nova Scotia

Expert Bookkeeping

Investigating and auditing of all classes of accounts undertaken. Trading, profit and loss and balance-sheets prepared. Set of books opened and office system devised in an up-to-date manner. Collection of overdue accounts a specialty.

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378 Bannatyne Avenue, Winnipeg

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case.	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb	0 10

SAUCES—

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

BUCKWHEAT—Quoted as before at $1.70 per half sack.

OATMEAL AND CORNMEAL—Since the reductions noted recently, the local market has been quiet and without new features of interest.

Rolled oats, 80-lb. sacks, per sack	2 05
40-lb. " "	1 05
20-lb. " "	0 54
8-lb. " "	0 25
Granulated oatmeal, per sack	2 55
Standard " "	2 55
Cornmeal, "	1 60

FISH AND OYSTERS—Herrings in half-barrels are now quoted at $4.25 to $4.50.

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 12½
Red Snapper	0 15
B.C. Salmon	0 09
Halibut	0 08½
White fish, per lb	0 07
Pickerel	0 05½
Jackfish	0 03½
Finnan haddie	0 07½
"Halifax" b rand salt cod, fish cakes 24-1's	0 07½
"Acadia" " " " 20-1's	0 08
"Bluenose" " " " 20-1's	0 07
"Acadia" " 2-lb. boxes	0 10
" " 4-lb. boxes	0 10
" " shredded, 24 cartoons, per bx	1 80
" " bulk, in 15-lb. bxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb	4 00
" " " per 2½-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12
Smoked halibut strips	0 11
Kippered gold eyes, per doz.	0 45½
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb.	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gal.	2 25
Standards, per gallon	2 00
Holland herrings, in kegs, per keg	0 70 0 72
Herring ½-barrels	4 00
Digbys, chicks, per box	0 17
Herrings, ½-bbls	4 25 4 50

GREEN FRUITS—Owing to continued rains in California, oranges and lemons are likely to be still further advanced. Strawberries are now on the market and are quoted at $4 per dozen quarts. Pineapples are selling at $3.50 to $4 per dozen.

ORANGES AND LEMONS.

Fancy California navels, 126's to 200's, per case.	$5 00
Marmalade oranges, 126's to 250's, per case.	6 00
California lemons, 300's and 360's, per case	5 00

ONTARIO WINTER FRUITS.

Spies, fancy, XXX, per bbl	$7 00
" " XX, "	5 00
Bananas (per express only)	3 00 3 50
Almeria grapes, per keg	7 00
Winter pears, (B.C.), per case	2 50
Cranberries, (Jersey), per bbl	12 00
Strawberries, quarts, per doz.	4 00
Pineapples, per doz.	3 50 4 00

VEGETABLES—Florida tomatoes are now on the market and quoted as below. Cucumbers and rhubarb are also added to this week's list.

Valencia onions, (large cases)	$1 50
Spanish onions, per case	1 25
Native onions, per lb.	0 03
Florida tomatoes, per basket	1 50
" " per case	9 00
Cucumbers, per doz.	2 25
Rhubarb, per lb.	0 10

A "VEGETABLE PRODUCT."

On page 48 of The Canadian Grocer, April 6, a reference was made to Mrs. Rorer's Saratoga Chips, and it was inadvertently put under the heading of "Breakfast Food Enterprise." Saratoga Chips are a vegetable product, and as such are useful as a general article of diet and should not be confounded with the many cereal foods.

MISTER GROCER!

Have we had your order for

"Gold Standard Tea ?"

The tea that pays you a good profit.

The tea that is **especially** adapted to **Western Canada.**

The tea that is **full** value for your money.

The tea that is

"Guaranteed the Best"

The Codville-Georgeson Co.
Limited
Winnipeg, Man.

EASTERN MANUFACTURERS AND SHIPPERS

Keep in touch with the

WESTERN TRADE

We sell all lines handled by the

Wholesale Grocers

Write or wire us your offerings

Nicholson & Bain
Winnipeg and Calgary
Wholesale Brokers and Commission Merchants.
Established 1882
First-class storage for all kinds of goods

Easter

Your Easter trade requires

THE REAL THING

In mild cured

HAMS

AND

BREAKFAST BACON

We cure it to perfection. Please order now to ensure prompt shipment.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

HAMS

With the coming of Easter comes the demand for Hams and Eggs.

We can sell you both or either. The Hams we cure ourselves under the same formula as used by us for over fifty years; and there are no finer.

If you have not already ordered—do so now.

The fire which occurred at our packing house recently will not interfere with the taking care of all orders.

F. W. FEARMAN CO.,
HAMILTON LIMITED

The merchant who knows his business talks

QUALITY

to his customers.

Cheap canned meats means goods made from cheap meat.

Do you ask your butcher for cheap meat when you want a good dinner?

When your customer has once tried our goods he will stick to our brand and to your store.

GROCERS

Ask your jobbers for our brand and compare with others.

All our goods are made in Canada from first-class Western Stock.

Corned Beef, Roast Beef, Chicken, Turkey, Potted Meats, Lunch Tongue, &c.

NICHOLSON & BAIN, Winnipeg and Calgary
Western Agents for
THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA

"CORONA"

BRAND

Selected

HAMS and BACON

The Universal Favorite
Delicious Flavor
A very Special Sugar Cure

ONCE TASTED ALWAYS WANTED.

SEND FOR TRIAL ORDER.

Beef, Mutton, Pork

PRODUCE DEPT.

Choice Butter, Cheese, Eggs, Poultry, etc.

MONTREAL PACKING CO. Limited
MONTREAL, Canada

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

There is not much new to report on the market for cheese and butter, the old product is now so nearly exhausted that it is hardly worth while to even mention it, while the new make is still, and will remain so for some weeks yet, in its infancy. Yet, the present interest is entirely centred in this new make. Butter being generally the earlier product, is in demand for local consumption and prices show an advancing tendency, as consumers want a fresh flavored article rather than the stale goods made last Fall. But cheese still leads in price and farmers want the highest obtainable price for their milk. They will, therefore deliver their new milk to the cheese factories rather than to the creameries wherever this is practicable.

It is therefore only reasonable to expect that more cheese and less butter will be produced at the commencement of the new season, and the chances are that both products may soon come to an even level of prices.

We have repeatedly mentioned the undesirability of farmers adopting the hand separators, as it is a sure means of deteriorating the quality of our finest Canadian creameries. The Montreal Produce Merchants' Association are now coming out with a circular, endorsed by the officers of the Departments of Agriculture of the Dominion and of the Province of Quebec strongly condemning the use of these hand separators. This circular reads as follows:

"The members of the Montreal Produce Merchants' Association have during the past season been still further impressed by the inferior quality, generally, of butter made from hand-separated cream, especially when gathered less frequently than every day, and they desire once more to warn makers and patrons against the use of the hand separator.

"To patrons who find it desirable on other grounds than mere convenience to use hand separators, they would strongly advise that the cream be conveyed to the creameries every day in jacketed cans properly insulated. Makers are further most strongly urged to keep hand-separator cream apart from that separated at the factory, to churn it by itself and to pack and sell the product separately. If these precautions are not rigidly observed there is no doubt that our reputation for producing finest butter and the profitableness of the industry will suffer."

This is precisely what we have been advocating in these articles for some time past. Heretofore the highest price paid for butter in the Dominion of Canada was for the product of the Eastern Townships. This butter has gained an enviable reputation in British markets; it took the eye and taste of the consumers, who were willing to pay a good price for it. The manufacturers and dealers in dairy supplies, having supplied the factories or creameries of the country with their machinery, commenced to look for further markets, and introduced their hand separators to individual farmers. The farmer, buying such a hand separator, is told of the convenience of keeping his skim milk at home and only delivering the cream to the creamery at his leisure, which might be only in three to four days after milking, instead of delivering fresh milk daily.

So far, so good, but cream kept for some days and then carted over rough country roads in hot weather, cannot possibly produce as good quality of butter as milk delivered fresh to the creamery every day. The proper place to have the cream separated is the factory or creamery, and then the fresh cream churned will produce a high grade of butter.

It has often been truthfully said that Ontario produces a better quality of cheese, and Quebec a better quality of butter. The secret is that Ontario butter is made on the "gathered cream" system, and if our farmers in the Province of Quebec will now adopt this system, they will certainly ruin their reputation for fine butter.

What they should do is to continue making finest quality of butter and improve their cheese factory system to the level of Ontario. They need better cheese factories and they should make a more uniform size and style of cheese, and, if they will leave the hand separators out for making butter, they will surely come to the head of the dairy industry of the Dominion of Canada and the farmers will reap the benefit in securing top market prices for their products.

THE PROVISION SITUATION.

The situation is very strong; no special feature of development is reported since our last review. There are fair supplies of hogs coming to hand at Ontario points, nothing like sufficient to keep pace with the ever increasing trade. At Montreal and more eastern points deliveries have been light and competition keen between buyers, thus still further strengthening the market.

* * *

The English market reports an active demand for Canadian products with advancing prices equal to 25c. and 50c. respectively for lean and heavy. This advance has given an impetus to trade on this side, and in measure accounts for improved prices.

Stocks on this side are extremely small, and at present rate of production there is little chance of accumulation, as everything finds a ready market either at home or abroad.

* * *

The American situation appears to be about on the same lines as is in evidence in Canada, except that dealers on that side consider prices have reached their limit and are in consequence holding back. The National Provisioner in their most recent issue state:

"The hog products markets have tamed a little occasionally through the week, as occasioned in part by the apprehension of larger hog receipts at the packing points, and in a small degree by a fear of a coal strike. But in an all round way the situation is a favorable one for the selling interests, although it does not look probable that there will be any marked bulges in prices in the near future. Indeed, if hog supplies increase in the degree expected, temporarily, lower prices in a moderate degree are looked for.

"There is a more pronounced feeling on the part of some traders that the late range of prices has been high enough for the near future, and it has tempted occasionally to selling on the part of the 'longs.'

"Nevertheless, the prices of the products are very reasonable as against the cost of the hogs, and the fact that the packing does not accumulate shows the full rate of the consumption in home sources and the steady requirements of Europe either on demand or from consignments."

OUR LONDON LETTER.

By Our Own Correspondent.

Once more this week the market for New Zealand and Australian butter has been in a very weak position, and sellers have been compelled to cut into their prices by 3s. Stocks are still very heavy, and prospects are not particularly bright. No less than 50,000 boxes of Australian arrived here during the past seven days, and a further 10,000 boxes are expected shortly. New Zealand butter to the amount of 50,000 boxes is due to-day. An extraordinary feature of the market is the great difference between quotations on salted and unsalted. This is due to the very great over-supply of salted and scarcity of unsalted. The latter has remained stationary for some weeks at 108s. to 110s., while the former has steadily declined week by week, until Australian salted is now realizing only 92s. to 94s., which is 12s. less than at this time last year. Since the beginning of March 85,450 cwts. of butter have been received from Australia, 63,-

313 cwts. from New Zealand, and 823 cwts. from Canada.

It was stated at the Brisbane Butter Manufacturers' Association that last year 185,000 boxes of butter were shipped from Queensland to London. This year the amount is likely to be even greater. At one time the freight rate was £7 10s. per ton, but since the inauguration of the Orient service it has fallen to £3 14s. 4d.

The subject of butter adulteration is being debated with greater ardor now than ever, and the crucial moment is at hand when it will be known whether the proposed bill is to be put forward in Parliament, and what chances of success it has. At the invitation of Lord Carrington, the Minister of the Board of Agriculture, Lord Strathcona has consented to give evidence before a select committee of the butter trade, which is now sitting in the Commons. In a letter, which he recently addressed to the Times, the High Commissioner responded to the Chief of the Board of Agriculture's invitation to state the Canadian view of the matter. His view, it is well known, is that of all colonial butter exporters. He has pointed out that, amongst other things, the Canadian Act of 1903 prohibits the manufacture, importation or sale of butter containing over 16 per cent. of water. Sir T. Elliott, secretary to the Board of Agriculture, proposed that the Canadian Act should be followed by legislation prohibiting the sending out, from any registered factory, of butter containing more than 16 per cent. of water.

There are several firms in England who make a livelihood by instructing retailers in the art of adulteration by the addition of foreign fats to the butter.

Another trick of the trade, according to an inspector of the Board of Agriculture, is to send milk-blended butter, made in the west of England, to London, and thence to Limerick; and to bring as fresh butter from Holland, what had first been sent there from a factory in London.

The position of Canadian cheese remains without any outstanding features. A fair demand rules, and quotations are unaltered at 66s. to 67s. for "Choicest," "Finest" parcels making two shillings less. It is exceedingly difficult to get any of the September make now. Arrivals of Canada cheese have been on a somewhat larger scale recently than during the beginning of the month, supplies at the Surrey commercial docks now being 71,805 boxes.

There is being held at the present time in Manchester a huge groceries exhibition. Sweden has a very attractive produce stall, but Canada is conspicuous by her absence. This should not be, in view of the fact that Manchester is the best market for Canadian butter.

THE WORLD'S LARD ESTIMATES.

Cable advices give the following estimates of the stocks of lard held in Europe and afloat on the 1st inst., to which we add estimates of former years, and stocks in cities named:

	1906. April 1.	1906. Mch. 1.	1905. April 1.	1904. April 1.
Liverpool and Manchester	21,000	20,500	25,500	27,000
Other British ports	11,000	11,000	15,000	5,000
Hamburg	14,000	20,000	9,000	12,000
Bremen	1,500	1,500	1,500	1,000
Berlin	4,000	5,000	1,000	3,000
Baltic ports	16,000	16,500	17,500	13,000
Amsterdam, Rotterdam, Mannheim	5,000	2,500	1,000	3,000
Antwerp	4,000	6,000	6,000	4,500
French ports	1,000	1,500	1,200	1,200
Italian and Spanish ports	1,000	1,000	750	500
Total in Europe	79,000	85,500	78,450	70,200
Afloat for Europe	85,000	80,000	90,000	45,000
Total in Europe and afloat	164,000	165,500	168,450	115,200
Chicago prime steam	41,767	43,870	102,977	78,137
Chicago other kinds	11,902	12,159	19,575	18,209
East St. Louis	1,225	855	6,426	2,900
Kansas City	8,980	11,218	4,562	11,837
Omaha	2,405	3,101	1,567	3,995
New York	5,085	8,132	5,364	6,535
Milwaukee	776	576	9,686	7,271
Cedar Rapids	*	*	*	*
South St. Joseph	5,443	9,879	3,911	6,604
Total tierces	241,583	255,290	322,518	250,688

(*) Not available. The N. K. Fairkank Co.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS — Smoked meats have been selling better than usual on account of the approach of Easter. Other lines are selling about the same as usual. The sales of provisions have not been very large as prices are considered on the high side, but in most quarters it is thought that owing to the scarcity of live hogs prices will advance before they decline.

Lard, pure tierces		0 11½
" 56-lb. tubs		0 12
" 20-lb. pails, wood (10½)		0 12½
" cases, 10-lb. tins, 60 lbs. in case		0 12½
" " 5-lb. "		0 12½
" " 3-lb. "		0 12¾
Lard, Boar's Head brand, tierces, per lb.		0 08
" " ½-bbl., per lb.		0 08½
" " tubs		0 08½
Cases, 20 3-lb. tins, per lb.		0 09
" 12 5-lb. tins "		0 08¾
" 6 10-lb. tins "		0 08½
20-lb. wood pails, each		1 70
20-lb. tin pails, each		1 60
Wood net, tin gross weight—		
Canadian short cut mess pork	$22 00	$22 50
American short cut clear	21 00	22 50
American fat back		22 50
Breakfast bacon, per lb.	0 15½	0 16
Hams	0 13	0 14½
Extra plate beef, per bbl.	12 00	13 00

BUTTER—There is a good local demand for choice new milk creamery at prices a shade higher than they were last week. Other lines are neglected.

Choice new milk creamery	0 23	0 24
Fall creamery	0 19	0 20
Western dairy		0 18
Manitoba dairy		0 17
Fresh dairy tubs	0 19	0 19½
Fresh rolls	0 18	0 19½

CHEESE—Old stock cheese is pretty well cleaned up now and new cheese is coming forward daily, although in limited quantities. Dealers ask 12c. to 12 1-2c. for white and from 13c. to 13 1-4c. for colored.

EGGS—Receipts of eggs are heavy, but are not equal to the demand. Last week the market was thoroughly cleaned out, and now it is difficult to obtain a full order, egg dealers, as a rule, being able to supply only half the quantity desired. The ruling price is between 18c. and 19c.

TORONTO.

PROVISIONS—The local consumptive demand for pork products continues good, and deliveries of live hogs are light. Consequently the market maintains its firm tone. Long clear has hardened to last week's higher range, 11 1-2c. Yearling lamb is a shade firmer. Otherwise quotations continue unchanged.

Long clear bacon, per lb.		0 11½
Smoked breakfast bacon, per lb.		0 14½
Roll bacon, per lb.	0 11½	0 12
Small hams, per lb.		0 14
Medium hams, per lb.		0 13½
Large hams, per lb.		0 13
Shoulder hams, per lb.		0 11
Backs, per lb.		0 16
Heavy mess pork, per bbl.		20 00
Short cut, per bbl.		22 50
Shoulder mess pork, per bbl.	14 50	15 00
Lard, tierces, per lb.		0 11
" tubs "		0 11½
" pails "		0 11¾
" compounds, per lb.	0 07½	0 08
Plate beef, per 200-lb. bbl.	12 00	12 50
Beef, hind quarters	8 00	9 25
" front quarters	5 25	6 25
" choice carcases	7 00	8 00
" common	5 50	6 50
Mutton	0 08	0 10
Yearling lamb	0 12	0 13½
Veal		0 10
Hogs, street lots	9 25	9 75

BUTTER—The market continues firm despite increased activity on the part of the creameries, and commission men are quoting last week's prices. They expect, however, increasing supplies and easier prices.

	Per lb.	
Creamery prints	0 26	0 27
" solids, fresh		0 25
Dairy prints, choice	0 20	0 24
" " ordinary	0 18	0 19
" in tubs		0 18
" large rolls, good	0 20	0 21
" large rolls, ordinary	0 17	0 18

CHEESE—The market is firm at last week's quotations.

	Per lb.	
Cheese, large		0 14
" twins		0 14½
New cheese		0 13½

EGGS—The Easter market is on and the price has firmed up to 17c. Bad

roads, some say, have hindered the supply, and Montreal is taking all the surplus stock offered. It is expected next week, however, that some people will return to meat, the weather will improve, supplies will increase and prices will tumble.

New laid eggs, per doz. (nominal)		0 17
Storage and pickled	0 15	0 15½

WINNIPEG.

BUTTER—The price of creamery butter holds steady, although supplies are increasing.

Finest fresh creamery, in 56-lb. boxes		0 23
" " in 28-lb. boxes		0 23
" " in 14-lb. boxes		0 23
" " in 1-lb. bricks (eastern)		0 27
" " " " (western)	0 23	0 25

Local produce houses are paying from 12c. to 15c. per lb. for dairy butter delivered in Winnipeg. The market is pretty badly glutted with poor dairy butter.

CHEESE—

Finest Ontario, large	0 14½	0 15
" Manitoba, large		0 14
" " twins	0 14½	0 15
" " small	0 14½	0 15

LARD—The tierce basis is now 11¼c. per lb.

Tierce basis, per lb		0 11½
Small packages take the following advance :		
50-lb. tin cans, per lb		0 00½
20-lb. tin pails, in 8 1-lb. cases, per lb		0 00½
10-lb. " in 60-lb. "		0 00½
5-lb. " " "		0 00½
3-lb. " " "		0 01
20-lb. net white wood pails, per lb		0 00½

CURED MEATS—Revised quotations are as follows :

(Quotations for smoked and salt meats are for 100-lb. boxes ; 50-lb. boxes take ½c. per lb. advance and 25-lb. boxes ¼c. per lb. advance).

Hams, selected stock, special mild cure		0 15½
Bacon, " " "		0 18½
Backs, " " "		0 15½
Hams, light, 10 to 12 average		0 14½
" medium, 14 to 16 average		0 14½
" heavy, 20 to 30, for slicing		0 13½
" heavy s inned, 20 to 30 for slicing		0 14
Picnic hams, light, choice, 6 to 8		0 11½
Shoulders light, choice		0 11
Breakfast bacon, clear, bellies, light, 8 to 10		0 15
" " clear bellies 12 to 14		0 14½
Clear backs, b bacon light		6 14½
" b bacon 12 to 14		0 14
Spiced rolls, long if in stock		0 14½
" short		0 12½
Dried beef ham sets		0 11½

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear		0 12½
" " smoked		0 13½
" " boneless backs		0 12½
Shoulders " "		

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
" " per ½ bbl	11 50
Standard mess pork, per bbl	22 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb	0 03½
" hocks, " "	0 04

EGGS—Local produce houses are paying 15 cents per doz. for fresh eggs delivered in Winnipeg.

NEW GROCERY IN CARDINAL.

F. F. Adams, general grocer, of Cardinal, has taken into partnership J. C. Rogers, of Lisbon, N.Y. The new firm, which will be known as Adams & Rogers, have cut an arch into the adjoining store, thus throwing the building into a modern and up-to-date grocery establishment. This expansion speaks well for business in Cardinal.

Successful Grocers

are finding it pays to handle only The Best when it comes to Food Supplies.

Clark's Sliced Smoked Beef

has an established reputation, due to its superior quality, and can be relied upon to win trade.

THINK IT OVER, BUT DO NOT DELAY

Every argument points to your ordering

Nicholson's Mince Meat

It keeps longer and sells better than bulk goods. It is a pepsin Mince Meat, too—absolutely pure.

What quantities do you want of the following :

N. & B. JELLY POWDER — N. & B. ICING POWDER
N. & B. PUDDINE — N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK
9 Jarvis St., TORONTO, ONT.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

AGENTS WANTED

We want the Calfskins, Hides, Sheep Pelts, Tallow Bones, etc., collected in your vicinity.

Can't you arrange to purchase these goods for us this spring ? We will furnish the cash with which to buy ; we will also furnish tags, advice sheets, taking off directions, cloth posters to enable you to advertise the business, etc., etc.

We pay highest cash prices and keep our customers thoroughly posted on the condition of the market and pay the freight.

To any one writing us and mentioning this paper, we will mail full particulars.—Address,
CARROLL S. PAGE, Hyde Park, Vt.

SAUSAGE

Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

White Spruce
BUTTER TUBS
10-20-30-50 lb.
EGG CASES AND FILLERS

Order now for delivery later,
it will **Pay You**

WALTER WOODS & CO.
Hamilton and Winnipeg.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

BUTTER CHEESE EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

FLOUR AND CEREAL FOODS

The general outlook is certainly more promising. There appears to be a general movement all along the line; in the N. W. districts, whilst trade is not so active as it might be, still the improvement which was recently reported has been well maintained especially on the flour market. At Montreal a good deal of contrary reports are afloat, yet the general opinion is that thingss are improving, and that good trade is in sight. At Toronto, business has shown decided activity, and this in a measure is true of all important Ontario points.

* * *

There is a better inquiry, especially for Winter wheat flours from Great Britain, due presumably to the limited quantity of Winter wheat flours which has been offered of late. As the British flour dealers' bids for Winter wheat flours have for some time been below cost of production, they have only been able to secure very limited supplies from Ontario. An advance of threepence in their bids, combined with the very low rates of freight now ruling in Glasgow and similar points, has resulted in orders being effected during the week.

* * *

Export demand for Manitoba wheat has been variable, but exporters report fairly good sales, mostly for June and July shipment. The demand for spot Manitoba wheat for export has cleaned out all the round lots of No. 1 northern east of the lakes on the Grand Trunk railway and Canadian Pacific railway so that only tail ends or odd cars are now available for millers' use.

* * *

Seeding of wheat has begun in some of the earlier parts of Western Canada. The principal wheat sections are, of course, untouched as yet, but the very fine weather which prevails throughout March has made it likely that a good start will be made in the more important parts this week. Rosthern, in the new province of Saskatchewan, is one of the places where seeding has already begun.

* * *

The outlook would be much better if more plowing had been done last Fall. The percentage of Fall plowing was very light. Some place it at 35 per cent. of the acreage under cultivation last year. This means that there is an unusual amount of work for the farmers to do this Spring. If they should get on the land at once in every part of the country, they would still not get much more than last year's area covered. This with the new breaking of last year will give an acreage of about 4,500,000 or less of wheat in the three provinces. So far this year there has been but little rain and as the snowfall during the Winter was light, the warm weather of the last few days in March uncovered the land and dried it sufficiently for plowing. With a continuance of such weather, seeding will be general by the end of this week.

A VAST INDUSTRY.

The Ogilvie Flour Mills Co. have issued a statement showing their vast milling and storage capacity. It is a notable record of a great Canadian industry.

Their Montreal wheat mills have a daily capacity of 8,000 barrels; Winnipeg, 3,000 barrels; Fort William, 3,000 barrels; corn products mill, Montreal, 1,500 barrels; oatmeal mill, Winnipeg, 300 barrels; total capacity of all mills, 15,800 barrels per day.

Their Montreal elevators have 150,000 bushels; Winnipeg, 550,000 bushels; Fort William, 600,000 bushels; 95 small elevators in Manitoba and the West, 3,035,000 bushels. Total elevator capacity, terminal and interior storage, 5,335,000.

Their flour storage capacity in Montreal is 150,000 barrels; Winnipeg, 47,000 barrels: Fort William, 100,000 barrels; total flour storage capacity, 302,000 barrels.

The company own their offices in Montreal, Winnipeg, and St. John, N.B., besides other premises in Montreal; also stables and machine shops in Montreal and Winnipeg.

The Montreal mills are all operated by water power and are fitted up with auxiliary electric power as well. The Fort William mill will be run by electric power, generated from the famous Kakabeka Falls, located eighteen miles from Fort William. The Winnipeg mill (at present run by a 1,200 horse-power steam engine) will be operated by electric power from the 1st of May next.

The Royal mill, Montreal, having a daily capacity of 6,000 barrels of flour, is by far the largest flour mill in the British Empire.

The mills in Montreal have unexcelled water and rail connection with all points, domestic and foreign, with sidings on the Grand Trunk, Canadian Pacific and Intercolonial Railways.

The Fort William mill is situated at the chief port of the Great Lakes, and on the main lines of the Canadian Pacific and Canadian Northern Railways, while the Winnipeg mill is also on the main lines of these roads.

The most of the wheat for the Montreal mills is loaded from the company's own elevator at Fort William and shipped through to Montreal without breaking bulk—many millions of bushels being brought down annually.

The company also maintain their own office in New York for the West India trade, as well as offices and warehouses at Toronto, London, Sarnia, Ottawa, Ont.; Vancouver, B.C.; and Quebec, Que.

A BANNER WHEAT PROVINCE.

The final report of last year's grain crop of Saskatchewan has been issued. What has been described as the banner wheat province of the Dominion, Saskatchewan, produced last year no less than 27,107,286 bushels of wheat, as against a little more than 15,000,000 in the previous year. The total yield is the highest and the acreage the greatest ever known in the West, and the average yield is higher than that of any other year except 1901.

In oats the yield went above 19,000,000, as against 10,000,000 in 1904, and the average per acre this year was 42.70, as against 31.04 last year.

Barley, flax and speltz each showed large yields, though the latter shows a slight falling off from the previous year.

The crop of the three western provinces in 1906 shows a wheat production in Manitoba of 44,761,416 bushels, as against 26,107,285 in Saskatchewan and 2,306,523 in Alberta.

Manitoba produced 45,484,025 bushels of oats, as against 19,215,055 produced by Saskatchewan and 9,514,180 by Alberta.

The barley yield of Manitoba was 14,064,175 bushels, while that of Saskatchewan was the smallest of the three, being only 893,396 bushels, as against Alberta's 1,775,914.

Saskatchewan heads the list in yield of flax, with 398,399 bushels; Manitoba had 326,964 and Alberta 8,337 bushels.

The report shows that the total area of the province in square miles is 251,887, and that of this there is 244,960 square miles of land surface and the balance under water.

The total area of districts under settlement is 73,048,960 acres, and of this there were 1,639,563 acres under crop in 1905.

The number of threshers who reported during the year was 1,194, and the number of grain farms in operation is 18,102. The average area under crop at each farm is 90.57 acres.

A HARD DIET.

An Englishman has discovered that common wood "is a valuable food, if cut small and eaten." Fancy a breakfast menu that should include chilled quartered oak, shredded birch with cream, followed by a sliver of broiled beech, some hashed white pine and black walnut balls, or even some hamburged mahogany. Rather give us the hemlock!

J. J. McCabe, of the firm of W. B. Stringer & Co., Toronto, spent the past week in Montreal calling upon the wholesale fruit trade.

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

CANADA FLAKES,

Apart from undoubted superiority,

is recommended to the grocer as being a pure Canadian food—made from good Canadian grain, by experienced Canadians in a strictly Canadian company.

When you know that ***Canada Flakes*** excel in quality any other cereal food ever sold in Canada, and besides gives one-third more for the money, you naturally feel like helping your customers to see as you do.

Although a secondary matter, the fact that this food is ***all-Canadian*** is worthy of a thought. The Yankee flavor is not necessary.

If Canadians produce a superior article it is only a form of patriotism to choose the Canadian product—

CANADA FLAKES

Peterborough Cereal Co. Limited
ROELOFSON & ROELOFSON, Ontario Sales Agents
152 Bay Street, TORONTO

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

AUCTION SALE

$110,000 worth of Wines, Liquors and Alimentary Products from the best European Firms.

TO BE SOLD WITHOUT RESERVE

AT PUBLIC AUCTION

By MARCOTTE FRERES,
AUCTIONEERS

On the 17th, 18th and 19th April

AT

No. 1684 NOTRE-DAME ST.
(NEAR PLACE D'ARMES)
MONTREAL

FOR FULL PARTICULARS APPLY AT ABOVE ADDRESS

MONTREAL MARKETS.

FLOUR—Contradictory reports are afloat in flour circles. While many reliable millers claim business is constantly improving, others, equally reliable, claim that there is a very poor demand and that a quiet reigns which they do not like. However, with the opening of navigation business is sure to pick up considerably, even if it is at a low ebb at present. Most of the large milling companies have large orders booked for shipment at the opening of navigation.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	....	4 50
Glenora	....	4 10
Manitoba spring wheat patents	....	4 50
" strong bakers	3 90	4 10
Buckwheat flour	2 00	2 10
Five Roses	....	4 50

GRAIN—Corn is up another cent. It now commands 56c. It is hard to tell the cause of the recent advances in corn. Some lay it to the farmer who does not make deliveries quickly enough, others blame some one, or something else. There is nothing new to report in oats, which are still quoted at the same price.

No. 4 barley	....	0 47½
No. 2 white oats	0 39½	0 40
No. 3 white oats	0 38½	0 39
No. 3 yellow corn	....	0 56
No. 2 peas, basis 78 per cent. points	....	0 75

ROLLED OATS—The rolled oats market is very dull just now. There is practically no demand from any quarter. Millers are unable to say anything about the prices, but for this week no change is noticeable.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	1 90	2 00
" 80-lb. bags	1 80	2 00
" bbls	4 25	4 40

FEED—According to the reports of millers, bran and shorts are almost impossible to obtain. This is caused by the shutting down of so many mills. Other lines quoted are fair.

Ontario bran	20 00	20 50
Ontario shorts	20 00	21 00
Manitoba shorts	19 00	20 00
" bran	19 00	19 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed Flour	1 15	1 25

HAY—The local market for hay is firmer as deliveries are a little lighter than they have been for some time past. The market on the other side is just about the same as it was a week ago. Prices range from 57s. to 59s. Shipments from this side have fallen off considerably, and consequently stocks in the U. K. are lighter.

No. 1	....	8 00
" 2	6 50	7 00
Clover mixed	5 50	6 00
Clover, pure	....	5 00

TORONTO MARKETS.

FLOUR—There has been considerable improvement in business since our last review. Local trade demand must be attributed to actual need improvement, as no disposition is shown to lay in stocks. Export trade, however, has shown decided activity, and prices are reaching a more even basis.

On track, Toronto.		
Manitoba patents, No. 1, per bbl. in bags	....	4 30
" " No. 2, " "	....	4 00
Strong bakers " "	....	3 90
Ontario patents, No. 1, " "	....	3 65
" " No. 2, " "	....	3 40
Straight roller " "	....	3 30

GRAIN—The market is much more active than at our last report; some good business has been moving with prices ruling fairly firm, but mainly for export trade. There is a distinctly better feeling on market.

(F.o.b. elevator; 5c. more N. Bay.)		
Manitoba wheat, hard, No. 1, nominal	....	0 86
" " Northern No. 1	....	0 84
" " " No. 2	0 81	0 82
" " " No. 3, nominal	....	0 81
Red, " per bushel. 78 per cent. points	....	0 77
White, " " "	....	0 77
Mixed, " " " "	....	0 76
Spring, " " " "	....	0 73
Goose, " " " "	....	0 73
Barley, No. 1, " " "	....	....
" No. 2, " " "	0 48½	0 49
" No. 3x, " " "	0 46	0 47
" No. 3, " " "	....	0 46
Oats, white, " " "	....	0 34½
" mixed, " " "	....	0 33
Peas, " " "	....	0 77
Buckwheat "	0 48	0 48½
Rye, per bushel, "	0 69	0 70

BREAKFAST CEREALS—The market continues about same condition. It would appear as though the releasing of the various firms from the working agreement at once opened up a measure of competition, which has completely demoralized the trade, and brought into being cutting of the worst kind.

Oatmeal, standard and granulated, carlots, on track, per bbl.	nominal	4 50
Rolled wheat in boxes, 100 lbs.	"	2 25
" " 50 lbs.	"	1 20
Rolled oats, standard, carlots, per bbl., in bags	"	4 00
" " " " " in wood	"	4 25
" " " " for broken lots	"	4 20

RETAIL MERCHANTS MEET.

The grocers' section of the Retail Merchants' Association of Canada, Inc., held a meeting in their rooms, 88 St. Denis street, Montreal, on Thursday evening, April 5. P. Daoust, the president of the Retail Grocers' Association, occupied the chair. Two new members were taken in, A. Paquette and A. Ashkanase. The one price was once more the subject of a great deal of discussion. This is a burning question among retailers at present, and is exciting much interest. The association strongly endorsed the move on foot towards establishing a one price system. The association will hold its annual picnic this year on July 4. To what place the excursion will be run has not yet been decided, but a committee consisting of P. Daoust, J. A. Labonte, J. A. Menard and N. Chartrand, was appointed to select a suitable location. A motion endorsing the petition of the Fruit Growers' Association to have an inspector appointed, was moved and carried. J. A. Beaudry, the secretary, spoke at some length on the pure food show to be held in Victoria Rink under the auspices of the association, and urged that the members do all in their power to make the show a success.

The GRAY, YOUNG & SPARLING CO., Limited
Salt
Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

SEED CORN
Try us for choice seed corn naming varieties required—germination guaranteed—samples and prices on application.
FRED B. STEVENS & CO., Chatham, Ont.

The McLEOD MILLING CO., Limited
Stratford, - Ontario.
olicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

QUANCE BROS.
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

ROLLED OATS
We are in the best oat district in Ontario, and you can tell it by the quality of our Rolled Oats. Write us for prices.
Woodstock Cereal Co., Ltd.,
WOODSTOCK, ONTARIO.

ANCIENT COLONY NOTES.

St. John's, Newfoundland.

New Barbadoes molasses is selling at 24c. Old molasses at any price.

C. Williams, representing Ralston & Co., Hamilton, Ont., spices, baking powder, etc., has been here for some days. His many friends will be sorry to hear that he has had a serious attack of la grippe while here.

The seal fishery is about over, and will aggregate the largest catch in the history of the country. Prices are good. What other country can equal this?—in less than three weeks bringing in over a million dollars worth of goods.

There is some talk of the Government putting on a commercial travelers' tax, the same as Prince Edward Island. It is hard to get an opinion on it by the members of the House of Assembly, still, if the Government wants it passed it will go through.

Pork and beef have again advanced.

There have been quite a number of tea men around lately, and all report the largest business ever done.

J. H. Roberts, manager for Newfoundland of Vim Tea Co., has sold quite a little canned chicken put up by the Maritime Canning Co. He also is quite an expert fur handler, and is considered one of the best judges of furs and such goods in the colony.

T. O. Apps, the general representative of Red Rose Tea, is again here, and reports trade as away up.

Several cargoes of new molasses have arrived, consequently prices are going down. Everyone expects to see them move up again.

Cod liver oil is a drug on the market. No price offering.

The staple of the country, cod fish, is dropping in price, and the knowing ones predict a big loss on stocks held.

The large new steamer, the "Adventure," has proved herself a big success. Capt. H. Dawe, her commander, is to be congratulated on his success. May he always return with a bumper cargo.

A. Miller, M.H.A., one of the best posted men in the general business of the colony, has been engaged as general representative of that progressive firm, Marshall Bros. This is one of our most up-to-date firms, and they are meeting with the success they deserve.

Hugh M. Ross has severed his connection with the Thos. Smyth Co., Limited. Mr. Ross is ane of the best-known men in the colony, and for any firm wanting a hustler to represent them in this colony he cannot be beaten.

We hear that our friend T. T. Cartwright, of the Thos. Smyth Co., will shortly make a trip to the Pacific Coast on business.

The Customs Department have had two chartered accountants from England at work for some time on the books, going back five years. The report around town is that some of the tea houses in St. John will shortly be called upon to show cause, etc.

T. & M. Winter, agents for Five Roses flour, are receiving large quantities for their Spring business. This is one of the largest firms in the country. Mr. Winter, being the best supporter of our local industries, not like some others in the colony, he made his money here, and is now investing it in local industries. No firm in the colony has more staunch customers than this reliable firm. Their motto must be "Reliability."

H. McConbrey, manager of the Standard Soap Mfg. Co., has returned from an extended trip to the States and Canada. This is one of the best managed companies in the colony, and pays a good dividend.

Frank Bradshaw, one of our largest manufacturers' agents, is back again at his desk, after a trip to Boston, New York and Chicago. Mr. Bradshaw has some of the best agencies in the colony, and he's the right man in the right place, popular with all with whom he comes in contact.

Since the return of the sealing fleet business has commenced to pick up. That starts a lot of money in circulation.

Harvey & Co. report their tea sales as away above this time last year.

BUSINESS NOTES.

Cochenour, Martin & Co. have opened out a general store in the premises lately occupied by Danford, Roche & Co., Newmarket.

Michael Lynch and Edward McGinty have formed a partnership and opened a grocery in Cook's old stand, Bridge street, Belleville.

J. Perks & Sons, of Parry Harbor, have recently purchased the grocery business of the late James W. Craig, of Parry Sound, Ont.

L. McPherson, of Norwich, will open out a general store business in Oakwood on May 1st, occupying a store that has been vacant some years.

R. W. Springgay, late of Galt, has purchased the grocery business of J. Huston, Milton. Mr. Huston contemplates a trip to the west.

C. Denne, Newmarket, has enlarged his store to about twice its former size and added crockery to his grocery stock. He now has one of the finest stores in the town.

J. J. Bain has sold his grocery at Euclid avenue and London street, Toronto, to Frank Walton, a milkman. Mr. Bain is going to Georgetown to start hotel on May 1st.

Babcock Bros., Bowmanville, have moved into a fine new store. It is finely fitted, and the firm will be in better position than ever to look after their increasing business.

A small fire occurred in the grocery store of H. Hughes, 50 Alexander street, Montreal, on March 28. The fire, which started in the cellar, was quickly extinguished.

The Bain & Wilson and Buttimer-Lawson salmon canneries at Rivers Inlet, B.C., will be completed and ready for operation by the time the sockeyes appear in northern waters.

At a meeting of directors of the Montreal Warehousing Company the following officers were elected: President, Chas. M. Hays; vice-president, W. M. Ramsay; managing-secretary, Geo. H. Hanna.

T. H. Edwards & Co. have succeeded J. G. Glover, grocer and confectioner, Beaverton. Mr. Edwards has been clerking in Toronto, but his home is in Beaverton, and he has many friends there to wish him success.

Clarence Gross, accountant in the wholesale establishment of F. P. Reid & Co., Moncton, N.B., will leave shortly for the Canadian west. Mr. Gross will probably locate at Calgary and go into the wholesale grocery business.

C. G. Armstrong, Orono, has refitted his store and taken in the second floor for the departments of clothing and boots and shoes. His increasing business made expansion necessary, and when about it he is doing it in first rate style.

Pearlman & Co., Magnetawan, are adding a grocery department to their business, and will cater to the tourist trade, which in the warm months is large, and growing larger, in that district. They have achieved success as dry goods and furnishing people, and will make the grocery end of their business hum.

A. A. Perry has been appointed Montreal agent for the Natural Food Co., Niagara Falls. Mr. Perry is an experienced grocer, having for many years been established at Greene avenue and St. Catherine street, Montreal. "Shredded wheat and triscuit are going well," said Mr. Perry to the Canadian Grocer yesterday, "and we look for a big trade during the coming season."

"The lumbering interests in the north have been a success in every sense of the word this season," said a traveler from the upper reaches this week. "The renewal of Winter for March was the means of placing millions of feet of logs on the river banks. All that remains now is the drive, which, if a success, will mean the largest cut of pine in many years." Coupled with the ruling high prices of lumber, this makes the north a good business proposition for the traveling man this Summer.

The large building running from 66 to 78 St. Peter street, Montreal, and occupied by Laporte, Martin & Company, Limited, has been sold at sherriff's sale to A. C. Flummerfelt, of Victoria, B.C., the price paid being $66,000. The building was owned by a Mrs. Carter, but was mortgaged to the Caverhill estate. The rental paid by the tenants, $4,000 a year, was too small to enable Mrs. Carter to keep up the payments to the estate, and to meet other necessary expenses, such as taxes on the building, and the result was that the Caverhill estate insisted on the property being sold. The lease of Laporte, Martin & Company, Limited. has still two years to run. They have not decided what they will do yet.

A GIGANTIC TEA FAILURE.

A report recently to hand refers to the failure of the largest Russian tea merchants, D. & A. Rastorgeneff, the amount involved being thirteen and a half million dollars.

Weather now getting much warmer, which allows Fruit orders to be shipped by freight. Send in your orders for

Navel Oranges
Blood "
Valencia "
Florida Grape Fruit
Pine Apples
Florida Celery

Sweet Potatoes, Tomatoes, Onions, Spinach, Lettuce, Cucumbers; in fact anything in our line. Will give your orders very best attention.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.
Packers and Exporters
57 Market St., - HAMILTON

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE...
Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

Easter time has always had its run of trade, and the present season is no exception. Dealers from all points report good trade, with arrivals in plenty, although at the same time stocks are only equal to current demand. Prices are generally reported firm, and although this is the case at Ontario points, still there is in the main a decided weakening in most lines except apples.

* * *

Oranges appear to be still in very active demand. The fruit itself is giving excellent satisfaction. New York market reports: Twenty-nine cars of oranges were offered and met with an active demand. While there was no further rise in prices, the previous advance was fully maintained, the tone of the market throughout being firm.

There was very little grape fruit offered and the demand for it was active. The market was strong, especially on large fancy fruit, which sold up to $5.62½.

Arrivals of California lemons continue light, there being but one car at recent auction. There was a good demand for the fruit and the tone of the market was strong, the range being from $1.75 to $3.05, as to quality, condition and size.

* * *

The situation of the U. S. tomato market is very interesting at the present moment as regards canned tomatoes. A prominent brokerage firm which has been selling a good deal of stock on orders for one or two carload lots for shipment from packing points stated that their principals were entirely cleaned out and that they had no goods to offer from outside sources. Other brokers reported that they were offered very few goods from southern holders and that with the exception of one lot of not strictly three-pounds, which was offered at $1.05 net cash f.o.b., they knew of nothing obtainable below $1.10 f.o.b. for standard goods.

* * *

In regard to fresh tomatoes the situation is equally interesting, and a report from the same source says:

"While there is a steady demand for future tomatoes on the basis of 75c. factory from buyers, who look upon the goods as a safe purchase at that price, there is no pronounced activity in the buying. Neither do the packers seem anxious to make contracts for futures on that basis and the reason for the reluctance is furnished in a statement made yesterday in the course of an interview with a prominent packer:

" 'We generally contract each season for 500 to 600 acres, but so far this year we have been able to secure only about 200 acres, and there is a string to that. Last year we got 600 acres at $7 a ton. This year the 200 acres we have secured were contracted for nominally at the rate of $8 a ton, but the farmers with whom we contracted insisted upon the insertion of a clause in the contracts which, in the event of any one coming after us and paying a higher price, will compel us to pay the maximum rate. Thus if the farmers are offered $10, $12 or more per ton for their fruit later on we will have to pay the same price on our contracts. There seems to be no help for it, as there is absolutely no way to make the average farmer respect his contract when the market is going his way.' "

From this it will be seen that prospects for the coming season are distinctly in favor of higher prices, and this no doubt will be a large feature in controlling the Canadian market.

POTATOES FROM ENGLAND.

United States Consul Hamm, of Hull, England, states in the Daily Consular Reports that the potatoes shipped from that port, mostly to the States, between Nov 11 last and Jan. 18, a little over two months, totalled 152,000 bushels worth $64,600, or about 42 cents a bushel. They came from Yorkshire and Lincolnshire, where the land is brought to the highest stage of cultivation and drainage and the best of fertilizers are used. The consul adds that it seems strange that England, with its crowded population, can export thousands of bushels of potatoes to a country like the United States, with an abundance of cheap arable land. The American duty, too, is 25 cents per bushel.

TUBERS TAKE A LONG JOURNEY.

A prominent St. Catharines firm have recently shipped a large quantity of very choice seed potatoes to Vancouver, B.C., for experimental purposes. The consignment is believed to be the largest ever sent so great a distance. There is an idea current that a great business can be done out west in the Niagara peninsula potatoes.

FISH CULTURE IN CANADA.

Hon Mr. Brodeur made his first public appearance in Ottawa as minister of marine and fisheries at the exceedingly interesting lecture delivered by Professor Prince before the Ottawa Field Naturalists' Club in the Normal School Hall recently.

There was a large audience present, who found Professor Prince's address on fish culture in Canada most fascinating. The lecturer traced the history of fish-hatching in Canada and the United States from the first attempt in 1856, when salmon were first hatched under

the direction of the late Mr. Nettle, who recently died in Ottawa, and who had a small hatchery in Quebec nearly fifty years ago.

The pioneer work of Dr. Garlick, Mr. S. Wilmot, and others were dealt with and Professor Prince then gave a detailed account of fish hatcheries under the Dominion Government, stating that in 1858 and five following years about one million young fish were planted, while in 1886 over 100 millions were planted from eight hatcheries, but last year the amazing number of 628 millions were distributed from the thirty Dominion hatcheries now in existence.

A large series of the lime-light views were shown, depicting fishes' eggs, young fish, hatchery building, etc. It was an unusually valuable address. At the close Hon. Mr. Brodeur proposed a vote of thanks to Professor Prince and referred to the professor's eminent services to the country during the last fifteen years as Canada's principal fishery official, the fisheries being, Mr. Brodeur said, amongst Canada's greatest national resources, and he hoped to do much for their expansion and improvement. Dr. S. B. Sinclair, president of the club, occupied the chair.

MONTREAL MARKETS.

GREEN FRUITS.—No change is reported in green fruits. Business has braced up considerably on account of the nearness of Easter. The demand in all lines has been rather good on this account. Navels are selling well at the old figures. Other lines are meeting with good sale.

New strawberries are already beginning to arrive, although at present they are selling at prohibitory prices. Very soon, however, they will be obtainable at prices which will be likely to curtail the demand for canned fruits.

Messina blood oranges, half box	2 50	2 75
Oranges, Florida, case	5 00	5 50
Tangerines	3 25	3 75
Navels	....	4 00
Dates, per lb	....	0 05½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	4 00
Pineapples	....	5 50
Jamaica grape fruit, per box	....	6 00
Apples	4 50	6 00
Lemons, per box	....	2 50
Jamaica oranges, per bbl	....	5 25
Grapes, Almeria, extra fancy Longkeepers	6 00	7 00
" Fancy	....	6 50
" Choice	....	6 00
Cranberries, N. S., nominal	....	20 00
" Cape Cod, "	....	30 00
Spanish onions, cases	....	2 75
Grape fruit, Florida	6 00	6 50
New strawberries, per small basket	0 25	0 50

VEGETABLES—The market is very fair, everything considered. This being Easter week, the demand is better than it has been for some time. Potatoes are a little "stiffer," as one dealer summed up the situation, and are selling still from 70c. to 80c. They are reported scarce in the west. Lettuce is selling very well at slightly advanced prices. Spring vegetables are reaching a more reasonable figure, and sales are becoming more frequent in consequence. It will be noted that asparagus is quoted hereunder from $7 to $9, but sales at these prices will be few and far between.

Potatoes, per bag	0 70	0 80
Parsley, per doz. bunches	....	0 40
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	1 00

PINEAPPLES

The season is just opening for the fruit, and prices will be lower shortly. The crop in Cuba promises to be of normal size and excellent quality. We are giving special attention to the Pineapple business. **Every case we ship will be ripe and sound—guaranteed.** We again control the famous

Godinez Brand

of Pineapples, packed 18, 24, 30 and 36 to crate. Without equal as to full sized grade and superior quality.

WHITE & CO., LIMITED
TORONTO and HAMILTON
Long Distance Phones.

W. B. STRINGER **6th** J. J. McCABE

inst. the "Bellona" left Messina with a cargo of the finest quality of November-cut "St. Nicholas" that ever were put in boxes. Watch for them.

W. B. STRINGER & CO., Sole Agents, **Toronto and Montreal**

A full supply of Easter goods coming. Everything fresh and new. Place orders early to avoid disappointment.

THE F. T. JAMES COMPANY, Limited
76 Colborne St. 33 Church St. **TORONTO** *Wire, Phone, or Mail your Orders*

SPECIALS FOR EASTER
STRAWBERRIES, PINEAPPLES, TOMATOES, ALSO BLOOD ORANGES, ASPARAGUS, SPINACH, BANANAS

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.
Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

EX. FANCY MEXICAN ORANGES, all sizes, at $2.75.

EX. FANCY NAVEL ORANGES—Rapidly advancing, stock up now. Our prices reasonable.

PINEAPPLES COMING—18s, 24s and 30s.

Are You on Safe Ground?

It doesn't do to sell all the Jams and Jellies that are on the market.

If you sell a certain line of "compound" goods, not so labelled, you can be arrested even though your customer asked for that particular brand.

What you should do is simply tell your customers that it is dangerous for them to eat Jams, Jellies, etc., not labelled Pure; and also that it is dangerous for you to sell them.

You will find your customers will take the ***E.D.S. Brand*** every time.

W. G. Patrick & Co., 29 Melinda St., are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

BANANAS

Extra Fancy Bananas, Extra large bunches, ***Cheap*** this week.

Also

Fresh Strawberries, Celery, Lettuce, Radishes, Rhubarb and Onions, arriving daily.

Send along your orders

HUGH WALKER & SON, WHOLESALE FRUIT **Guelph, Ont.**

TRADE MARK

This design a guarantee of quality.

THIN CASE LINING PAPER

ALL SIZES **FOR SHOE CASES** CHEAP AND EFFICIENT

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

Home-grown cabbage, per bbl	2 50	3 00
Cabbage, Florida, bbl. crates	....	5 00
Tomatoes, Florida	....	5 50
Egg plant, per doz	2 00	3 60
Red onions, brl	2 75	3 00
Turnips, bag	0 50	0 60
Water cress, per doz	....	0 75
Grand Rapids lettuce, per box	2 00	2 50
" per doz	0 60	0 75
Boston lettuce, per doz	0 80	1 10
Sweet potatoes, per basket	2 00	2 25
per bbl	....	5 00
Celery, per crate	6 50	7 00
Green top celery, per crate	7 50	8 00
Spinach, per bbl	3 25	3 50
Cucumbers, per doz	....	1 75
New potatoes, per bbl	8 50	9 00
Mushrooms, per lb	....	0 80
Carrots, per bag	....	0 50
New carrots, per doz	....	0 75
Horse radish, per lb	....	0 15
Radishes, per doz	....	0 50
New beets per doz	....	1 50
Green spring beans, per basket	....	5 50
Wax beans	....	6 50
Asparagus, doz	7 00	9 00

ONTARIO MARKETS.

GREEN FRUITS — The wholesale fruiters are appealing for extra Easter business this week, and probably they got it. Prices were somewhat easier. Top prices for oranges are 25c. under last week. Somewhat wider latitude in regard to price was evident in bananas. The trade shows a tendency towards mid-season quietness. Valencia oranges, it is predicted, will be higher next week.

Oranges, California, 96's to 216's, per box	3 75	4 00
" " 250's to 324's, per box	3 25	3 50
" Mexican, 126's to 250's, per box	2 50	2 75
" Valencia, ordinary 420's	4 75	5 00
" " large, 420's and 714's	5 75	6 00
" " Blood, 200's, 324's	3 50	4 00
Lemons, Messina, 300's, 360's, per box	3 00	3 25
Grapes Almeria, per barrel	6 00	6 50
Apples, Spies XXX, per bbl	5 00	5 50
" XX, per bbl	....	4 00
" Baldwins XXX, per bbl	....	4 50
" " XX, per bbl	....	3 75
" other Winter varieties XXX, per bbl	....	4 00
" " " XX, per bbl	3 00	3 50
" farmers', per bbl	2 00	3 00
Bananas, per bunch	1 50	2 50
Red bananas, per bunch	2 20	2 25
Strawberries Florida per quart box	0 40	0 50
Strawberries, pints, Louisiana	0 15	0 18
Pineapples, Cubans 18's, 24's, 30's per case	5 00	5 50
Grape fruit, Florida, 28's to 64's, per box	5 00	6 50

VEGETABLES—Southern stuff continues very slow. Prices are still high enough to dam back consumption. Beets are the only new arrival during the week. Stocks of Canadian onions and cabbage are in very small compass, and the prices have advanced considerably. Asparagus is a little easier, but sweet potatoes are nearing the end of their season and are going higher. Business remains fair and practically featureless.

Potatoes, kiln dried sweet, bushel hamper	....	2 00
" New Brunswiek, per bag	....	0 90
" Ontario, per bag	0 75	0 78
New potatoes, Bermuda, per bush	3 00	3 50
Onions, per bag	....	1 25
" Spanish, per small crate	....	1 15
" " large cases	2 85	3 25
" green, per doz. bunches	0 15	0 20
Cabbage, per bbl	2 50	3 00
" new Florida, per crate, about 30 heads	4 00	4 25
Cauliflowers, California, per crate	....	3 00
Beets, per bushel	....	0 50
" new, per doz. bunches	....	1 50
Carrots, per bag	....	0 60
" new, per doz. bunches	....	1 00
Lettuce, per doz. bunches	0 30	0 40
" imported, per doz.	0 35	0 50
" Boston head, per doz	1 00	1 25
Radish, per doz.	0 40	0 50
Cucumbers, hothouse, per doz.	1 75	2 25
Mushrooms, 1 lb. boxes, per lb	....	0 80
Celery, Californian, per case	....	6 75
" " pony case	....	3 75
" Florida, per case	....	4 50
Asparagus, California, per bunch	0 60	0 75
" Louisana, 2 doz, bunches to crate	2 25	3 00
Beans, white, prime, bush	....	1 75
" " hand-picked, bush	....	1 90
" Lima, per lb	....	0 07
Tomatoes, Floridas, 6 basket crates	6 00	6 50
Rhubarb, 1 doz. bndls.	0 90	1 15
Spinach, bush	....	1 00
Leaks, per doz	....	0 25
Artichokes, per bag	0 75	1 25
Parsnips, per bag	....	0 75
Watercress, per doz. bunches	....	0 20
Egg plant, per doz	....	1 55
Peppers, green, per basket	....	1 25
Parsley, per doz	0 20	0 30
Turnips, per bag	....	0 25
Mint, per doz	....	0 25

Manufacturers' Agents —Continued.

To Manufacturers and Merchants—Grocery and Allied Trades—Agencies required for one or two first-class firms.

ALFRED TAYLOR, Commission Agent SASKATOON, SASK

Winnipeg Storage in BOND or FREE

For all kinds of Merchandise.

Negotiable Receipts Issued.

Low Insurance

TEES & PERSSE Limited

Wholesale Brokers and Warehousemen

WINNIPEG CALGARY EDMONTON

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

W. H. WILSON CO., Limited

HIGH GRADE VINEGARS

CIDER AND EVAPORATED APPLES

TILLSONBURG, CANADA

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

FOR A GOOD QUICK SELLER

BUY OUR

JAMS—In Wood and Glass

PROMPT SHIPMENT. PRICES RIGHT.

We solicit your trade and will gladly give full particulars on application.

J. W. WINDSOR, - Montreal

Canadian Agents:

Hamilton & Toronto, A. E. Richards & Co.
Kingston, James Craig.
Ottawa, James N. McIntosh.
St. John, N.B., W. S. Clawson & Co.,
Winnipeg, Nicholson & Bain.
Calgary, Nicholson & Bain.
Vancouver, C. E. Jarvis & Co.
Halifax, Seeton & Mitchell.

To Our Trade Friends

We beg to advise that we have purchased the plant of The Beaver Harbour Trading Co., Ltd., at Beaver Harbour, by which purchase we will control one of the largest factories on the Bay of Fundy. This in addition to our three factories at Black's Harbour, which are equipped with up-to-date machinery, will place us in a better position than ever to supply you with the choice pack of Brunswick Sea Foods.

Price Lists and information furnished promptly on application to

Yours respectfully,

CONNORS BROS., Ltd.

Largest Sale in the World

King Oscar Sardines

The Most Delicate Flavor and Purest Olive Oil.

Ask your Wholesale House.

JOHN W. BICKLE & GREENING, Hamilton, Ont.

CANADIAN SELLING AGENTS

STOVE POLISH

JAMES' DOME BLACK LEAD

is the best Stove Polish you can get. Have your customers try it, and it will prove itself.

W. G. A. LAMBE & CO., Canadian Agents.

"To-day a King"

Grocers, we want you to look into the chocolate question—far enough to see that discrimination is essential to successful trade.

You hear a good deal about certain chocolates being Swiss milk. How are you to know they are? As to

TOBLER'S CHOCOLATE

being made from Swiss Milk, the best cocoa and sugar you can have no doubt, for Tobler & Co.'s works are situated at Berne, Switzerland—in the heart of the mountains—and there the greatest chocolate in the world is manufactured.

Tobler's Chocolate is obtainable the world over, but it is only made in one place—Switzerland.

Tobler's yields you full profits.

Maclure & Langley
AGENTS Limited
152-154 Pearl Street, TORONTO

FOR

QUALITY,
TASTE,
FINISH AND STYLE

STEWART'S
Chocolates and Bon-Bons

Are Positively Unequalled.

THEY ARE IN A CLASS BY THEMSELVES.

MADE ESPECIALLY
for you and your trade.

Send us your requirements. Return Mail will bring you Samples and Prices.

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Brands that never vary in quality and selling power are

MOTT'S

"Diamond"
and
"Elite"

CHOCOLATE

They are unequalled for PURITY, STRENGTH and GENUINE CHOCOLATE.

Sold everywhere in Canada

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, Montreal — R. S. McINDOE, Toronto — JOS. E. HUXLEY, Winnipeg

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

LOOKING AHEAD.

Customs change very slowly, and perhaps in no case more slowly than in that of the grocer, yet, there are signs that even he is moving surely from his lethargy. In winding his weary way around The Canadian Grocer's eyes were brightened to see that very many of the grocers who had hitherto apparently held back from adding to their staple lines, have at last awakened to the opportunity, and some are making quite gay displays of Easter novelties.

This is particularly gratifying to The Canadian Grocer, who has persistently advocated that the grocer pay more attention to these seasonable novelties. They come just at the very time when the grocer's staple lines are "holding fire," and can and should be part and parcel of the grocer's trade.

With Easter past, there should be every inducement for the still further extension of the confectionery lines. Summer will be upon us and with it the going forth of the world at large; after Easter everything changes its attitude; even the spirit of man seems to be let loose, and youth and age alike turn their thoughts to the light side of nature, and therein lies the grocer's opportunity.

The wide-awake grocer will lay in all the latest novelties for the coming season, of which there are a great many. He will not let his neighbor get in advance of him. There is no trader who can claim a better right to these goods than the grocer, and he would do well to at once lay in a full line of candies and confections for the coming season.

CONTRACT CAUSED TROUBLE.

Alphonse Masson, of Montreal, recently sued the Dussault Co., Limited, of Joliette, Que., for $175, the price of a machine he sold them for the manufacture of candy. There was no written agreement, the contract being made over long-distance telephone. Masson, it is said, could not obtain payment and sued the Dussault Co. The latter in defending the case, pleaded that the bargain made at Joliette was not within the jurisdiction of the Montreal court. The reverse was maintained by the court.

BISCUIT FACTORY DESTROYED BY FIRE.

The three-storey brick factory of the Montreal Biscuit Company was recently destroyed by fire. The cause of the fire has not yet been discovered. The building is situated at 16, 18 and 20 St. Monique street, Montreal, opposite the J. & T. Bell shoe factory. Mr. Farquharson, the managing director of the Montreal Biscuit Company, when interviewed, stated that the company carried $30,000 worth of stock, and the machinery and plant were valued at $25,000. This will bring the loss up to the neighborhood of $55,000. The firm, it is understood, is insured to the extent of $33,000. This is the third time this factory has been attacked by flames. The first fire was in 1885, when the building was occupied by the Stinson Biscuit Mfg. Company. The Lang Mfg. Company occupied it in 1891, when the second fire occurred, and the Montreal Biscuit Company is the third firm to lose.

A NEW SYRUP FACTORY.

The establishment of a thoroughly modern syrup factory in Winnipeg at an early date is now assured.

Mr. Ramsey, of Ramsey Bros. & Co., who have a large factory at Vancouver, in an interview with a reporter, stated that his company are consolidating with the Imperial Syrup Co., of Montreal and Quebec, in a limited liability concern. They find that their trade in Winnipeg and vicinity is developing at such a rapid rate that they will be compelled to open a factory here, employing 20 to 25 men, as soon as a suitable site can be purchased.

The Winnipeg factory will put up maple syrup, cane syrup and molasses. The maple syrup will come in bulk from Quebec, the cane syrup from the British Columbia sugar refinery at Vancouver, and the molasses direct from New Orleans. The three lines will be put up in tins, which will be manufactured in Winnipeg, as well as in jars and barrels.

Mr. Ramsey has just returned from an extended tour in the United States, during which he visited the most up-to-date refining plants in Chicago, New York and Philadelphia, and as a result of this trip the Winnipeg factory will be fitted with strictly modern machinery and labor saving devices.

BIG POLICIES IN NEW YORK.

New York naturally has more heavily insured men than any other city. Among those with large policies are: James C. Colgate, $1,500,000; George W. Vanderbilt, $1,000,000; August Belmont, $600,000; Richard A. McCurdy, $300,000; General Francis V. Greene, $500,000; John D. Crimmins, $300,000; Pliny Fisk, $400,000 (the total on the Fisk family is $2,000,000); Chauncey M. Depew, $500,000; P. F. Collier, $350,000; Edward Lauterbach, $300,000; George W. Perkins, $300,000; Gage E. Tarbell, $500,000; E. E. Smathers, $335,000.

McEchren & McPherson, gum experts, have been appointed sole Toronto agents of the Bode Gum Co.

Daintily Delicate

Mr. Salesman, have you ever tried

yourself? Will you try them? Tasting is convincing, and we feel sure your tasting

Perfection Cream Sodas

will mean your ordering them.

Sell the biscuits that suit you as well as your customers. Then you will likely

PUT VIM INTO YOUR SALES

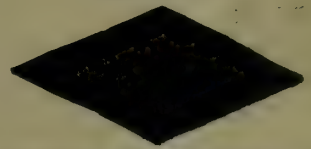
3 lb. Cards or Tins.

Always keep up your supply.

THE **Mooney Biscuit & Candy Company,** LIMITED.

Stratford, - Canada.

DIAMOND Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

JACOB'S BAKERIE

MENU

BISCUITS

Plain and Fancy
Sweetened
and
Unsweetened
Sandwich and Iced
Oaten and Wheaten
Ginger and Cocoanut

Every Variety of Biscuit

is found in our list, and we think you'll find ready buyers for all of them if you give them a place in your biscuit display.

W. & R. JACOB & CO., Limited

Canadian Agents:
Kenneth H. Munro
324 Coristine Bld. Montreal
C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

DUBLIN, IRELAND

There are other Cocoas

offered for the acceptance of the trade simply because they are

Dutch
Van Houten's Cocoa

gained for Dutch Cocoa the reputation that causes others to seek shelter under the name.

Van Houten's Cocoa

continues to appeal to the trade and the public only on its Superlative Quality and Superiority.

"Best and Goes Farthest".

Made simply by adding boiling water.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

A TRADE TREATY
ORDER
Shirriff's Flavoring Essences

and the people will get their essences from you.

The Best Goods always Attract.

MANUFACTURED BY
IMPERIAL EXTRACT CO., Toronto

SOLID VALUE

When you are asked to change your Jam and Marmalade order for "a little cheaper, just-as-good" brands, remember that **Solid Value** is given by few.

If your customers want that flavor to be found only in

SOUTHWELL'S JAMS and MARMALADES

it would be the height of madness on your part to offer other kinds. **SOUTHWELL'S JAMS AND MARMALADES** have a host of adherents because each jar represents "full value."

Keep up your stock of SOUTHWELL'S

FRANK MAGOR & CO.

Canadian Agents
MONTREAL

BETTER PRICE LISTS.

It has been said that the price list is a much neglected article in the average hardware store, and to a great extent the saying is true. he usual piece of cardboard with soiled surface, battered edges and worn corners is found in many a store which is exceedingly modern in other respects. Experienced clerks refer to the list more from force of habit than because of any information to be deciphered therefrom, and the new employee is often more confused after reference to the card than he would be were he to trust to memory alone.

Marking directly upon merchandise and upon shelf boxes and original packages is to a large extent replacing the list system of our predecessors, yet there are many lines which even now can best be priced by using lists. Such lists always should be clean and legible. A little attention and the application of system will insure these things.

The old cardboard list is gradually being replaced by neatly framed and glass covered paper lists. Good, durable holders of various sizes can be made by bending the side and bottom edges of a strip of tin to form grooves which will hold the glass and list in place. These can be slid out from the top whenever an alteration or a new list is necessary. A hole punched through the upper end makes it possible to hang the list in a convenient place for reference.

A variation of this plan is to have made a number of frames of the proper size to hold a sheet of legal paper. These frames can be made of plain molding, and are inexpensive. The list and glass are placed in position by removing the back. Then the lists, whether short or long, are written or typewritten upon paper of this uniform size. These frames are hung in place by means of small screw eyes placed in the tops.

Either of these plans is a vast improvement over the cardboard idea, and while the first cost is somewhat more the ultimate value is much greater.—Observer.

CANADA'S TRADE WITH GERMANY.

By H. W. D.

Taking it for granted that Canada is chiefly an agricultural country, who is likely to become the best customer for our produce? No doubt, first, at present, is Great Britain, but after that there seems to be a difference of opinion as to which country it should be.

A good salesman must know where to offer his wares to the best advantage. Let us therefore see what we can hope for in trade to other countries. The United States and all American countries, as well as the British colonies, can grow everything that we can produce as cheaply as we can do it, and France, Spain, Russia, and Austria are in a similar position. We cannot, therefore, hope

Sixty Yeas of Popularity

COX'S GELATINE

may now be had in a new form as

COX'S INSTANT POWDERED GELATINE

It dissolves instantly in hot water. No trouble Recipes in every box.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mills, EDINBURGH

Success Awaits

the grocer who sells our

MAPLE SYRUP
MAPLE SUGAR

The reputation of these goods has been built up. All the grocer has to do is see his supply doesn't run down.

You, of course, have ordered.

FOR SALE BY

Imperial Fruit and Produce Co.
Winnipeg, Man.

Provost & Allard
Ottawa, Ont.

Forbes Bros.
Montreal, Que.

T. KENNEY & SON
Hallerton, Que. Manufacturers

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufaoturers, OWEN SOUND, Canada.

IRRESISTIBLY DELICIOUS

A QUICK, STEADY AND PROFITABLE ACCOUNT FOR ANY DEALER. ADVERTISED EVERYWHERE.

SPECIAL WHOLESALE AGENTS :—Howe McIntyre & Co., Montreal, Que.; D. H. Rennoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont. W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices : Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

—OFFICES IN CANADA—

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

UPTON'S

Orange Marmalade

on toast makes a dainty and healthful breakfast. Recommend it to your customers. If you sell UPTON'S they are bound to be pleased.

DO YOU WANT TO BUY

A Boiler, Engine or Machinery?

If you are a subscriber of The Grocer you can insert a notice free in

CANADIAN MACHINERY
MONTREAL TORONTO

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

to have any steady export trade to any of these countries, and shall have to look for more thickly settled states which cannot grow enough agrirultural products to satisfy their own demands.

Germany, with its sixty millions of a population, is the most attractive; also Belgium, and perhaps Norway and Sweden. A trade with these countries would also give us an influx of the best possible settlers besides the British, and at the same time a class of immigrants which quickly assimilate with the British.

All other countries are more or less opponents to Canada in agricultural products, or grow sufficient for their own needs so as not to require our exports. It is, therefore, to the best interest of Canada to send representatives to Germany to offer our products to the best advantage. If there are tariff obstructions we must try to have them removed by the Governments in order to assist the natural flow of trade.

The manufacturers of Great Britain, Germany and the United States send their representatives to all countries where there is an opportunity for trade, and it is necessary for our Canadian producers to do likewise in order to get and hold a steady trade.

It is not wise to be satisfied with what we are doing to-day, but we must look to the future and prepare and build up a steady trade which has chances of continued improvement and development. A trade with Great Britain and Germany will give us steady customers for our produce, and on the other hand, these countries can supply most of our demands in manufactured goods which cannot be made here. It would give us freight both ways, and the exchange would be fairly ideal.

CANNING FACTORY FOR TILBURY.

Tilbury village has voted a $5,000 bonus for a canning factory. The by-law was passed, 153 for and only 24 against. It will thus be seen that the scheme was an easy winner, the law requiring a two-third majority. The factory, which will be operated by local capitalists, will start this year.

An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS

AND

CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture. Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 st. Peter St., Montreal, Can.

Maple Syrup

JUST MAPLE SYRUP THAT'S ALL

Pure Tested Maple Syrup only is sold under **Small's brand.** When customer asks for tin of **Maple Syrup** it's nice to be able to produce same, and particularly a world-renowned brand.

Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark syrup in the British Empire. 2nd—Small's Brand has been awarded with but one exception all Gold and Silver Medals ever offered in Canada, and many from abroad.

You certainly have a first-class line.—WOOD & STEVENS, New York.

Is superior to anything I have seen on the market.—H. MOCKFORD, London, Eng.

All Jobbers.

Product of **THE CANADA MAPLE EXCHANGE**
MONTREAL

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 138 Front Street, NEW YORK.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

THE AFTERMATH.

As soon as Easter is over a grocer should size up his stock and see what lines are selling slow.

* * *

Then he should figure out that a clean slate is best for the new season and proceed to manoeuvre his advertising to that end.

* * *

It is just possible that a number of grocers may have stocked too heavy for the Easter season, consequently they must sell at a certain sacrifice. The degree of the sacrifice will be gauged by the watchfulness of the grocer.

* * *

In cases of this kind the special sale is the best remedy, and it is also more judicious to use good window cards and liberal newspaper space than to merely send circulars to regular patrons.

* * *

There is no use trying to make the people believe anything other than the fact that you have goods you don't want. If they take them they get their money's worth, because the prices are reduced.

* * *

So the newspaper statements should be candid and absolutely clear. The ads should be shorn of all "gigantic bargain" talk, and the "profits-all-go-to-you" reasoning.

ADVERTISING RESULTS.

A certain grocer whose trade is "neighborhood" trade—that is, whose store is away from the business centre, and depends on the patronage of families within a radius of half a dozen squares—has three competitors within a block of his store. None of the other fellows does any advertising except in the windows. Our grocer (we'll call him that to distinguish him)—keeps himself and three assistants in the store, and one delivery waggon and driver. One of the assistants puts in each forenoon soliciting orders. All the other stores send out solicitors also. Our grocer was minded to advertise, but couldn't decide how to go about it. One of his customers is a printer who is also an advertising "crank." As a result of conversation on the subject, and perhaps in a sort of a bluffing spirit, the printer proposed to advertise the store for three months in his own way, and to increase the business to a given amount, or no pay, the grocer agreeing to have his boy distribute the advertising matter. The plan was put into operation the latter part of November, and one piece of printing has been gotten out and distributed each week. Five hundred copies are used, and the distribution is carefully done.

At the end of the eighth week, the writer said to the delivery boy, "George, are you selling lots of groceries now-a-days?"

George replied: "Say! my goodness! We've got to put on another waggon! I've made three full trips over this route this afternoon. Used to get it done in one trip. We always did have a good trade down there, but it's been getting awful here lately. And so many of the orders are from new customers that live further away than our old ones, and their orders are bigger. I'm about rushed to death, and there aint no let-up to it."

Why We Have the Largest Coffee Trade in London

We buy the highest-priced Coffee Beans that are brought to Canada.

ROASTING.

This very important part is done by experts who know exactly how long the beans should be roasted to give them that delicious flavor and aroma.

BLENDING.

We know the kinds that blend together best and bring out the rich, delicious flavor for which our Coffee is celebrated.

GRINDING.

The crisp beans are ground in the very latest improved electric mill, the steel knives cutting the beans in finely, even-cut particles.

40c POUND.

T. A. ROWAT & CO

234 DUNDAS STREET.

Telephones 317 and 1866.

Now I have seen every piece of the advertising matter this store has put out, and while it is good stuff, it isn't anything wonderful. Any bright man could write it—any fair printer could print it. Then why does it pay?

Simply because this grocer has a good store, and carries a nice stock, and treats customers courteously, and tells people about it. No other grocery in the territory tells them anything of the kind. If the other fellows woke up and got into the game, then the reward would go to the one who did the best advertising. Now it goes to the one who does the only advertising.—A. C. S.

GROCERS' BULLETINS.

Some grocers in an attempt to do good store advertising display a number of "home-made" signs in the store and window.

* * *

There is no need to waste time and lose the effect of artistic work when bulletins can be purchased at fractional cost.

* * *

There are one or two concerns who supply as many as 200 different kinds, say, 21 by 23 in size, and separate sheets of price figures to be attached to the bulletin. The ink is usually colored and the paper heavy. One sheet and one poster costs two cents.

* * *

If you cannot locate any printed bulletins in your city, or town, write the editor of "Good Advertising," and he will hunt up some names.

TRANSPARENT ENVELOPES.

Never use transparent envelopes in sending out circular matter or bills as far as that goes.

* * *

On account of the difficulty in deciphering addresses at the post office a great deal of time is lost and many "mis-sents" occur.

* * *

In fact so much trouble has been experienced by the authorities that it is said the postal administrators of Great Britain, Canada and the United States have declined to deliver anything enclosed in transparent or semi-transparent envelopes.

A. A. B.

AN ETCHING FROM LIFE.

Here is a little etching taken from life: A 'bus-load of traveling salesmen arrived from the station. They bustled up to the desk in their usual business-like and breezy manner and one after the other signed the register. One and all shook hands with the hotel clerk, a quaint, fatherly old fellow, who had been there a good many years, and one of the knights of the road said, "Well, Uncle Dave, it's a good thing you're not dead yet. I don't think the house could run without you." "Oh, yes, it could," said the old clerk, "you fellows would come in here, and if there was a strange clerk on watch, you'd say, 'Where's Uncle Dave?' 'Why, didn't you hear about him? He died last month.' Then you'd say, 'Well, I'll be darned! That's too bad — Say! what time'll dinner be ready?'"

THE SQUARE DEAL

To the man who is ready to avail himself of splendid opportunities, such opportunities come. Grocers here, grocers there, grocers everywhere, have read the **Payne Logic**, re-read it, thought over it, spoken about it, written about it, and—to-day they sell **"Pebble" and "Pharaoh" Cigars.**

That is what I call meeting opportunity face to face, seizing it, and profiting thereby.

That is what I call progressive business.

Pebble and **Pharaoh** opportunities are perpetual—for no particular grocer exclusively—for all grocers. **Pebble** and **Pharaoh** prices are always the same.

I do not expect you to jump at the first **Payne announcement** you see and to exclaim, "It's settled!" I expect you to be critical. I expect you to "hold off." But in the end I expect to win you.

No grocer can get away from **The Square Deal** once he has got the symptoms of desire in his bones. He knows that it makes business satisfactory. He knows that it gives a zest to activities.

The Square Deal is exemplified in the **Pebble** and **Pharaoh** Method of sale. **I sell you these Cigars, and should such a thing as your not selling them happen, I take back at end of three months, at invoice price, all of your stock unsold.**

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

Many Tobaccos, yet ONLY ONE

It is not paradoxical to say there are many tobaccos, yet **only one.**

There are many countries, but most of us think there is **only one.**

Sentiment, not numerical knowledge, rules the opinions.

Grocers Sell It.

T. & B.

Grocers Sell It.

Go into a home where the father's pipe is full of **T. & B.** (and it would be a life task to go into **all** such homes) and ask him how many tobaccos there are. He will say "I have the only tobacco in my pipe."

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, ONT.

TOBACCOS, CIGARS AND ACCESSORIES

CIGARS.

Have you given any attention to this feature of your tobacco department? Many grocers seem quite satisfied to handle a few lines of tobaccos and perhaps very few of those, altogether indifferent to the fact that the smoking of a good cigar is a habit which is fast gaining in popularity.

* * *

Have a smoke? is perhaps the most popular greeting when friend meets friend, and forthwith comes forth the handy cigar case with its inviting specimens of the "best thing" in smoke. Every grocer knows this is so. What is it the familiar traveler friend does on his regular weekly calls—the very first thing? Why, offers a good cigar, as sure as Christmas; it wouldn't be him if he didn't.

* * *

Have you, then, given this matter a little thought? There was a time—not so very long since—when cigars were considered too expensive, too much of a luxury, for the average general smoker, but now things are different, a cigar is getting to be considered the ordinary smoke, and a good opening lies therein for the progressive grocer.

* * *

Calling on a few wholesale merchants the other day The Canadian Grocer noticed with one of them some good lines of cigars ready for shipment, and on inquiry found they were bound for some good country grocers, men who had gone ahead with the times, and were handling quite a full line of good cigars and accessories.

* * *

This is a feature which every grocer should cultivate. The public are moving, constantly moving, in their demand and requirements, and the mark of a progressive grocer is, that he moves with the times, and changes and adds to his store as opportunity opens up. The cigar trade is a present opportunity, push it for all it is worth.

AN OBJECTIONABLE PRACTICE.

The proposal to impose a license fee on cigar and tobacco stores has directed attention to a grievance of the proprietors of these stores, particularly those in the factory district, owing to the practice which prevails in many factories of giving some employe the privilege of retailing cigars and tobacco to his comrades. This practice has grown until it has made a serious inroad into the business of the men who pay rent and taxes on stores where these articles are sold. In one factory the man who has the privilege sells $60 to $70 worth every two weeks. It is a convenience to the workmen, but a decided detriment to the dealers, who would like to see a license fee imposed, that would put a stop to it.

ESSEX TOBACCO EXCEPTIONALLY FINE.

A shipment of tobacco leaf, grown in Essex County, was made from St. Thomas on a recent day, the dimensions of which show to what importance the growing of tobacco has attained in the Ontario counties of Essex and Kent. A special train of thirty-five cars, all laden with the fragrant leaf, was made up in St. Thomas, Ont., for shipment to Granby, Que. The weight of the tobacco contained in these cars reached 1,211,351 pounds, about 31,000 bales, all Canadian leaf, from the counties named above. The quality is pronounced exceptionally fine by lovers of the weed.

HAVANA CIGAR DEALER VISITS THE WEST.

A representative of the independent cigar manufacturers of Havana is visiting Manitoba with the object of placing the Havana brands of cigars on the markets of Western Canada. Charles Landan, the gentleman referred to, was recently in Winnipeg, where he spent several weeks interviewing and negotiating with the various dealers.

Little Ethel was learning to sew, and one day, after vainly trying to thread a needle, she asked:

"Mamma, don't they call the hole in the needle an eye?"

"Yes, dear," replied her mother.

"Well," continued the little miss, "I'll bet this old needle is cross-eyed."

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

PROGRESSIVE RETAILING.

PUSH THE BEST GOODS AND CLEAN UP.

"The ambition of the average grocer is all wrong," said a successful merchant the other day, himself a grocer in all stages of the game, boy, clerk, retailer and now wholesaler. "The aim of his life," he went on, "seems to be to undersell his neighbor. Smith has tomatoes he can sell at 10c., Jones must have something he can sell for eight. Then he's happy. It's the bane of the business. If Jones would only make it his aim to sell better goods than Smith! Why, it would make over his business and himself a new man. A grocer can easily get his customers into the habit of looking for the best goods instead of the cheapest. There's more profit on the better goods and once the people get them they want them.

"I've spent a lot of money in years gone by trying to educate the trade along these lines. I buy my supplies for the house from a customer of mine near me and I have quite a time with him. Some fellow nearby cuts prices and my man immediately gets nervous and thinks that unless he cuts too all the trade is going by. I try to stiffen his backbone and show him the thing will soon right itself. I tell him to hold his customers with good goods. It'll draw them every time.

"Then there's the keeping of the store clean. There's only a grocer here and there who does it. Most groceries have a bad smell about them—just because they're not kept clean."

The Spirit of Decay.

The head clerk in a big grocery talked to me about that very thing the other day.

"We keep one man cleaning," he said. "The entire stock is gone over once a month. The result—well, you can smell, can't you? Come in Monday morning after the store has been shut up a day and it smells just as clean and sweet as it does now.

"I can't understand why grocers as a rule are not more particular, We had a man with us for three years. He started for himself and has a fine business in a good residential district. His store stinks. Wouldn't you think he would have learned something of cleanliness here?

"What's the cause of the bad smells? Why, dirt. A piece of fruit or a vegetable rolls behind a box out of sight and so out of mind. But there's a swift resurrection and the spirit of that orange, or apple, or potato rises to proclaim the grocer a sloven.

"Another common mistake of the grocer is to pile canned stuff from the tops of the shelving to the ceiling or near it. That's the warmest place in the shop. Here and there a can will spoil and burst and the assistance it lends to the spirit of the rotting potato is great. A store should be comfortable, but not hot, and canned goods should be kept somewhere else than at the ceiling."

BUILDING FOR THE FUTURE.

By W W.

Salesmen who desire to emulate the success of others who have won honorable positions for themselves in the commercial world, cannot afford to neglect the slightest detail. Each day should find them performing better and more valuable services than the preceding day, the aim ever being to make each day and year mark an advance in the hour glass of their lives.

Two habits which should be acquired early in life are those of promptness in performing services and care in maintaining a good personal appearance. These two habits acquired, the qualities of honesty and industry should be cultivated, all of these elements being essential to the building of a character capable of forcing recognition in the strenuous competition of modern civilization.

Look around you and you will see young fellows who, when they left their homes and started out in the world were as clean in mind and act as could be desired. Evil companionship, however, has transferred them into the "slightly soiled" class and like goods on the bargain counter they are "marked down" and their future is blighted. It does not require much soiling to transfer either merchandise or young men onto the marked down counter—in fact, the young man does his own marking, and has not as good an estimate of himself as if he had devoted his energies to building a character for himself in the future rather than having a "good time" in the present.

Whether a man is a retail clerk or a traveling salesman, he should take a thorough interest in his customers, being cordial and polite to them and ever willing to go out of his way to please and make permanent friends of the buyer. Endeavor to look at every matter from the customer's standpoint as well as your own and the result will be that you will be looked for when next the customer has a purchase to make, and your value to your employer will be much greater than if a lot of goods had been unloaded on the customer and a feeling of soreness created between him and the house you represent.

Little things count. It may be hard to put heart into work for an unappreciative employer, but no salesman loses anything by doing his duty to the letter. By so doing he is honest to himself and is burying his troubles by the pleasure of doing right and building up his own character. Never wait to be told to do a thing if common sense dictates that it requires to be done. A saleman who can think for himself is worth twice as much to an employer as one who has no initiative.

A young man employed in a responsible position by a great corporation was recently discharged to make room for another. Surprised and mortified, he sought an explanation from the manager of his department. "Will you kindly tell me why you do not want me any longer?"

"Certainly," was the reply; "it is because you always said 'you' instead of 'we.'"

"What do you mean?"

"I mean just that! You never said 'We' should do so and so; or 'We' ought to follow out such and such a policy. It was always 'You' in referring to this company, of which you were a part. In speaking to a fellow employe about our business, you would say 'They' instead of 'We.' I should advise you to seek employment with some company to which you can refer as 'We.'"

A common criticism of an ambitious young man is: "He acts as if he owns the concern, and he's only a clerk." It is the young man who works as if he did own the concern who often becomes the owner in time.

"We're going to pay a dividend of ten million dollars next month," proudly remarked an office boy to a waiting visitor in the reception room of a railway president. He is on the right track.

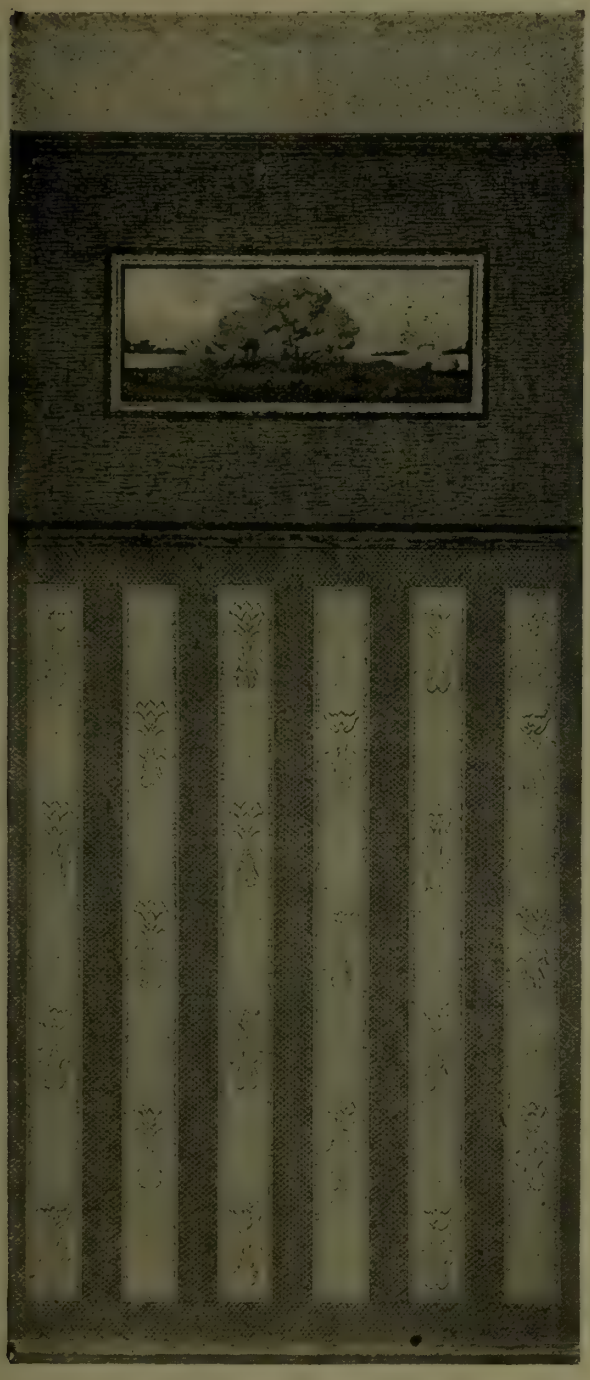
But it is necessary to think We and act We every hour of every day, as well as to say We. We means Us, union, solidity, co-operative enthusiasm. YOU means the other fellow. It's the WE that wins!

TO OCCUPY NEW QUARTERS.

On May 1 the Montreal Retail Grocers' Association will move from their present premises, 88 St. Denis street, Montreal, to larger and more convenient quarters in the Hochelaga Bank building, 1726 St. Catherine street.

WALL PAPER

SUCH is the excellence of the new lines of Spring wall papers of domestic manufacture that many merchants are drawing attention to the fact by ticketing their window displays with the familiar motto, "Made in Canada." Indeed, the T. Eaton Company went one better in their Toronto windows last week and



New Design Shown by Stauntons Limited.

boldly challenged comparison by showing Canadian-made and imported goods side by side, each ticketed as such.

You often hear the remark, "There is no sentiment in business," and when choice lies between a superior and inferior article sentiment will not go for much. When values are equal I believe that the average customer will only be too glad to give preference to Canadian-made goods.

Wall Paper

Special Designs and Colorings

FOR

Churches and Lodge Rooms

For Churches

An effective and suitable Wall Paper, especially designed in a decorative fleur-de-lis pattern in rich, chaste colorings. Prepaid samples on application.

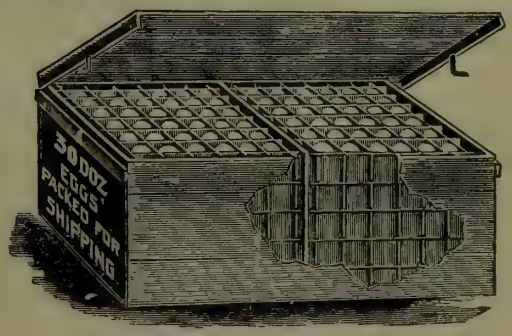
For Masons
For Knights of Pythias
For Odd Fellows

Special and separate designs for lodge rooms, introducing the mystic symbols of each of the three fraternities mentioned above. In four rich shades —blue, green, red and brown. Samples prepaid if you write for them.

TRADE ONLY SUPPLIED

STAUNTONS LIMITED
of Toronto, Ont.

EGG CASE FILLERS



Fillers for
25, 30, 36 and 49 Doz. Egg Cases
Manufactured from
White Pulp Boards and Strawboards
by

The Miller Bros. Co., L't'd

Manufacturers of
Woodpulp, Woodpulp Boards, Strawboards, etc.
30-38 DOWD STREET
MONTREAL

Board Mill and Filler Factory at GLEN MILLER, ONT.

Phone Main 1255.

Just tell the Traveler

you must have Maconochie's Pickles. Do not let the price prejudice you—double the money could not buy a better pickle.

Extra Special and Suffolk Brand Pickles are prepared from small crisp garden vegetables and Pure Malt Vinegar, they are **greater value**, show a **better profit** and meet with a **quicker sale** than any others.

On or about May 1st, carloads of **Maconochie's** Pickles will arive at all the principal centres in Canada. If your wholesale grocer is up-to-date he will put you on the right track to make money—if he is the other kind he may want all the margin and will try to sell you other brands more profitable to himself, brands which will lie on your shelf all the summer—if he is that kind it is time you tried his more progressive competitor, someone who will give **you** a chance to make a little money on pickles.

PANYAN

is the name given to the most delicious Pickle and Sauce made. Oriental in character, Panyan flavor is unique as it is delicious. Your best trade will appreciate them.

Maconochie's Marmalade, Sauces, Canned Fish, etc., are the same high-grade quality as Maconochie's Pickles.

Maconochie Bros., Limited

London, England.

Agents for Canada and the United States:

A. F. MacLaren Imperial Cheese Co., Limited

Head Office, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

April 12,, 1906

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
3 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz
Reckitt's Zebra paste, ½-gro. boxes, $1 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days,

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz	2 55

Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—

Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12 lb. boxes	....
Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 7½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1lb tins, ½ doz. to case, per doz.,	$ .90
1 " " ¼ " " "	2.40
½ " " ½ " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
½-lb screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, ½-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—

5-lb. tins, 10 tins in case	25c
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c
6-lb. bxs. 12 bxs., in case, ¼-lb. tins.	2 c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	25 c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes 6 boxes in case, 1-lb. pkgs	22 c.
6-lb. " 12 " " ½-lb. "	22c.

Go'd Medal chocolate powder—

5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder

5-lb. tins, 10 tins in case	27c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 85

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 25
"Condor" Java	0 30
" Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 32
" 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars, per doz.	$3 25
Medium size jars "	4 50
Small size jars "	2 40
Individual size jars "	1 00
Imperial holder—Large size "	18 00
Medium size "	17 00
Small size "	12 00
Roquefort—Large size "	1 40
Small size "	3 40

"Batger's"

Lime Juice Lemon Squash

The summer time is fast approaching, when there will be a heavy demand for summer drinks. The pure fruit juice of both, LIMES and LEMONS, have been and always will be the most popular and healthful snmmer drinks.

"Batger's" Lime Juice and Lemon Squash are absolutely pure and as good in flavor as modern ingenuity, the finest fully r'pened fruits and over 150 years' experience can make them,

They are put up in two sizes—pints and quarts —two dozen in a case—are retailed at popular prices, allowing you a handsome profit..

Rose & Laflamme

Montreal - Toronto

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

GRANULATED SUGAR Extra Standard

A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

PROGRESSION
Is the Order of the Day

The time was, when the possible utility of steam and electricity was a dream.

Great strides have been made in the direction of improvement in every department, by which the wheels of commerce are kept moving.

No greater improvement has been shown than in the perfection of manufactured Spices, and **BRAID'S AROMATIC SPICES** stand to-day on the highest point above all other spices for a pure unadulterated product.

Lay aside your prejudice! Keep pace with the times! Try **BRAID'S AROMATIC SPICES,** and they will be money in your pocket.

Braid's Best Teas and Coffees, just what the name implies. Nothing more, nothing less.

A postal will bring samples and quotations.

WM. BRAID & CO., - Vancouver, B.C.

BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails "	0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F.D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35

Old Crow," 12-lb. boxes—

½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 8-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel, per box	1 25 to 2 50

When asked for **Condensed Milk** or **Evaporated Cream** hand out goods bearing

Borden's Brands

"Eagle" brand Condensed Milk
"Peerless" brand Evaporated Cream

The most perfectly hygienic goods made.

For sale by all jobbers, or

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½

Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$6 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb	0 05
Kegs, 100 lb	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—

Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OGILVIE MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	6½c.

Blue, white or assorted.

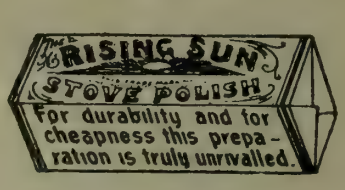
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label— 2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA
put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 22
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 31
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Embossed Label, 1's, ½'s and ¼'s	0 70	1 00

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ½-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½ $0 25
Blue Label, ½'s	0 19 0 25
Orange Label, 1's and ½'s	0 21 0 30
Brown Label, 1's and ½'s	0 28 0 40
Brown Label, ½'s	0 30 0 40
Green Label, 1's and ½'s	0 35 0 50
Red Label, ½'s	0 40 0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

R. D. MARCEAU, Montreal.

Japan Teas— "Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	....

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0 20
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ⅛s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.

No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s.	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

R. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05

DWIGHT'S

BAKING SODA

The Selling arguments

for the grocer as to

"Cow Brand"
BAKING SODA

1st—There is no better Soda put up.

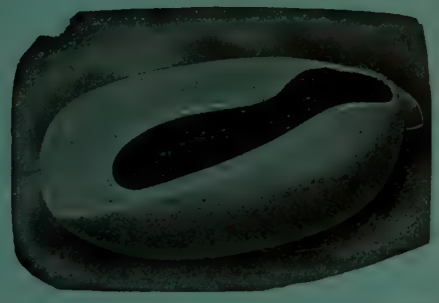
2nd—It is stronger, purer and goes further than any other soda.

3rd—It never varies in strength or quality.

It is BAKING SODA without a fault

CHURCH & DWIGHT, Limited
Manufacturers
MONTREAL.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

TEA HINTS
FOR RETAILERS
By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages : Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week – therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

RUBY GLASSWARE

FOR

SOUVENIR TRADE

Quick selling pieces in ruby and gold to retail for 25c. each.

You can have them engraved with any name or inscription desired.

Ask for particulars of 6543 and 6544 Assortments.

GOWANS, KENT & CO. LIMITED

TORONTO

PUSH

packaged Mince Meat at this season.

WETHEY'S

is the standard of excellence, one package makes two large or three small pies.

LOOK UP YOUR STOCK

ORDER NOW

Be sure you get Wethey's. Sell every customer a package.

J. H. WETHEY, Limited

ST. CATHARINES, CANADA

C & B

Crosse & Blackwell's Pickles

Mixed, Chow Chow, Walnuts, Cirkins, and Onions

Corked ½ pts. and pts., and Octagon ½ pts. and pt. bottles

C. E. Colson & Son, Montreal

Agents

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, APRIL 20, 1906 NO. 16.

Keen's Oxford Blue

Should SELL Everywhere in Canada

Are you selling

The Best Laundry Blue?

KEEN'S OXFORD BLUE!!

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

About this time the grocer plans for his season's supply of

STARCH

If your experience has taught you anything your orders will call for

Benson's "Prepared Corn" and

Edwardsburg "Silver Gloss" Starch

A safe policy to pursue in such important lines is to buy the Best.

All Jobbers sell them.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

184 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

There's Money In It.

There's a large business to be done in Burton's All-Healing Tar Soap.

1. It is a pure high grade antiseptic soap.
2. The ideal soap for Doctors, Surgeons, Dentists, Medical Students and Nurses. With this class of people it sells largely.
3. Every home is visited by sickness or accident; therefore, Burton's All-Healing Tar Soap has a place in every home.
4. For cleansing the hair and scalp it is very beneficial.
5. It is used by many of the leading hospitals throughout Canada.
6. It bears a good profit and is a quick seller.

Vital reasons why you should sell

Burton's All-Healing Tar Soap

One of the excellent lines manufactured by Albert Soaps Limited, Montreal

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

R. S. McIndoe
Selling Agent, 120 Church St., Toronto

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

The Pickle

and

The "Thistle"

Hannah's Scotch Pickles

A good pickle is a hard thing to get hold of now-a-days. To be good a pickle must be sound, tart, crisp, palatable. Hannah's Scotch Pickles are all this and more. They are as good when the bottle is opened as the day they went into the bottle itself. That is because of the excellent high quality of the vinegar used. Packed in 10, 16, 20 and 30 ounce bottles and ***packed right.***

ORDER NOW

"Thistle" Maple Syrup

Made by particular people for particular people. The real honest kind that brings one back to the old farm again with its grove of sugar maples on the "north" side of the hill. Maple Syrup with the real maple taste to it.

Pints, Quarts, Gallons or in Bulk.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal

20½ Front St. East, Toronto

Manufacturers' Agents and Brokers' Directory

BARBADOES, W I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CALGARY

The Dominion Brokerage Co., Limited
Wholesale Commission Merchants and Brokers
CALGARY and EDMONTON, ALBERTA
Excellent Trade Connection
Highest References

WESTERN CARTAGE CO.,
Cartage and Warehousing
Storage and Brokerage for Eastern Wholesalers.
Handling and Forwarding of CAR SHIPMENTS.
Largest and Best equipped STORAGE Facilities in the WEST.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 18.

W. E. FELLOWES
Manufacturers' Agent and Commission Merchant
6 St. Sacrament St. - - Montreal.
I am open to introduce a few new lines of high-class grocers' specialties. Could handle a line of Canned Goods and Sauces.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. E., TORONTO
Calling on best Grocers and Mfg. Confectioners.
Could handle another first-class specialty for Manufacturers.

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

A. F. MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

TOMATOES
CORN
RAW SUGARS
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

CALGARY STORAGE
In a new brick block centrally located
Dingle & Stewart
Winnipeg, Man. - Calgary, Alta.
COMMISSION BROKERS.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited.

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

(*Continued on page 52.*)

EXTRA FINE SIFTED PEAS, NO. 1

SWEET WRINKLED PEAS, NO. 2

EARLY JUNE PEAS, NO. 3

STANDARD PEAS, NO. 4

We are delighted to know that the Retail Merchants, generally, are pushing the sale of the finer grades, which will mean **increased profits** and **satisfied customers.** Our orders through the Wholesale Trade within the past few weeks have been largely for the finer grades of peas, showing that the Retailers and consumers are benefitting by the knowledge of the difference in size and quality.

The brands are, viz :—

Group 1.—"Canada First" (Aylmer), "Little Chief," "Log Cabin," "Horseshoe" (Bowlby), and "Auto" (Canadian Canners.)

Group 2.—"Lynnvalley" (Simcoe), "Maple Leaf" (Delhi), "Kent," "Lion" (Boulter), "Thistle" (Brighton), and "Grand River" (Lalor.)

Group 3.—"Globe" (Schenck), "Jubilee" (Lowrey), "White Rose" (Lakeport), and "Deer" (Saylor.)

EVERY TIN GUARANTEED

Canadian Canners, Limited

HAMILTON, CANADA.

CEYLON TEA—Green and Black

Perfect in growth.
Scientifically manufactured.
Absolutely pure.
Ideal cup results.

CEYLON TEA the perfect self-tea

FARROW'S
Real MUSHROOM KETCHUP

is absolutely pure and free from any foreign Acids, Salicylic or otherwise. Warranted. Purity certified by Sir Charles Cameron, C.B., Professor of Chemistry, R.C.S.I.

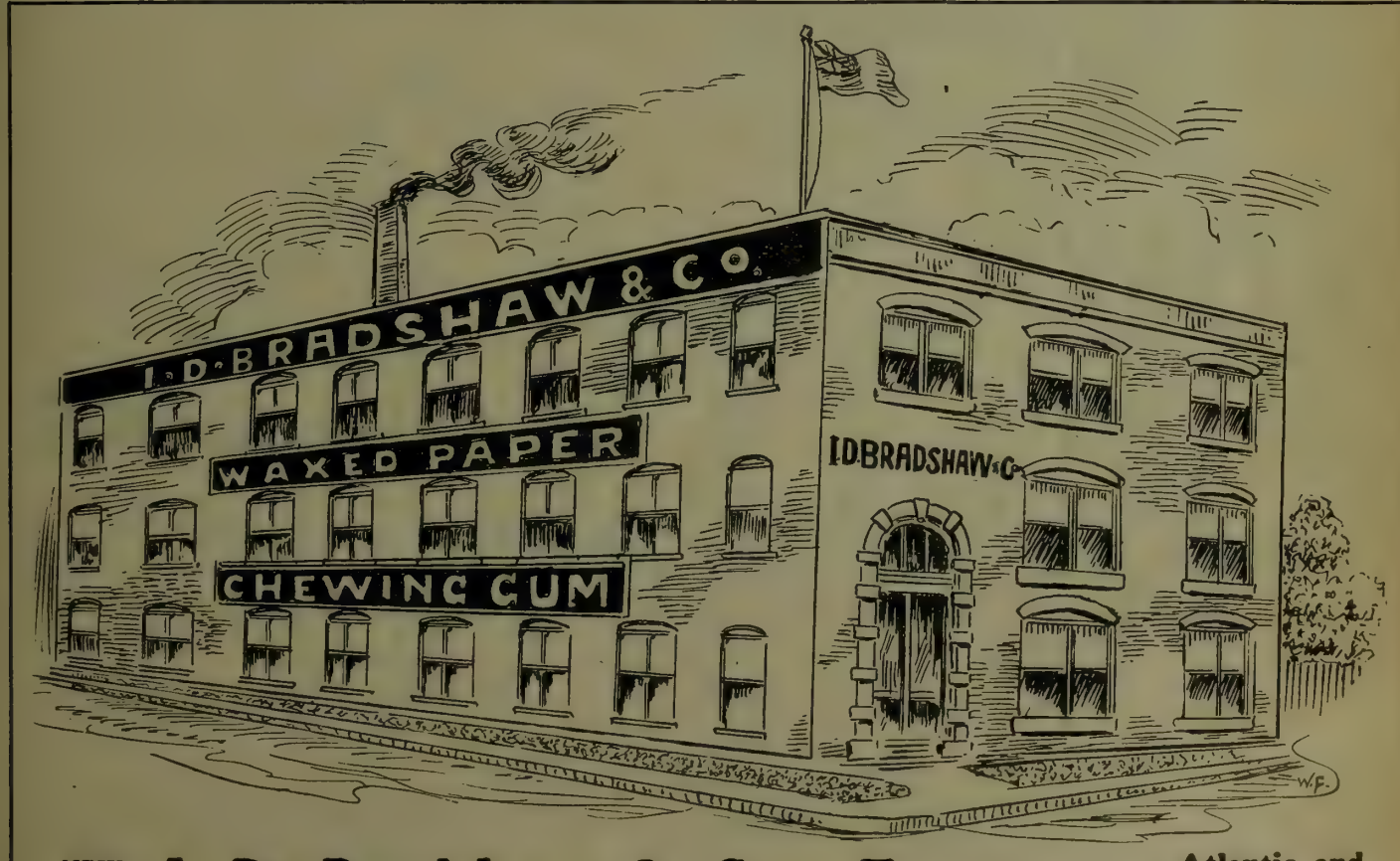
AGENTS WANTED EVERYWHERE

Apply **J. FARROW & CO., Mustard Makers**

PETERBOROUGH, ENGLAND

ESTABLISHED 1833

The largest and best makers of Mushroom Ketchup in the world



NEW HOME OF **I. D. Bradshaw & Co., Toronto** Cor. Atlantic and Pacific Aves.

The Salt that Saves Money and Time for You

"Time is money"—save time then, and you save money too. Waste no time and you waste no money. Is it really worth while to spend useless energy in an endeavor to push inferior articles of trade? We think not.

Windsor Salt is the standard because so often used for comparison—you hear "as pure as Windsor Salt" used everywhere to-day. You don't have to argue with a customer over its merits—its quality is too well known. It's pure white, dry, crystalline. It is nothing but salt.

You lose more than we do by not stocking up with it—lose time, lose money, lose trade.

Windsor Table Salt

THE CANADIAN SALT CO., Limited
Windsor, Ont.

For genuine all round quality, style and satisfaction to consumer

ROWAT'S

brands of

PICKLES and OLIVES

are lines every grocer should handle.

Place a trial order with your jobber and insist upon getting

ROWAT'S

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

TO SAY THAT "SALADA"

Highest Award and Gold Medal, World's Fair, St. Louis, 1904

Ceylon Tea is "Good" Tea would only be a half truth, as it is not only "good" but positively incomparable in quality, value and every characteristic that goes to make a cup of tea in perfection—This is the secret of it's enormous sale and continental leadership.

Black, Mixed or Natural Green } **Sealed Packets only.**

Wholesale terms from "SALADA," Toronto or Montreal.

It does not pay to stock more than 1 kind of **YEAST**

ROYAL YEAST

is the standard Yeast of Canada

You know it and your customers know it

WHY EXPERIMENT?

E. W. GILLETT COMPANY LIMITED

London, Eng. **Toronto, Ont.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904.

The best in pickles and relishes bear the mark on each bottle in red ink:

STERLING BRAND PICKLES

You will not be disappointed, no matter what kind you may choose. Simply make sure you've chosen "Sterling" goods.

—Made in Canada's great-
—est pickle factory.

THE T. A. LYTLE CO., LIMITED

TORONTO, CAN.

MAPLE SUGAR

Largest Exporters of

PURE BEAUCE COUNTY SUGAR

D. RATTRAY & SONS

QUEBEC Montreal OTTAWA

THEY

Sell Well

Show a Nice Profit.

Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

EASY TO SELL

Because everyone knows that

Paterson's Camp Coffee Essence

is the very best coffee essence on the market, and the price is reasonable.

ROSE & LAFLAMME

Agents, - - - Montreal.

LARGE ADVERTISING

Goods with merit have a claim upon the progressive grocer's attention, but when that merit is exploited by the manufacturer with such liberal methods of advertising as we pursue with our well known and deservingly popular RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins the real live dealer must recognize the help we give him in selling the right Stove Polish. Largely increased sales support our policy of merit backed by extensive advertising.

MORSE BROS., Props., - - Canton, Mass., U.S.A.

THE BEST

It should mean much to you to know that your coffees are:

First in Purity
First in Uniformity
First in Quality

You are sure of this if they are Chase & Sanborn's High-Grade Coffees.

Chase & Sanborn

The Importers, - MONTREAL

"EARTH HAS NOT ANYTHING TO SHOW MORE FAIR"

than the price of Red Label Line.

Blue Ribbon Ceylon Tea

The price it is worth is 50 cents. The price it sells at is 40 cents.
RED LABEL is the grocer's profit-maker. Are you taking advantage of the opportunity?

Part of every grocer's duty towards his customers is to be positive that the teas he sells them are ***genuine*** and satisfactory—

In ***Green Teas*** those of ***JAPAN*** stand out as the ***cleanest, sweetest, purest*** and ***healthiest*** for young and old—consequently

JAPAN TEAS

are absolutely the most reliable to sell—If you have not had them in stock place an order with your jobber for some.

Just a Splendid Line to Stock This Year

"MOKARA" is a home drink for everybody. It is the best and cheapest substitute for **Tea** or **Coffee** on the market.

If you want a rapid seller and profit maker, write for sample and particulars of Mokara.

Retails at 10c. pkge.

Mokara Mills

21, 23, 25 Cosford Street, - - MONTREAL

OUR MOTTO

THE BEST PRODUCT FROM THE PUREST MATERIAL

We carry this principle into actual practice—every day.

The milk is procured in the richest dairy sections in Canada.

The strictest care is used in its selection—every can of milk is tested before it is received.

Manufacturing conditions are guarded at every point—our methods and appliances are the most modern and improved.

The net result is quality.

"REINDEER" Condensed MILK
"JERSEY" Sterilized CREAM

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S

A SNAP

In Ceylon Tea to retail at a quarter

A genuine bargain. **Write quick, for sample**

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

YOU ARE SELLING

Chocolates and Cocoa

every day more and more.
Have you sold the VERY BEST and finest of all

Swiss Chocolates and Cocoa?

That is

SUCHARD'S

These are the premier brands the world over:

Suchard's Soluble Cocoa
" **Milk Chocolate** (full cream)
" **Velma** " (the velvet chocolate)
" **Premium** " (unsweetened)
" **Economique** " (sweet)

Canadian Agents: Write for particulars

Frank L. Benedict & Co.
MONTREAL

Purnell's

Genuine Worcestershire

Sauce

Shews a good profit

Never fails to give satisfaction.

Do You Stock it?

If not, mail your order to-day.

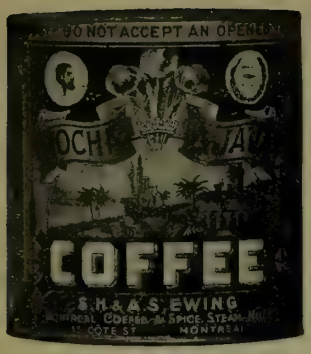
PURNELL WEBB & CO.,
Limited
BRISTOL, ENGLAND
ESTABLISHED 1750

We are Wholesale Agents for ***MACKINTOSH'S***

TOFFEE

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO



"PRINCE OF WALES"

MOCHA AND JAVA **COFFEE** **Packed in 1 and 2-lb. Tins**

It is RICH, AROMATIC, DELICIOUS—prepared by a special process that removes all the chaff, parchment, etc. This costs us a little more ; but the improved quality and steadily increasing demand show the wisdom. Are you handling it? A trial will convince you.

S. H. & A. S. EWING, MONTREAL

GREIG'S

WHITE SWAN

PREPARED

COCOANUT

In cocoanut you want something true in flavor, fine in texture, bright in color, good in appearance, and pleasing in taste. Something that will not grow rancid quickly, thus causing you loss and annoyance.

That's the kind we make—beautiful long threads that will satisfy the most exacting.

An important point, too, is that it does not cost you any more—perhaps not as much—than inferior and poorly-made cocoanut.

Our **WHITE SWAN** guarantee is behind every pound.

Try a lot, and if all we claim for it is not abundantly proved, send it back at our expense.

Samples and quotations cheerfully sent on request.

THE ROBERT GREIG CO., Limited, WHITE SWAN MILLS, TORONTO

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

ST. JOHN EASILY FIRST

Custom House Figures

Direct imports of Black and Green Teas from India and Ceylon to the following ports for the last fiscal year:

St. John, N.B.,	-	**4,453,898 lbs.**
Toronto,	- -	**2,632,455 "**
Montreal,	- -	**1,753,649 "**

St. John is the natural port for the importation and distribution of Ceylon and Indian Teas.

The growth of the business gives ample proof of this.

The Red Rose Tea business is here—the best location in Canada—right where rail and water transportation meet.

T. H. ESTABROOKS

St. John, N.B.

Branches: Toronto, Winnipeg

HANSON'S

DRY COLD AIR PRINCIPLE
Makers of the Best Refrigerators
PRICES MODERATE

Write for a catalogue ; it will not cost you a cent, and may be the means of doubling your Refrigerator sales. Our cheapest goods have all Brass Trimmings. No Elm used in the construction of our goods. The cheapest made in ash and the better class in oak, lined with Galvanized Iron or vitrified enamel, insulated with mineral wool, automatic refrigerator traps.

J. H. HANSON, 422 and 424 St. Paul St.
MONTREAL

EVERY USER OF TIN CANS

is invited to get ready for the coming season by ordering now.

You will make no mistake in placing your order with

The Acme Can Works

We have had your interest in view and have spared no expense in equipping our factory with the latest and best machinery for making cans. With our new building, which is now almost complete, we will be able to double our capacity of former years and will supply the ***best*** cans available—cans made from British tin plate of the best quality and best workmanship — ***Prices Right, Liberal Treatment, Prompt Shipments.***

Acme Can Works, - Montreal

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL, Aberdeen, Scotland,
Invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15 per year.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

This space $30 per year.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

This space $15 per year

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

This space $30 per year.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs.
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES.

James Methven, Son & Co., St. George's House, EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

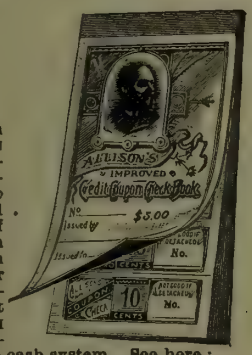
Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

Modern Merchandising



demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.
King's Cross
LONDON, ENGLAND

FOR OVER 70 YEARS

the choice of all refined palates!

Compare this Fac-simile of the Original and Genuine Worcestershire Sauce with the imitations and you will see that every bottle of the Genuine Worcestershire bears the name

"LEA & PERRINS"

All others are imitations and inferior in quality

It is no idle boast to say that ***Lea & Perrins*** is the Best Sauce in the world. Use and sell it!

J. M. Douglas & Co.
Montreal ***Canadian Agents***

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any otther style? If so be sure to get the best and at the same time the cheapest—*We have it.*

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart.
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ¼ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills; Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman, Eckert & Co., London, On

JUST WHAT IS WANTED

SPECIAL DUPLICATING

Counter Check Books

Made with alternate white and colored leaves, thus simplifying the system, and reducing the possibility of errors to a minimum.

You can have originals either white or colored; the same with duplicates. Made in various sizes.

We shall gladly send you sample and prices or have our representative call.

The Carter-Crume Company, Limited

Manufacturers of Counter Check Books of every description

TORONTO and MONTREAL

Why not handle the **Best Goods**, That give you the **Best Profit**, And that are the **Best Sellers** ?

That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit

Ask your wholesale grocer for it or write us for prices

The CAPSTAN MFG. CO., Toronto, Ont., Can

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

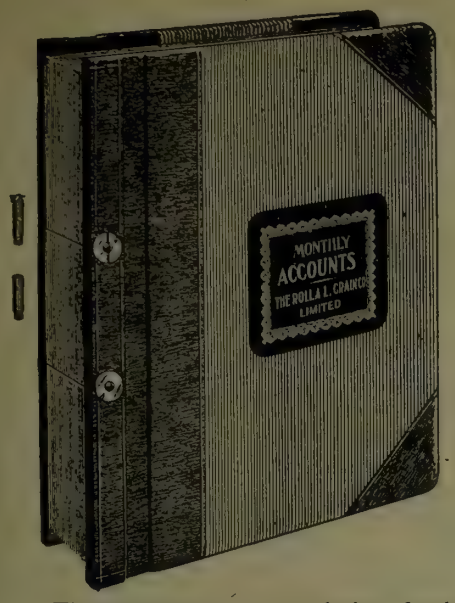
GROCERY BUSINESS FOR SALE

Under instructions there will be offered for sale by public auction on Saturday, April 21, 1906, at 10 o'clock in the forenoon, upon the premises now occupied by him on King St., known as Watt's grocery store, the stock in trade, etc., of Fred H. Watt, grocer, Gananoque; the stock and fixtures amount to about $1,500; the store is centrally located, and the business heretofore done has been about $25,000 a year; this is a snap for a good man; the sale will be en bloc, and at a rate upon the dollar based upon stock list; parties preferring to do so may submit their offers by private tender; the stock in trade, fixtures, etc., and also the stock list can be inspected at any time, and all terms and conditions of sale made known upon application to E. M. Hiscocks, bailiff, or Jas. C. Ross, vendor's solicitor. Dated at Gananoque, April 9th, 1906.

WILSON'S FLY PADS

Annual sales many times larger than all other fly poisions combined.

ADVERTISED
Throughout Canada.



RETAIL . . . BOOK-KEEPING

The Crain Monthly Account System

has special advantages over all competitors in continuous systems. It includes :

Ledger Sheets Petty Ledger Sheets
Notes and Drafts Sheets Invoice Sheets
Recapitulation Sheets

in fact almost the entire business of a retail store can be kept in one binder.

It is a labor saving system. One writing charges up and at same time makes out invoice, accounts are thereby always ready to render.

The strongest recommendations for the **CRAIN SYSTEMS** are our well pleased customers from Halifax to Vancouver. If we have a representative in your city call him up, or write us direct.

THE ROLLA L. CRAIN CO., Limited, OTTAWA CANADA

BRANCHES and AGENCIES:—Toronto Office—18 Toronto St. Montreal Office—74 Alliance Bldg., 107 St. James St. Winnipeg Office—Sylvester-Willson Bldg. St. John, N.B.—Schofield Bros. Vancouver, B.C.—White & Bindon.

Customers are Gained by

Accurate handling of cash
Correct credit charges
Never asking a customer to pay a bill twice
Attention to telephone orders
Tidy appearance of store
Quick service
Courteous clerks
Right change given to children and servants
Truthful statements
Good location

All these good features may be had by using a system that is of advantage to customers. An investigation of the system afforded by a National Cash Register will prove a good investment.

Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing and places you under no obligation.

Tear off here and mail to us today

N.C.R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

Walker Bin Interior.

CONSIDER THE LOSS

that results each year from an untidy, unattractive and inconvenient store—

Loss from shrinkage
Loss from dirt
Loss on shelf-worn stock
Loss of time and labor
Loss of customers
Loss of PRESTIGE

The Cost of Installing Walker Bin Fixtures

providing attractiveness, cleanliness and convenience **IS SMALL IN COMPARISON.**

They not only increase business, but give CHARACTER to it.

Write for Illustrated Catalogue. ***Spring is the best time***

THE WALKER BIN AND STORE FIXTURE CO., LIMITED

BERLIN, - ONTARIO.

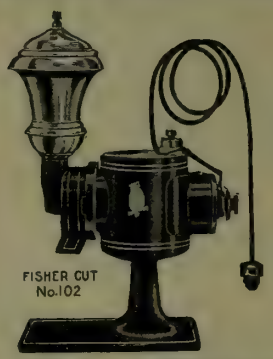
PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.

THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.

Beats gas, electricity, or coal oil.
Satisfaction guaranteed. Catalogue on request.

AUER LIGHT CO., - MONTREAL
Sole Makers.

ELECTRIC POWER COFFEE MILLS



This cut shows one of the de signs we are making.

Fitted with ¼ H.P. Motor furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

BEWARE OF IMITATIONS

TWO BIG SELLERS

Maple Cream Hearts
Twin Block Pure Maple Sugar

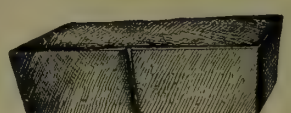
Maple Cream Hearts are put up in Pails of 18 lbs. each, and sell for 20 cts. per lb.

Price Per Pail - ***$2.16***

(No charge for Pails)

Profit to Retailers on one Pail - ***$1.50***

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 ¾-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c sale; in handling this Sugar there is no weighing or waste

Price per Case - ***$3.00***

Profit to Retailer in one Case - ***$1.00***

We are the originators and sole patentees of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify ***Twin Block Maple Sugar*** and ***Maple Cream Hearts*** and you will get the genuine.

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.

HOLBROOK'S

GENUINE Worcestershire

SAUCE

HAS THE

LARGEST SALE

IN THE

WORLD

and is made and bottled in England.

Pause a moment and compare it with other sauces, **then** you will learn the secret of its success ——— and it sells for 25c. per bottle.

Samples and Prices from

HOLBROOK'S LIMITED, - - 28 Front Street E., Toronto

Mother's Favorite

"MELAGAMA" CEYLON TEA

Is fast becoming **the** tea of Canada. Sales are increasing in every district daily. Are you handling it ? If not, let us hear from you. There's money in it, as well as pleased customers. We are also large handlers of all lines of Bulk Teas.

SEND FOR SAMPLES

MINTO BROS., - - - - **TORONTO**

Syrup sells fast these days

It will go faster and show a handsome profit if you offer your customers

Aurora Brand Corn Syrup

in Tins of 2-lb., 5-lb., 10-lb., 20-lb.—Kegs, ½-Brls. and Brls.

Also

Aurora Maple Syrup

with the true smack of the sugar bush about it.

In Tins containing pint, quart, half-gallon and gallon.

See our travellers—write us.

W. H. GILLARD & CO.

WHOLESALE GROCERS

HAMILTON

FOR SPRING TRADE

We have a full assortment of canned fruits, also the following **bottled goods** put up by E. D. Smith of Winona (pints and quarts):

Peaches, Pears, Plums,
Raspberries, Blackberries,
Strawberries and Cherries,

ALSO

Wagstaff's Fig and Lemon Marmalade

LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON, - ONT.

CROCKERY DEALERS

Have you ever examined our line of

English Black Rock Teapots?

We have splendid varieties of both ***PLAIN*** and ***DECORATED,*** at prices which will surprise you. Ask to see them.

THE JOHN L. CASSIDY

CO., LIMITED,

MONTREAL

ORDER NOW—

You will soon need a full line of Brushes, etc., for Spring House-cleaning. We are well prepared to fill your orders for all kinds of

BRUSHES

WHITE WASH
KALSOMINE
SCRUBS
STOVE
SHOE

We guarantee the Quality of every Brush we sell—

OUR PRICES ARE RIGHT
OUR VALUES UNEQUALLED

THE EBY, BLAIN CO., LIMITED

Wholesale Grocers, TORONTO

MINT SAUCE

Something new in the sauce line

A very high-grade attractive line

A sure seller on sight

Particularly seasonable

Our travellers have samples

JAMES TURNER & CO.
HAMILTON

"Perry's Sauce is always good
To use with Fowl and all such food."

The people are asking for

Perry's Worcestershire Sauce

Knowing this fact he is a wise grocer who prepares for custom.

We are selling agents for **Perry's Worcestershire Sauce** and have every reason to believe it has no superior anywhere.

The sauce is fairly priced. It is sure to sell in your store.

We shall be pleased to send you prices.

Taylor & Pringle Co.
Limited

Manufacturers of *Queen Quality Brand Pickles*

OWEN SOUND, ONT.

Selling Agents.

Tartan BRAND

The Sign of Purity

Specials in **Maple Syrup**
" **Canned Goods**
" **Prunes and Figs**

Wagstaffe Fig and Lemon Marmalade
IN GLASS, IS DELICIOUS

Phone **596**, our expense, for particulars.

BALFOUR & CO.
Wholesale Grocers
HAMILTON, ONT.

DISSOLUTION OF THE CANADA GROCERS, LIMITED

For personal, rather than business, reasons the Canada Grocers, Limited, will, on May 1, dissolve into its ten constituent wholesale grocery houses, taking as a basis of dissolution the company's position according to the annual statement of January 1. That this action would be taken was known some months ago, but the public announcement of it was not made until last week's issue of The Grocer.

"The company is disbanding," said its vice-president, Lieut.-Col. Davidson, of Davidson & Hay, "not because it has not been successful, but on account of the desire of some of the members to dissociate themselves from an unpleasant association."

On another occasion he assigned as the reason for the move Amos III, 3, which runs: "How can two walk together except they be agreed?"

Paid Seven Per Cent.

The company's success is evidenced by the fact that it has paid 7 per cent. half yearly on its preferred stock since its organization two and a half years ago, and one half year the dividend was at the rate of 9 per cent. In addition to that a reserve of $100,000 was accumulated and $50,000 was expended in improvements and alterations to offices and warehouses.

The firms included in the company were Lucas, Steel & Bristol, Hamilton; John Sloan & Co., Toronto; Balfour & Co., Hamilton; Warren Bros. & Co., Toronto; James Turner & Co., Hamilton; the Davidson & Hay, Limited, Toronto; W. H. Gillard & Co., Hamilton; Edward Adams & Co., London; J. F. Smyth & Co., Windsor; W. H. Gillard & Co., Sault Ste. Marie; James Turner & Co., Calgary, N.W.T.; W. Somerville & Co., fruit exporters, Hamilton; W. Somerville & Co., coffee and spice mills, Hamilton; John Sloan & Co., Belleville, Ont.; the Red Feather Tea Co., Toronto.

How it was Organized.

The Canada Grocers, Limited, was organized in 1903, by Mr. Lets, an American, who had previously organized the National Grocers, Limited, of Chicago, and since committed suicide. The capitalization was $5,000,000, half preferred stock and half common. The amount actually issued was $1,000,000 of each. Each firm that entered the organization sold its business to the company, receiving payment in cash for their properties and stocks, and common stock for good will. Then each member of the company purchased what amount of preferred stock he desired. Some, in this way, put back into the company all they got for their business, others only part. Each business then became a branch of the Canada Grocers, Limited, and the former owner became manager.

What it was to Do.

The organization was expected to prove an economical advantage in two directions, buying and management. It is claimed by the officers that the expectations in regard to combined buying were fully realized, and that the expected economies of combined management, while of necessity slower of realization, were maturing. This latter, however, even some of the members of the company doubt. For instance, one stockholder said:

"The largest saving was expected in travelers' salaries, but there are just as many travelers on the road now as when the company started. Two of the largest Ontario houses did not come in and every branch had to keep all its men on to hold its own."

The Jealous Eye.

A shrewd observer on the street said: "Instead of minimizing competition the organization fostered it. Each branch was anxious to make a better showing than the others, and it didn't hurt as much to see business go to a rank outsider as to another member of the combination."

But that's not how an officer of the corporation states the case in regard to travelers. The intention, he said, was that instead of having half a score of travelers all representing various branches of the Canada Grocers calling on the trade in one town the same day, to have one man call each day. Of course at first each traveler would represent his own branch, but gradually the trade would be educated up to regard the Canada Grocers as one concern, and so the number of travelers would eventually be greatly reduced.

Two Wrong Ideas.

Two very erroneous ideas are abroad with regard to the Canada Grocers. One is that the company is in some way connected with the Dominion Wholesale Grocers' Guild, and the other is that the dissolution is in consequence of the proceedings taken against the officers of the guild, on a charge of conspiracy, at Hamilton. The Canada Grocers, Limited, has no direct or indirect relation with the Guild, and the decision to dissolve was arrived at before the proceedings at Hamilton were thought of.

While each of the firms comprising the company will take back its business, the company will be continued in order that advantage may still be taken of benefits not incompatible with individual management. All the present members of the company will remain in. It may be assumed that when each business is operating independently the personal idiosyncracies which made combined management distasteful to some will not be obtrusively apparent. Just sufficient capital will be retained to do the business required.

Officers of the Company.

The present officers of the company are: President, Geo. Bristol; vice-president, Lieut.-Col. Jno. I. Davidson; directors, Alex. Turner, John Sloan, Warren Kitson, William Logan, H. C. Beckett, Jas. Somerville, R. T. Steele, R. A. Lucas, F. Smye, S. Screaton, T. Turnbull, J. F. Smyth, Lloyd Newburn, S. Vila, Wm. Somerville.

Effect on the Trade.

To the statement that all the firms in the corporation will take their businesses back there is one possible exception. One of the men in the trade in Toronto desires to devote his energies in another direction, and may not buy back his business. In that case the company will wind it up, it is said, rather than try to find another buyer.

"What effect will the dissolution have on the trade?" the manager of a prominent house was asked.

"None at all," he replied. "It had no effect going in; it'll have none going out."

This very aptly presents the view of the trade generally.

There is much scepticism outside the corporation as to the advantages of combined buying. "I could underbuy them every day in the week," said the head of one firm. There was also a tendency on the part of the importing brokers to hold aloof from such a co-operative effort, and the brokers have an organization of their own.

BARBADOES MOLASSES HIGHER.

A recent cable received stated that the market had advanced 1c. at the islands owing to active buying for Newfoundland, and the fact that the crop was about three-quarters sold. This advance at the islands is equal to practically 1.30 per imperial gallon landed, and would make the laid-down cost about 25½c. Owing to short quantity of molasses from the other islands it is quite probable that higher prices will yet be paid for the balance of the crop.

Since writing above other cables have been received advising that planters were unwilling to sell, and as there were several buyers, high prices were expected shortly.

C. M. A. MEETING.

The Canadian Manufacturers' Association held its monthly meeting on April 10. Although several matters were discussed, nothing, however, was done, the matters being carried over to the next meeting. J. H. Sherrard, of the Ideal Bedding Company, was elected to fill the vacancy caused by the resignation of W. P. Coleman, of the Canada Car Company, whose resignation was accepted.

PROGRESSIVE RETAILING

HOW TO CONDUCT A BARGAIN DEPARTMENT.

(By E. J. Hale.)

If a bargain department is worth instituting at all, it is worth instituting right. Then it is necessary for you to give it enough of your time and personal attention to keep it going right. I assume, if you should open up a bargain department, it is primarily to help your business in general, and that direct profit is to be incidental rather than primary.

Have it well Placed.

And the first thing necessary for you in the institution of a bargain department is its location. By having it properly placed in your store, you score one of the points that assures success.

The very best place for it is down through the centre of your store where all who enter may see it, and be coaxed from a shopping into a buying mood. What is use of offering real bargains unless you put them where they can be seen by the largest possible crowd.

Your bargain department should and will always draw people to your store simply to see what you have on sale for the day. Put the bargains out where customers can see them and they will buy in other lines.

No Expensive Fixtures.

The fixtures for your bargain department need not be expensive, although I would advise you to have them as substantial and attractive as your own better judgment and ability dictates. You can make these fixtures yourself, and all that will be required will be some single, some double and some triple tables. You can even use goods boxes to good advantage. And where they are used, it would be well enough to procure some nice and attractive wall paper and paper them. Your customers then will never know the difference, and if they do, what does that matter?

First Loss the Best.

The main object of a bargain department is to close out "stale" goods. However, in offering these stale or shelf-worn goods, you should mix in some bright, catchy and up-to-date goods, also, in order to make a nice showing. You can hardly expect to get regular prices for these "stickers." Better sell them at some price and put the money back in other goods which you can turn over, and on which you can make a profit.

A bargain department provides an easy avenue of escape for broken lots and slow sellers from all over the store, provided you keep the counter spiced up with a few good, cracking values at all times, so that people will always look there with the expectation of finding real bargains. Of course, commonplace goods offered in a commonplace way will not do the work.

Keep it Alive.

Whatever you do, don't let your bargain department get stale. Always show something new. Shift your goods frequently. This week have glassware in the front and next week in the rear. Change the show cards. Give things a "different" look. Accustom people, your people, to expect something new and good every time they pass by your bargain counter. If you don't, it will soon get like any other department in your house—to be visited only when particular goods are needed.

The purpose of your bargain department is to interest people—to remind them of things they need—to get them started in buying—to sell them something that is a real bargain so that it will bring them back to your store when they need anything in your line.

Have a Reserve Line.

When you receive a shipment, don't display everything at once! But hold back some for to-morrow and the next day. Above all, change your leaders often! Transfer a 10c. item to a 5c. counter and mark it "special for to-day." To-morrow have it back on the 10c. counter. Then put something else on the 5c. counter equally as good.

SECURING MORE BUSINESS FOR THE RETAIL STORE.

By R. E Taylor.

Retail dealers have been complaining a great deal lately of department store competition, and some have even gone out of business on this account. I have found, however, by pushing my business and giving careful attention to the smallest details that the department store is not the bugaboo it is held to be by many in the trade. This competition can be successfully met by retail dealers, but it cannot be done with the tactics used 20 years ago. They must adopt some of the methods used by the managers of the larger class of stores. And these will also be found advantageous by dealers throughout the country, even where department store competition is not felt.

I have given more attention to arranging my show window displays and to getting out printed matter, which I take care to have carefully distributed throughout the neighborhood served by my store. This printed matter has brought results that are very gratifying, and I think that as time passes it will prove more and more profitable and pay larger returns for the time and trouble taken to put it out. I have arranged a book containing lists of kitchen outfits for city homes and country cottages. This is a small book of about 30 pages, and contains price lists of five different housekeeping outfits, arranged for kitchen use and general housekeeping work. These vary in price from $1.50 to $16. It will be well for all dealers to make such a list for their own personal use, if for nothing else, showing what a variety of furnishing goods may be bought for $16. Copies of these goods are wrapped up with articles of merchandise that are sent out, and I can testify that the results coming from people who have received them are very pronounced. People call to see my 73-cent aluminum covered saucepan, or they mention a specific article with the price given in the catalogue. This enables me to trace very readily the work done by the printed matter. By having a printed list the housewife realizes the things she is out of and can find the price of any article desired.

My show windows are carefully filled with seasonable goods appealing to the housewife, and care is taken to change the display frequently. One week agate ware is used entirely, while the next week nickel plated copper ware is presented. Kitchen utensils made of aluminum are now becoming cheaper in price and people are beginning to realize the many advantages of this ware, and take to it readily. I have had more profit resulting from the sale of aluminum ware during the past year than from any other line of kitchen utensils carried. Then, too, there is another advantage in handling it, for it is not liable to be cracked while on the shelves, as is enameled ware.

FAILURE.

What is failure? It's only a spur
To a man who receives it right,
And it makes the spirit within him stir
To go in once more and fight.
If you never have failed, it's an even guess
You never have won a high success.

What is a miss? It's a practice-shot
Which we often must make to enter
The list of those who can hit the spot
Of the bull's-eye in the centre.
If you never have sent your bullet wide,
You never have put a mark inside.

What is a knock-down? A count of ten
Which a man may take for a rest.
It will give him a chance to come up again
And do his particular best.
If you've never been bumped in a rattling go,
You never have come to the scratch, I know!

IDEAS FOR THE INDUSTRIOUS

SUCCESS IS POWER.

"Strength is success. Strength to be, strength to do, strength to love, strength to live. It is not happiness, it is not amusement, it is not content. These will come, but they are not the object."

That is Dr. Edward Everett Hale's definition of success. Success, he continues, is the real object in life. All the other definitions fail. When people say that men live to be happy, they do not express what they mean. A man's real motive should be the use of every power he has to the best he can achieve with it. And we shall gain a great deal in the management of life if we can keep this motive and this object in mind. "I mean to train my hand and my eye to the best they can do. I will make the best of my body." And so again, "I mean to train my mind for the best it can do, to reason, to remember, to plan." And that he may keep body and mind up to the mark in this way, a man resolves to keep his soul, which ought to be master of mind and body, to the very best. "Here am I," the man says. "The body and the mind are my two tools. They shall be the very best I can make them, and shall meekly obey me, who am their master."

Master of the Business.

In endeavoring to solve the great problem, it is well to keep Doctor Hale's wisdom in mind. Success is power. Deep in the human mind is the desire for power. All wish to attain to some measure of it. The soldier who fights a good battle and is victorious is powerful. The mechanic who is the master of his trade is powerful and is a success. Every man who has developed his faculties to the best of his possibilities must be, and is, successful. There is no need for any man to envy another because that other has achieved greater fame, made more money or stands more prominently before the public in a political capacity.

Education a Great Factor.

Every young man should determine to be practical—even poets can be that. Every young man should learn to concentrate. The better his education, the farther along life's highway he will get in the span of years allotted to him, be they few or many. The education is the foundation. He should know himself. He should study his capacity and his limitations. A man undersized cannot be a soldier, nor a man with a crippled leg a sprinter. So there are limitations to the range of mental capacity. Knowing himself, he should strive to utilize whatever ability he possesses to the utmost. Concentrate upon a purpose and stick to it in the face of all obstacles. Hold to the theory that every man has a right to succeed—to use all his powers to the best advantage. Happiness and content will be met with at many a turn along the way.

THE MAN WHO FALLS OVERBOARD

A big business is a steamboat bound for a port called Success. It takes a large force of men to operate this boat. Eternal vigilance is not only the price of liberty, but is the price of every other good thing, including steamboating.

To keep this steamship moving, the captain requires the assistance of hundreds of people who have a singleness of aim—one purpose—a desire to do the right thing and the best thing in order that the ship shall move steadily, surely and safely on her course.

Curiously enough, there are men constantly falling overboard. These folks who fall overboard are always cautioned to keep away from dangerous places, still there are those who delight in taking risks. These individuals who fall off and cling to floating spars, or are picked up by passing craft, usually declare that they were "discharged." They say the captain or mate or their comrades had it in for them.

I am inclined to think that no man was ever "discharged" from a successful concern—he discharges himself.

When a man quits his work, say, oiling the engine or scrubbing the deck, and leans over the side, calling to outsiders, explaining what a bum boat he is aboard of, how bad the food is, and what a fool there is for a captain, he gradually loosens his hold until he falls into the yeasty deep. There is no one to blame but himself, yet probably you will have hard work to make him understand this little point.

When a man is told to do a certain thing and there leaps to his lips or even his heart the formula, "I wasn't hired to do that," he is standing upon a greased plank that inclines toward the sea. When the plank is tilted to a proper angle, he goes to Davy Jones' locker, and nobody tilts the fatal plank but the man himself.

And the way this plank is tilted is this: The man takes more interest in passing craft and what is going on on land, than in doing his work on board ship.

So I repeat: no man employed by a successful concern was ever discharged. Those who fall overboard get on the greased plank and then give it a tilt to starboard.

If you are on the greased plank you had better get off from it, and quickly, too.

Loyalty is the thing—faith. — Elbert Hubbard.

MARK TWAIN'S SERVANT.

Mark Twain has just lost a servant who has been in his employ since the day of his marriage; and, while attending his funeral, the philosopher-humorist uttered a tribute to the dead man which could not have been higher. "In all the time he was with Mrs. Clemens and myself he never ran out. I have had other servants who would say, 'Mr. Clemens, I forgot, and there isn't a cigar in the house,' but that never happened with Patrick McAleer, for he never forgot anything, and I never had to give him an order."

Think of that! "I never had to give him an order." What would the average employer give for a man like that? There are lots of men who can do a thing after they are told with exactness what they are wanted to do. But the man who can divine what is wanted and have it done and ready before the need is felt—that man is beyond price!

It is no wonder that Mark Twain said that "his life ought to rank with that of great soldiers, statesmen and chief justices, for they were no more proficient in their professions than he was in his." "He was with me last summer in Dublin, N.H.," Mr. Clemens proceeded. "I did not give him an order during the summer; and he did not need one."

Of course, one man must learn a great deal about another man's mind before he can fit into it like that; but how many men can learn this lesson in a million years? Ah! but, you say, every man does not want to be a servant. Doesn't he? What man is not a servant in his need to please other people? The successful departmental store king—isn't he a servant? Must he not know what his customers want and get it for them before they ask for it, if he is to succeed? Must he not serve the public through the whole summer and the whole winter "without an order?" The merchant who waits to do things until he is "ordered," is soon ordered off the premises.

It is this ability to catch in advance the mind of another which makes the invaluable servant, the successful merchant, the great politician. An employer who can find such a man has added immensely to his own productiveness; for when he must explain in detail everything he wants done, he almost might as well do it himself. Mark Twain did not put the value of his old servant too high. He was fit to "rank with statesmen and chief justices." His epitaph might well be—"He never ran out."—Montreal Star.

BUSINESS MANAGEMENT

By Howard R. Wellington.

(Continued from issue of April 6th.)

AFTER making the opening journal entries showing the net investment in the business and of what such investment consists, it is necessary to open ledger accounts for the various titles represented in the opening entry.

Below will be found the accounts necessary in the business of Mr. J. M. Russell, and simple rules for the guidance of the merchant in debiting or crediting these accounts, as transactions arise in the ordinary course of business :

This set of accounts will be used later on in the series showing transactions for a period posted up and the books closed, showing trading account, profit and loss account, and balance sheet.

The following rules may be used as a guide in charging or crediting the various accounts, numbered 1, 2, 3, etc.:

Account No. 1.—It is not necessary to make any further entries in this account until the close of the year, when the net profit is transferred from profit and loss account.

The balance in the account at present shows the present worth of Mr. J. M. Russell.

Account No. 2.—The cash account is usually carried in a separate book, although the principles involved are exactly the same. Debit cash for all cash on hand or in bank at commencement. Debit cash for all currency, money orders, cheques, drafts received. Credit cash for all cash paid out or cheques issued. (Specimen cash books will be taken up later).

Account No. 3.—Debit merchandise account at commencement of business for amount of merchandise on hand, as shown on stock sheets.

Debit this account for all merchandise purchased and also for goods returned by our customers.

Credit this account for all goods sold and also for all goods returned to other parties on account of defect or damage.

(The best methods of recording sales will be described later).

Account No. 4.—Debit equipment account at commencement for value of rigs, horses, harness, office and store fittings.

Charge this account from time to time as additions are made which increase the value of the equipment.

Account No. 5.—(Same as No. 4).

Account No. 6.—Charge this account with such items as salaries, light, taxes, rent, insurance, postage, stationery and sundry current expenses.

Account No. 7.—Debit at commencement for all notes and acceptances on hand.

Charge this account as drafts are made or notes received, crediting the customer. When the notes are paid, credit "bills receivable" account in the cash book.

This account may be kept in the general ledger or in a separate book, as desired. (A design for each will be given later).

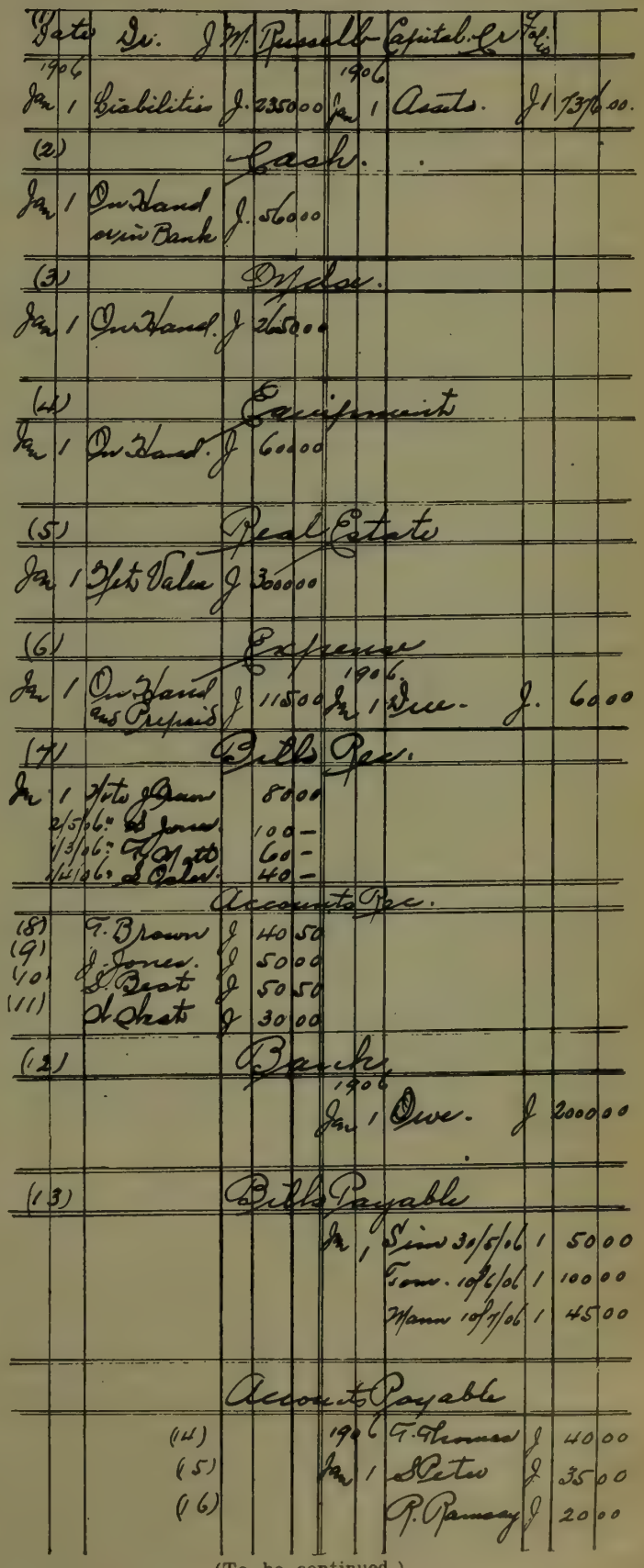
Accounts Nos. 8, 9, 10, 11.—These are ordinary accounts with customers, showing balances owing, to which is added purchases from time to time.

Account No. 12.—The "bank," or "bank discount" account is credited with the amount borrowed, showing as a liability to the business.

Account No. 13.—Credit bills payable account with acceptances of drafts or notes issued by us, charging the party to whom note is given.

When note becomes due and is paid, bills payable account is debited and cash is credited.

Accounts Nos. 14, 15, 16.—These are ordinary creditor's accounts showing balances due to others, to which is added amount of subsequent purchases.


Date Dr. J. M. Russell—Capital. Cr Fol.
1906 Jan 1 Liabilities J. 2350 00
1906 Jan 1 Assets J1 2350 00
(2) Cash.
Jan 1 On Hand and in Bank J. 560 00
(3) Stock.
Jan 1 On Hand J 2650 00
(4) Equipment
Jan 1 On Hand J 600 00
(5) Real Estate
Jan 1 Fair Value J 3000 00
(6) Expense
Jan 1 On Hand and Prepaid J 115 00
1906 Jan 1 Due J. 60 00
(7) Bills Rec.
Jan 1 Notes J Jones 80 00
2/5/06 " " Jones 100 —
1/3/06 " " Watts 60 —
1/11/06 " " Oates 40 —
Accounts Rec.
(8) T. Brown J 40 50
(9) J. Jones J 50 00
(10) L. Beat J 50 50
(11) H. Watts J 30 00
(12) Bank
1906 Jan 1 Due J 2000 00
(13) Bills Payable
Jan 1 Sims 30/5/06 1 50 00
Tom. 10/6/06 1 100 00
Mann 10/11/06 1 45 00
Accounts Payable
(14) 1906 T. Thomas J 40 00
(15) Jan 1 H. Peters J 35 00
(16) P. Ramsay J 20 00

(To be continued.)

CALIFORNIA FRUIT PROSPECTS.

The following early estimate of the conditions of the prospective California crops has been received at the office of The Canadian Grocer :

Although too early to give positively or definitely the size of the crops of fruit of the different varieties we will have in the state this year, we can give an outline with a good degree of accuracy, and barring unusual occurrences, general conditions, considering all districts as a whole, will be about as below indicated.

CHERRIES—The very early varieties will be light, while black Tartarians are fair to good crop. It is too early to declare firmly on Royal Anns, but they promise a very good crop indeed. The first express refrigerator carload will go forward about May 1.

APRICOTS—Very light crop, in fact in some places in the shipping districts a complete failure.

PEACHES—Very early varieties such as Alexanders, Hales, Triumph, Imperial and St. John, good crop. Crawfords, Fosters, Susquehannas, Elbertas, etc., fair to good. Late Crawfords, Picquets and Salways, fair. Clings, light to fair. There will be the usual quantity of peaches for shipping purposes.

PLUMS AND PRUNES — Excepting Clymans, the very early varieties such as Abundance, Botan and Red June are light. Burbank, Tragedy, Climax, etc., fair to good. Wickson, Satsuma and Kelseys, very light, while Purple Duanes, Gros, Egg, German, Fellenburg, Giant, etc., are very good.

BARTLETT PEARS promise good crop. The percentage of damage by blight in the heavy producing districts is small, so that we should have a good output this year.

GRAPES—Prospects in all districts splendid. No damage reports whatsoever.

RAINFALL—We have had plenty of rain to mature all crops even if no more should fall.

DATE OF RIPENING—The rain and cool weather have retarded growth somewhat and the season, comparatively, now appears to be about ten to fourteen days later than last. In other words, instead of being quite early it will be about normal or a little earlier.

CALIFORNIA FRUIT
DISTRIBUTORS.

COMPANIES INCORPORATED.

Provincial charter has been granted to the Belleville Fruit & Vinegar Company, Limited, to carry on the business of manufacturers of jams, jellies, canned, dried and evaporated fruits, cider, vinegar, and other fruit products, and to produce, purchase, sell, prepare and deal in fruits of all kinds and fruit products, with incidental and subsidiary powers. The share capital of the company to be forty thousand dollars divided into four hundred shares of one hundred dollars each, of which two hundred shares to be preference shares, the head office of the company to be at the city of Belleville, and the provisional directors of the company to be Robert James Graham, Henry Willis Ackerman, Egbert Perry Frederick, Henry Campbell Hunt and William Charles Springer.

Provincial charter has been granted to the Bartle Sugar Company, Limited, to import, manufacture, refine, buy, sell and otherwise deal in all kinds of sugar, molasses, syrups, and the products of and from sugar cane and beets, and to transact all business incidental and conducive to the said objects and the economical carrying on of the business of the company, and to grow sugar canes and sugar beets, with incidental and subsidiary powers. The share capital of the company to be one million dollars divided into ten thousand shares of one hundred dollars each, the head office of the company to be at the city of Toronto and the provisional directors of the company to be John Frederick Holliss, Thomas Hubert Wilson and Gordon Richard Brady.

Provincial charter has been granted to the Sarnia Match Company, Limited, to manufacture and sell matches and box-shooks, match-boxes and all other articles necessary to the business of the company, including match machinery. The share capital of the company to be three thousand shares of one hundred dollars each, of which one thousand five hundred shares to be preference shares ; the head office of the company to be at the town of Sarnia, and the provisional directors of the company to be John Martin Diver, Frederick Forsyth Pardee and Ernest Charlton Barre.

Dominion charter has been granted to Compagnie E. D. Marceau, Limited, to manufacture, buy, sell, and carry on the general line of business incidental to the grocery trade and to grocers' supplies and similar products. The total capital stock of the company to be one hundred and fifty thousand dollars divided into fifteen hundred shares of one hundred dollars, and the chief place of business of the said company to be at the city of Montreal, in the Province of Quebec.

BUSINESS PERSONALS.

T. H. Ryan, of D. A. McPherson & Co., has left for a month's trip to New York and Atlantic City.

Hugh J. Hickey, of Mason & Hickey, Winnipeg, went east last week on a fortnight's business trip.

Thomas Montgomery, of Thos. Montgomery & Son, Montreal, is in New York at present on a business trip.

M. Bull, president of Royal Crown Co., Winnipeg, has gone to the Harriston Hot Springs for the benefit of his health.

H. R. Arnold, western representative of T. H. Estabrooks, wholesale tea merchant of St. John, N.B., was in Winnipeg last week calling on the trade.

W. H. Dunn, Montreal, is in Toronto this week. Before returning Mr. Dunn will call upon the trade in Hamilton, London and Western Ontario and New York.

Armand Chaput, of L. Chaput, Fils & Cie., Montreal, left last Friday for New York, where he intended spending the Easter holidays, as well as combining business with the pleasure trip.

J. Brown, general merchant of Neepawa, Man., was in Winnipeg last week on his return journey from Edmonton, where he went early in the month with a party of capitalists interested in the western city.

W. M. Harrison, who for the past five years represented Salada tea in the Eastern Townships, has opened up a general store in Bedford, P.Q. The Grocer wishes him success. M. Ste. Marie is being removed from the North Shore to take Mr. Harrison's old ground.

J. McCuaig, representing the Walker Pivoted Bin & Store Fixture Co., Limited, Berlin, Ont., spent a few days in Montreal last week, on his return from the Maritime Provinces. Mr. McCuaig reports very satisfactory trade and prospects bright in that section. J. H. Maiden introduced him to the local trade here.

William Duff, managing director of the Atlantic Fish Company, Limited, Lunenburg, N.S., was a visitor to Montreal this week. In company with A. H. Brittain, eastern representative, he called upon the local trade. He speaks highly of the success with which Duff's Scotch-cured boneless herring is meeting among the trade, and looks for large business in this new style package.

J. F. Eby, of the Eby, Blain Co., Limited, Toronto, was a visitor to Montreal the latter part of last week. The Canadian Grocer representative spent a few pleasant and interesting hours in his company last Saturday. Optimism is one of Mr. Eby's characteristics and he speaks hopefully of the future of the grocery trade ; developments are all in the right direction and prospects were never brighter.

WINN & HOLLAND, LIMITED.

The following notice has been issued by Winn & Holland, manufacturers' agents, of Montreal, referring to the recent incorporation of their firm :

"55 St. Francois Xavier street,
"Montreal, March 28, 1906.

"We beg to announce the incorporation of our company under letters patent of the Dominion of Canada, to take over and continue the business of Winn & Holland.

"There will be no change whatever in resources or management, and our aim will be to merit a continuance of the confidence and support accorded to the late firm since the establishment of the business in 1844.

"WINN & HOLLAND, LIMITED."

EXHIBITION IN AUSTRALIA.

The exhibition branch of the Department of Agriculture at Ottawa is collecting exhibits for the exhibition which is to be held in Christchurch, New Zealand, opening on November 1. Already some fifty Canadian manufacturers have signified their intention of making an exhibit. As the Government pays all costs in connection with the exhibition, it is expected that this number will be greatly augmented. The exhibits will be taken from central points and forwarded in carloads to Vancouver, whence they will be shipped to New Zealand via the Allan Line Steamship Company, which is under contract to give quick direct service between Vancouver and New Zealand every sixty days. Manufacturers may obtain full information by applying to the exhibition branch of the Department of Agriculture, Ottawa. Applications for space will close July 1, provided the space contracted for by the Government is used up by that time.

PERU A NEW SUGAR COUNTRY.

Reporting upon the sugar industry in Peru, T. F. Sedgwick says:

"The progress of Peru's sugar industry with the last decade has been marked. The exportations of sugar have increased in that time from about 72,000 to 132,000 metric tons, as will be seen by the export list:

	Metric tons.
1896	71,735
1897	105,463
1898	105,713
1899	103,706
1900	112,222
1901	114,637
1902	117,361
1903	127,673
1904	131,957

"The production of sugar at the present time is probably in the neighborhood of 150,000 tons.

"Judging from the results at Cartavio and what has been learned of other estates, it would be conservative to estimate that the output of commercial sugar from the acreage of cane now annually cut could be increased fully fifty per cent. by intensive cultivation and the introduction of the most efficient machinery, particularly milling machinery.

"In addition to the sugar lands, cultivated and uncultivated, now under the water system, many thousands of acres could be put into cultivation if the mountain water supplies were made available. It ought not to be a very difficult problem to control and conserve the super-abundant waters of the flood season.

"Satisfactory flowing wells have been sunk near Lima, and it is quite probable that other flowing wells could be successfully sunk on estates that care to increase their water supply.

"The cost of producing sugar should be less than in many other countries. As the lands are level or gently sloping, all kinds of labor-saving machinery can be utilized. Since grinding can be continued throughout the year, proportionately smaller factories are sufficient, and labor can be better regulated both in field and factory. The labor system is good and the price of labor is reasonable. As yet it has not been possible to get full or satisfactory figures leading up to the cost of the production of sugar, but the managers of several of the best estates have placed the cost at about 1.2 cents (gold) per lb.

"Peru is essentially a sugar-growing country, possessing the conditions that should, under systematic development, make it rank high among cane sugar countries."

OTTAWA'S STEADY PROGRESS.

C. H. Crysdale, of Oshawa, Ont., was in Toronto this week on one of his periodical business trips. He says that the outlook for business in Oshawa is unusually bright. Several of the factories there are enlarging their buildings and plant on account of the growing business which they are experiencing, and there have been several sales of real estate at figures in some instances double those asked a few years ago. The building trade is in consequence very busy. The water works system promises to be of great advantage to the people of the town. The county fair, which has heretofore been held at Whitby, will hereafter be held in Oshawa. A board of trade was recently organized there and the leading business men of the town are taking an active interest in it.

A CONSTANT REMINDER.

A handy ash tray—one of those little items useful for a hundred and one things, and without which the constant smoker cannot rest content—such is a souvenir article which has found its way into The Canadian Grocer office. Its form is that of the Canadian flag floating in the air, and it is gotten up brass polished and blue. Neatly emblazoned on its surface are the words "Empire Brand," which is a reminder that it has emanated from the enterprising firm of Lucas, Steele & Bristol, Hamilton, who are the pushers of that line of groceries and canned goods.

A NEW PRODUCE COMPANY.

A report is current of the formation of a new produce company in Western Ontario, composed of many of the old and well known houses of that district. The company will have cold storage warehouses at Montreal and Toronto, with main offices at the latter place. The idea appears to be that of a purely commercial company to handle the products of the various firms incorporated.

AMAZING GROWTH OF RICE EXPORTATION IN AMERICA.

In 1886 the production of rice in southwest Louisiana amounted to a little over two hundred carloads, and six years later, in 1892, it had reached 7,000 carloads; while in the season of 1904, according to the official reports of the Rice Association of America and the Rice Millers and Distributors' Association, the crop of Louisiana and Texas aggregated 5,127,451 bags of rice, and during that season American rice was exported to almost every country of Europe, besides Cuba, Porto Rico, the Hawaiian Islands and Central American states.—J. L. Wright in Sunset Magazine.

The above cut shows the exhibit of "Red Rose" tea at the recent Pure Food Show, Toronto.

AMHERSTBURG FIRE.

The grain warehouse of Barron, Bailey & Bailey, grain buyers, Amherstburg, Ont., was totally destroyed by fire recently. Loss about $5,000 on grain and building; insurance $2,200. Origin of the fire is supposed to be the stove in the office while all were at dinner.

AGENTS WANTED.

A firm of mushroom catsup manufacturers in Great Britain are desirous of appointing Canadian agents for their goods. Particulars can be had by applying care of Editor Canadian Grocer, Toronto.

THE NEW CANNING FACTORY AT NIAGARA.

The new enterprise in the canning industry to which attention was called in a recent issue of the Canadian Grocer, is making substantial headway. The two prominent men in the enterprise are E. D. Smith, of Wentworth, and T. E. Owens, of Picton, both of whom are men of great experience in all branches of the trade. Both gentlemen have already extensive interests in canning industries, Mr. Smith being well known as the canner of the E.D.S. brand of goods, and Mr. Owens in connection with the Quaker brand.

Mr. Owens arrived from New York on Monday, where he has been for the last ten days on business in connection with the new factory being built in the Niagara district.

It is intended to make this the largest and most up-to-date canning factory east of the Rocky Mountains. Four lines of machinery will be installed, which will make the plant capable of packing two hundred thousand cans in ten hours. Plans are being drawn by New York architects, who make a specialty of building canning factories, and one of the best known men in New York State in the canning business has been engaged as superintendent. It is intended to look after export as well as home business. Mr. Smith has some four hundred acres of fruit orchards in the Niagara district, as well as extensive nurseries, and is one of the largest growers and shippers of deciduous fruits in the Dominion. All this tends to make a combination that should make for a successful business from the start.

A "SURPRISE" PAMPHLET.

Premiums are at the present moment the order of the day in Canada, and are by many considered a good method by which to encourage trade and to create interest. It is really surprising the great care and expense to which firms go in maintaining these systems. The Canadian Grocer is in receipt of a handsomely gotten up premium pamphlet bearing on the front page the familiar pictures of the dainty dairy maid peculiar to "Surprise Soap" fame, and which marks it out as emanating from that firm. The pamphlet in itself is a veritable picture book, illustrated from cover to cover with pictures of their multitude of premiums given for Surprise soap wrappers. There is no doubt a copy of this handy booklet would be forwarded on application to the St. Croix Soap Mfg. Co., St. Stephen, N. B.

BUSINESS NOTES.

Elzear Huot, manufacturer of wines, Quebec, has assigned and V. E. Paradis has been appointed provisional guardian.

The creditors of the estate of D. Sabourin, general merchant, St. Isidore, Ont., have been notified to file their claims with the administrator of the estate.

D. W. Clark, grocer Bellevue avenue, Toronto, is building himself a new store at 248 Avenue road, and expects to remove to it about July. The new store is to be modern and handsome in its appointments, befitting a trade in what is coming to be one of the choice residential sections of the city.

Canada has 29 cold storage plants for bait in operation and a number of others in course of construction—21 in Nova Scotia, 5 in P.E.I., 1 in New Brunswick, and 2 in Quebec. The Canso plant has a capacity of 10,000 barrels of bait. It has had a good effect on the fishing of the provinces, and has been quite profitable for all concerned.

An important meeting of the town council of Richmond, Que., was held to decide whether or no grocery licenses should be issued. Three applications came up for consideration, but opposition was manifested by the local clergy. Unless new applications are filed, there will be no grocery licenses for the ensuing fiscal year.

RICE GROWING IN AMERICA.

There are raised in America only two varieties or "styles" of rice—the Honduras, having an oblong grain, and the Japan, having a short oval grain.

In the Carolinas and Georgia and the Mississippi River territory, only the Honduras is raised, while in south-west Louisiana and Texas honors are about equally divided between the two mentioned.

Prior to 1893 only the Honduras varieties had been planted in America. Several cargoes of imported Japan rice had been received in New Orleans and milled there, and upon finding that it met with favor, Gustave A. Jahn, now of Beaumont, one of the pioneer rice men, sent a few hundred pounds of this Japan rice to the Crowley district for experimental planting.

Notwithstanding the doubts and unfavorable opinions of the more sceptical rice men, the Japan rice grew as satisfactorily in Louisiana as upon its native soil in the land of Nippon; and as a result of Mr. Jahn's little experiment twelve years ago, thousands and thousands of acres of land are now planted in Japan rice, about forty per cent. of the Louisiana and Texas plantings being of this variety, which gives us still another example of the marvelous progress of the rice industry.

During the past few years the imports of Japan rice have fallen off from 27,996 tons in the fiscal year ending June 30, 1899, to a few insignificant consignments received for seed rice purposes during the past year.—J. L. Wright in Sunset Magazine.

MILLING COMPANY'S PLANS.

The Lake of the Woods Milling Company is planning to build an oatmeal mill of large capacity, and some thirty new elevators in different parts of the west. This was decided at a meeting of the directors of the company which was held last week to ratify the purchase of the Keewatin mills. The new Keewatin mills, which have been taken over, will make it necessary to have these buildings to properly handle the grain. The grinding of oats is something new for the Lake of the Woods Milling Company. The new oatmeal mill, which will be most modern, will be situated at or near Portage la Prairie.

A USEFUL SOAP DEVICE.

A comparatively new article which is rapidly coming into general use in America, and one which everywhere recommends itself to the public, is a new type of apparatus for providing small quantities of soap in public lavatories to each individual user. Numerous contrivances of this class have been on the market for several years, but as is customary with all new ideas, the first articles to appear were more or less crude and unsatisfactory.

The purpose of the system is to do away with the indiscriminate use of ordinary soap by all users of a public washstand. This end is accomplished by attaching to the wash bowl, or to the wall near by, a compact little device, called a granulator, which gives out any quantity desired of finely granulated soap in response to the operation of a small handle on the top of the granulator.

The need for a new and better way of using toilet soap has been common talk among physicians for years, as it was well known that the promiscuous use of the same cake of soap by numerous people has been a frequent means of spreading disease-laden germs. Some startling discoveries in this line were recently made as a result of tests of cakes of soap taken from certain hotels in New York city, including one or two of the very best, and at least one from a section whose residents and visitors are rarely suspected of special attention to the subject of cleanliness.

It was found that the big hotels had little ground for sneering at the more humble hostelries. Nearly all the samples examined bore unmistakable evidences that the hands which had used them were sadly in need of soap, and, still worse, that the soap itself constituted an attractive depository for the substances which are usually supposed to take their departure through the wash basin.

It is claimed that the granulators, in addition to their great hygienic advantages, are a source of economy. In the first place they thwart the purpose of that part of the general public which derives its entire soap supply from public buildings, and in the second place they discourage the tendency of many people to use too liberally something that costs them nothing. The average user of the granulator will extract from the apparatus only as much soap as he needs, whereas if he has unrestricted opportunity to use the article in cake form he is never too careful to practice the gentle art of economy which he knows in his own home.

Few New York hotels and office buildings are now without the granulators or similar devices, which have so many advantages that there is every reason to anticipate their universal introduction in the near future.

Think no evil and you will say nothing wrong, and do no wrong.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Bode's Gum Co., Montreal.
Bradshaw, I. D., Toronto.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Maclure & Langley, Toronto.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Nelson, H. W. & Co., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Benedict, F. L., Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Maclure & Langley, Toronto.
Mott, John P., & Co., Halifax, N.S.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk and Canning Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto
Windsor, J. W., Montreal.

Flavoring Extracts.
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THE PURE FOOD SHOW.

The Toronto Pure Food Show has been a success. It has already considerably more than paid expenses, and it will return to the four gentlemen who promoted and financed it a handsome profit. They have earned it. Since early in December they have been at work on the undertaking, and they have backed their energy with their cash Three of them are grocers, each with a large business of his own—M. Moyer, G. Good and F. C. Higgins—and the time they put into the show was overtime. It cost over $6,000 to finance the undertaking, but on Tuesday last the expenses had been more than paid. Half Wednesday's receipts was donated to the Japanese relief fund. That, this year, was the only beneficiary beyond the promoters.

"There aren't three other grocers in the city who would venture on the enterprise," said one of the managers. "There's a good deal of work in getting 70 manufacturers to exhibit, and then arrange for the attractions to draw the people. The advertising is a big thing, too. You have to keep at it."

"When are you going to make it in fact, as well as in name, a pure food show, by requiring each exhibitor to furnish a certificate by a qualified chemist that his goods are pure?" he was asked.

"We'll come to that," he replied, but he thought that for the present the undertaking could not make good on that basis.

"Do you find that the people come out of an interest in pure food?"

"No, but the demonstrations in the booths give it to them when they get here."

It was intended to give daily lectures on food subjects, and half a dozen were given, three by Mr. A. McGill, analyst to the pure food branch of the Inland Revenue Department, Ottawa, but it was found expedient to discontinue them. They did not attract in opposition to the more sprightly form of entertainment of the show itself. Mr. McGill came at the instance of the Minister to try and disseminate knowledge about the working of the adulteration act. The attendance at his lectures was not sufficient to make that part of his mission a success. Even when all the grocers in the city were notified by post card of the lecture on cream tartar tests, a mere handful responded.

Mr. McGill, however, got into touch with the trade in a way that will prove useful to himself and the department, and he learned a lot about the pure food show which also was worth his while.

TIN PLATE COMPANY'S PROGRESS

Stories that the Canada Tin Plate & Sheet Steel Company are ordering machinery for their new plant at Morrisburg, and that the plant will soon be in operation, have been investigated by Hardware and Metal, but all that appears to be under way as yet is a small order for shafting and pulleys being filled by the Polson Iron Works, Toronto. A large order for special machinery is said to be promised later on.

The buildings being erected at Morrisburg are not in any shape for the installation of machinery, the floors not yet being concreted. The steel building, about 600 x 60 feet, is roofed with matched spruce, to be covered later with roofing paper, and a stone building, about 160 x 60, is in a similar condition, and work is proceeding very slowly, not a man being working when our representative visited the plant. While it is claimed that from $100,000 to $200,000 has been expended, not over $25,000 or $30,000 appears to have been outlaid so far.

The Morrisburg Town Council, however, is going on with the power scheme, having let the contract for the plant complete, to include the power lines to the factory, all excavations, machinery, etc., for $73,600, the plant to develop 1,100 horse-power. Mr. Birmingham, of Ottawa, is the contractor, and Mr. Shipman the engineer, the latter being the fourth engineer employed by the municipality up to the present time.

Mr. Allison, who is to get $2,250 cash for a site for the factory from the municipality, has deeded to the Tin Plate Company eight acres of the 240 acre farm he purchased for $15,000. He has also laid out 300 building lots, and should he succeed in selling them for $200 each he will net $62,250, and still have over 100 acres of land left.

The company has been very dilatory in making its returns to the Provincial Secretary, and although the Incorporated Companies Act provides that all companies failing to make returns by February 8 of each year shall be liable to a fine of $20 per day, the Tin Plate Company did not make returns until March 23, no fine being imposed, however. The returns show that of the $1,500,000 share capital $565,400 has been paid up, and $5,450 remains subscribed for and unpaid, shares not yet allotted amounting to $934,600. Of the stock subscribed for $548,300 has been allotted to various shareholders free from call, only $17,100 being subject to call, of this $8,249 having been paid in answer to the two calls already made. What consideration was received for the shares issued free from call has not been learned, but the returns show that 5,654 shares, equalling the paid-up capital of $565,400, have been allotted for property concessions.

The largest shareholder is J. Wesley Allison, he holding $321,500 worth; G. H. Meldrum, the president of the company, holding for himself and in trust three amounts of $41,000, $28,700, and $55,500, totalling to $125,200. The directors and their holdings are: W. P. Bull, barrister, Toronto, $10,500; Arch. Campbell, M.P., $1,000; Hon. Richard Harcourt, $3,500; J. J. Main, manufacturer, Toronto, $10,500; E. P. Pearson, insurance agent, Toronto, $10,500, and A. C. Pratt, M.P.P., who holds stock worth $500. Other well-known shareholders are Hugh Graham, proprietor of the Montreal Star, $1,000; F. B. Polson, manufacturer, Toronto, $3,000; S. Nordheimer, manufacturer, Toronto, $2,500; Premier Whit-

net, $500, and E. C. Whitney, Ottawa, $10,000. Altogether there are nearly fifty shareholders, a large number of these being in England and Ireland.

It is currently reported that the company's tin plate expert, Mr. Lewis, will leave shortly for England, his mission being to engage Welsh laborers experienced in tin plate making. There is some doubt expressed, however, regarding this, some saying that Mr. Lewis may not return to Canada if he makes the trip.

CANADIAN FISH INDUSTRY.

The increase in the consumption in canned fish in Canada is rather remarkable, and has resulted in the establishment of a number of small factories about the Nova Scotia Coast.

We have not the statistics at our hands at the moment as to the total number that are now operating, but at present there seems to be more than enough to supply the present wants of Eastern Canada, while the industry is springing up on the western coast in British Columbia.

A few years ago lobsters were the only article that were canned to any extent. The price on these, however, is now so high that they are beyond the reach of buyers. Later on canning finnan haddies was begun at Digby, N.S., and is now carried on at a number of points. Subsequently kippered herring and herring in tomato, after the Scotch style, became an important industry, while small herring put up as sardines is one of the largest lines at present existing.

The canners of Canadian fish appear to suffer very much, like many of the farmers do when selling their apples, considering that anything will do for the Canadian market, the natural consequence has followed to discredit largely the use of canned fish.

There are a few high-class canners whose goods are fit for any market in the world, but they complain bitterly of the utter want of support by the distributing trade of high-class goods, and for years past have canned fish, not only without profit, but frequently at a loss, hoping the tide would turn. The craze for cheap goods, however, continues, and we learn from different canners that they will abandon the Canadian market altogether rather than continue. This certainly is to be deprecated, as we want the best of goods in Canada, nothing being too good for Canadians.

During the last few years the supply of haddock has been decreasing, and unscrupulous canners have substituted other fish for them under the same name. The consequence has naturally mitigated against the trade, as it is impossible to find any fish to take the place of the haddock.

Herring also were very poor during 1905, and canners who had sold early in the season found themselves badly put about to fill orders. The same equally applied to Scotch canners.

BETER APPLE PACKING.

The latest news to hand speaks of greater care being taken in the methods of packing apples for the export market. One authority gives it as his opinion that since the recent activity of the fruit inspectors quite ninety per cent. of the packing has been straight packing, equal in every way to Government requirements.

This is highly satisfactory, and it is to be hoped that the coming season will see inaugurated those reforms which have been clearly demonstrated as necessary for the substantial development of the industry.

In turning to one of the most recent reports from Commercial Agent W. A. MacKinnon, the matter is put in a most serious light and should speak as a warning to both packer and broker. He says :

"I have also had complaints of 'overfacing,' and some of the smallest and meanest apples I ever saw have been sent to this office as a fair sample of what was found beneath an ordinary 'No. 2' face. I am aware that the packers of some of these lots have been prosecuted and heavily fined for similar misdoings which were discovered by the inspectors in Canada, but unfortunately the evil effects of business methods of this kind on the reputation of Canadian fruit are not counteracted by any prosecutions, or by the imposition of any penalty. The trade here see the fraud, and most of them never dream that any punishment has been meted out to the wrong-doers. They simply conclude not infrequently that Canadian shippers are untrustworthy."

The serious import of such an impression as this on the minds of foreign buyers will be manifest when it is pointed out that in one comparatively small district the amount involved in its apple trade during the past season was no less a sum than $100,000.

This is an industry which cannot be allowed to suffer at the hands of a few unscrupulous and often irresponsible men. And it is this class of packers which are mainly to blame.

We are far from believing all that has been written and said on this subject. There are men who are foremost in the ranks, and stand high in the estimation of all sections of the trade, and we refuse to believe them capable of jeopardizing a name and trade which has only been built up by years of industry.

It is rather the man who, acting merely as an agent, and has no name to lose, and may be here to-day and gone to-morrow, that stoops to these nefarious methods, and upon these the law should be brought to bear. It is of the first importance to secure the confidence of the buyer abroad, and any and every means to that end should be employed.

THE GRADING AND MARKING OF BUTTER AND CHEESE.

The advisability of marking and dating the several lines of export produce has often been discussed, and has been recently again brought to the front by advices coming to hand from England. The particular complaint appears to run on the butter and cheese exports.

The subject is no doubt one of first importance. It is imperative in commerce that the buyer knows all that is to be known concerning the article for which he is negotiating, and the need of some sound principle upon which to go is nowhere more manifest than in the purchase of such lines as butter and cheese on the British market. Often the most a buyer can do on that side is to pass along the warehouse and draw his samples from a few likely looking tubs or boxes, as the case may be, and upon this he must bargain for perhaps a few hundreds of goods. If after his purchase it is found that the bulk consists of a variety, instead of uniformity of quality, the result of his deal may be to him a disastrous undertaking financially, and not less so to Canadian trade. The reading of the following small paragraph of six lines from Commercial Agent W. A. MacKinnon is therefore pregnant with meaning :

"There continues to be a strong impression of opinion to the effect that Canadian cheese will not hold as good a place in the market which it might win, unless and until every cheese is dated to show the month in which it is made."

The suggestion is no doubt a good one, and carries on the face of it an idea of what would meet the case. In some reports a further suggestion has been made, particularly in the case of butter, that the name and address of the actual producer be clearly marked on the package. There are difficulties in both these suggestions, but which, however, may meet with solution whilst fully following the spirit of what is desired. For instance, many of these goods are collected from small dairies, in very small quantities, and often at a variety of dates for one and the same consignment, so that the multiplicity of the marking would probably only add a further feature of difficulty, as buyers would natur-

ally insist upon same dates being sold in one lot and each dairy being classified and separately sampled; indeed, unless this were so it is difficult to see that the desired good would result.

After looking at all the interests at stake in this proposition it would seem as though by far the most rational way to deal with this question would be to have sufficient qualified men at the points of export embarkation, whose special duties would be to examine and grade all packages placed for export, the special grade, date, and name to be forthwith clearly marked on package. It would really serve very little purpose for the foreign buyer to know the exact locality as long as the mark were absolutely reliable. As regards the dealer on this side, he is always in a position to trace his package by reason of the usual number of the dairy.

By adopting a scheme on such lines as these the foreign market would be served most effectually by establishing a consistent system of grading at the right moment, and fixing the date, place and owner at the time of grading. Furthermore, the service to Canadian trade would be immense, as it would insure that nothing passed out except under honest commercial grading.

THE MUCK RAKE.

President Roosevelt stirred a Washington audience the other day with some remarks on the man with the muck rake, applying Bunyan's conception to the individual who can see nothing but graft or crookedness in the conduct of public and financial affairs. He recognized the necessity for removing filth when it existed and applauded that kind of public service. "But," he concluded, "the man who never does anything else, who never thinks or speaks or writes, save of his feats with the muck rake, speedily becomes, not a help, but one of the most potent forces for evil."

A newspaper guided on the muck rake plan is a greater evil than the individual in the ratio of its circulation to one. It is worse than Samson's forty foxes with the blazing tails. There are men and there are newspapers that allow themselves to be stampeded to grasping the muck rake by a revelation of evil in one place or a dozen places. That indicates merely lack of mental balance and too little faith in human nature. But there is a newspaper that goes deliberately into the muck rake business for commercial purposes. Without regard to individual or financial consequences they grovel with the muck rake, bending their energies to enflame the public mind and create sensations by distortion and misrepresentation of fact or the presentation of partial truths.

In the eyes of such papers every business organization becomes a combine or a trust and every financial institution is regarded with suspicion. This attitude on the part of a newspaper does infinite harm.

IS THE PROSECUTION OFF?

The Hamilton prosecution of the officers of the Dominion Wholesale Grocers' Guild on a charge of conspiracy in restraint of trade was adjourned four weeks ago until next Tuesday, April 24. But it will not go on on Tuesday, nor for sometime to come. At least if it does there will be a disappointed lot of wholesale grocers in Ontario.

"It won't go on on Tuesday," said a prominent member of the guild this week. "Why should it? If there's been any offence it has been merely a technical one, because the profits in the wholesale grocery business are less than in any other line I know of. Why, we don't average two per cent. over running expenses. If there has been any infringement of the law we want to know it. All we can get now is a legal opinion, and even judges are not always agreed, to say nothing of lawyers.

Going to the Government.

"We're going to the Government at Ottawa on Friday, wholesalers, retailers and manufacturers, and we're going to ask that the meaning and intent of the code be made plain. Then we're going to ask also for the appointment of a permanent commission of business men who will constitute a tribunal for the hearing of issues involving trade questions and conditions. So until the Government at Ottawa deals with our requests, it would be folly and a useless waste of time and money to go on with the case at Hamilton."

"Would you have the proposed commission an itinerant body like the Railway Commission?" he was asked.

"Oh, my, no," was the reply. "Why, it might not have to meet once a year."

Attorney-General More Captious.

Hon. J. J. Foy, Attorney-General, was asked about it by a Grocer reporter and he was not at all positive about the suspension of the conspiracy proceedings at Hamilton. The reporter saw the provincial law lord and master of all Crown attorneys as he sat at his desk in the Legislative Chamber after the House adjourned on Wednesday evening.

"Well, if he knew and was an honest man I suppose he was right," replied Mr. Foy after hearing what the grocer had told the reporter, "but I don't know. They came to me about the matter and I asked them to send me some more papers and those I got only today. Then I must see Crown Attorney Washington to find out what he has to say, and I haven't even written to him yet. It wouldn't do to act on a one-sided statement, you know."

Deputation Saw Him.

A deputation of the guild members from Toronto and Hamilton waited on the Crown Attorney ten days ago, represented to him the action they purposed taking at Ottawa, and submitted the advice of their lawyers that the prosecution at Hamilton had at best no better basis than a merely technical offence.

The annual meeting of the Dominion Guild was held in Montreal Thursday, and to-day a large deputation including most of the members of the guild in attendance at the annual meeting, representatives of the provincial committee of the grocers' section of the Retail Merchants' Association, and a number of leading manufacturers will wait on the Government to urge the clarifying of the law and the constitution of a business commission.

SALT WAR IN THE STATES.

The salt interests of the Eastern and Middle States are at war and the result is cheap salt. It was started by the Ohio Salt Company, an independent concern, because the trust, the International Salt Company, had invaded its territory, secured to it by agreement with the trust. Other independent companies with similar agreements as to territory also complain of invasion and are breaking away.

The trust's answer to the Ohio Company was a deeper cut of 15 cents a barrel below the Ohio level. Here are the trust's old and new prices:

	New basis.	Old basis.
Bulk, dairy, 320-lb. bbls.	1.32	1.64
Sacks, 224 lbs.	.85	
200 lbs.	.76	
Barrels, 100 3-lb. pockets	2.06	2.36
70 4-lb. pockets	1.87	2.15
40 7-lb. pockets	1.74	2.02
28 10-lb. pockets	1.70	2.00
20 14-lb. pockets	1.65	1.90

MR. MARSHALL'S PLANS.

The resignation of David Marshall from the management of the Canadian Canners came as a surprise to the trade. Mr. Marshall by his long connection with the canning industry is very widely known, and is regarded for his amiable personality as he is respected for his business ability.

Although giving up the management of the great canning consolidation he was so large a factor in organizing and placing on its present basis, Mr. Marshall still retains his connection as a member of the firm and a stock-holder.

As to his future plans Mr. Marshall is not in a position to make an announcement just at present.

CUT RATE WAR.

Import commodity rates have been greatly cut recently by American trunk lines. These rates come into force from Philadelphia and Baltimore. The reason given for the cutting of the rates by some in authority is that the trunk lines wish to put a stop to the ever-increasing inroads of the Canadian and Gulf routes on import traffic.

The C.P.R. state their intention of meeting the rates of the trunk lines on goods from England to the States.

GRAIN EXPORTERS RETIRING.

It is stated that a Chicago firm, Harris, Scotten Co., who, for the past two seasons have been the largest grain exporters through the port of Montreal, are retiring, and that a new firm, Norris & Co., will continue the business.

MARKETS AND MARKET NOTES

Quebec Markets.

FLUCTUATIONS.
Beans—Advanced.
Sugar—Declined 10c.
Molasses—Slight decline.
Fish—Revised throughout.

Montreal, April 19, 1906.

The wholesale trade, as well as the retail merchants, report having transacted an excellent Easter business. The demand for all lines of groceries was first-class. During this week, however, there has been an after effect, as it were, which is felt more by the wholesalers than by the retailers. There has been a falling off in the demand for different lines, the public seemingly having not yet used up their Easter purchases. The orders coming in from country points are still small, but now that local navigation has opened up it is expected that an increased business will be noticed. Collections have been fairly good, and are expected to show much improvement after the first dairy money gets circulated. It will be noticed that there has been a decline of ten cents all along the line in sugar this week. At these prices the sales ought to pick up a little. Business in tea generally is quiet. Ceylon greens seem to be moving about as well as any other lines. Canned goods are very quiet, even tomatoes having fallen off in demand. Beans are not coming forward very rapidly. Prices have again advanced. Foreign dried fruits do not present any interesting features.

CANNED GOODS—There is nothing new in canned goods this week. There is no extra demand for any line in particular. Even tomatoes are quieter than usual. It is probable that the demand will experience a still further falling off when the new fruit and vegetables begin to arrive.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White, 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie, 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie, 3	1 27½	1 25
Pie, not peeled, gal	3 81	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pineapples—		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " heavy syrup		1 20
2½'s " " "		1 57½
3's " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins		0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz		1 20
Gallon tins, per doz		3 02½

FISH

Lobster, talls	3 50
" 1-lb. flats	3 85
" ½-lb. flats	2 00
Mackerel	1 00 1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.	
1-lb. Talls, 5 cases and over, per doz.	1 55
1-lb. " less than 5 cases, "	1 57½
1-lb. Flat, 5 cases and over, "	1 67½
1-lb. " less than 5 cases, "	1 70
Arrow brand, 7½ cents less.	
½-lb. " 5 cases and over, "	1 00
½-lb. " less than 5 cases, "	1 02½
Low Inlet.	
½-lb. Flat, 5 cases and over, "	95
½-lb. " less than 5 cases, "	97½

SUGAR—There has been a decline of ten cents all along the line in sugar. This took place on Tuesday morning. The raw sugar market is lower, and the market in New York recently went down ten cents also. The demand locally is not very brisk at present, the orders reported by jobbers being of the hand-to-mouth character. At the lower prices sales ought to pick up a little in the near future.

Granulated, bbls.	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, barrels	4 65
" " half-barrels	4 75
" " boxes, 100 lbs	4 65
" " boxes, 50 lbs.	4 75
Extra ground, bbls.	4 50
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Phoenix	3 95
Bright coffee	3 90
" yellow	3 85
No. 3 yellow	3 80
No. 2 "	3 70
No. 1 " bbls.	3 60
No. 1 " bags	3 55

SYRUP AND MOLASSES—Reports from the Barbadoes say that the market is very strong and that the demand is very brisk. Sales here are better at prices which have declined somewhat.

Barbadoes, in puncheons	0 28
" in barrels	0 30½
" in half-barrels	0 31½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA—In tea circles business is not as brisk as it might be, yet some lines are moving quite freely. Ceylon greens are very firm and selling well. Inquiries for Ceylon blacks are good. Indians are meeting with their usual sale. Japans are moving slowly, and it is said that stocks are not large. Congous are not going very fast. Prices remain about the same.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32
Congous—Moning, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 12½	0 15
Pakling,—boxes	0 15	0 20
fine	0 2	0 30

COFFEE—The situation is better. More inquiries are being received and these would indicate improved trade. There is no change in the quotations.

Jamaica	0 10½ 0 11
Java	0 18 0 22
Mocha	0 18½ 0 19
Rio, No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13½

FOREIGN DRIED FRUITS — Trade locally is on the quiet side. There has been some little demand for Valencia raisins. Taragona almonds are reported firmer. Shelled almonds are also higher, the market abroad having advanced three shillings. There is no change in currants and little business doing. In other lines business is about the same as usual.

Valencia Raisins—	
Fine off-stalk, per lb	0 04 0 04½
Selected, per lb	0 04½ 0 05½
Layers, "	0 05 0 05½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½ 0 14
Peaches, "	0 12½ " 14
Pears, "	0 13½ 0 15
Malaga Raisins—	
London layers	2 75
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
" Excelsior Window Clusters,"	4 50
" " " ¼s	1 35

Californian Raisins—	
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½ 0 09½
" " choice seeded, in 1-lb. pkgs	0 08½ 0 09½
" " 2 crown	0 07½ 0 08
" " 3 crown	0 08 0 08½
" " 4 crown	0 08 0 08½
Prunes—	Per lb.
30-40s	0 09½ 0 09½
40-50s	0 08½ 0 09
50-60s	0 08 0 08½
60-70s	0 07½ 0 08
70-80s	0 07 0 07½
80-90s	0 06 0 06½
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05
Currants—	
Filiatras, uncleaned, barrels	0 04½
Fine Filiatras, per lb., in cases	0 05
" " cleaned	0 05½ 0 06
" " in 1-lb. cartons	0 06½
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

SPICES—The market in ginger is much better this week than it has been for some little time. Peppers, ginger and nutmegs are all much firmer. Orders are coming in normal, and prices remain as they have been the past few weeks.

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger	0 16 0 24½
Cloves, whole	0 17 0 32
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 30 0 55

RICE AND TAPIOCA—Tapioca remains at the old price of 6½c. The demand is very small. Supplies on hand, from current reports, are not very large. Rice is quiet, the demand being no greater than usual.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	3 05
C rice, in less than 10 bag lots	3 15
Tapioca, medium pearl	0 06½

BEANS—Prices have advanced considerably since last week. The market is very strong, but few lots are coming forward.

Choice prime beans	1 60 1 65
Lower grades	1 55 1 60

HONEY—The season is just about over now, and the market is, in consequence, very quiet.

White clover, extracted tins	0 07½ 0 08
Buckwheat	0 06 0 06½

MAPLE PRODUCTS—The new maple syrup continues to come in in good quantities. Orders which manufacturers have had on file for some time are gradually being filled. Prices are unchanged with the exception of pure Townships sugar, which is now selling from 7c. to 8c.

Maple syrup, in wood, per lb	0 05½ 0 06
" in large tins	0 06½ 0 07
Pure Townships sugar, per lb	0 07 0 08
Pure Beauce County, per lb	0 08½ 0 09

EVAPORATED APPLES—There in little change in evaporated apples. They are selling all the way from 10c. to 12½c., according to quality. Supplies at hand are very limited.

FISH—Now that the Lenten season has come to a close, the demand for all lines of fish has fallen off considerably. No improvement is looked for now before the opening of navigation. The close season for pickerel or dore, which began April 15, will continue until May 15, so that this fish will be off the market during that time. Fresh lake trout and white fish will not begin to arrive until after May 1. In smoked fish dealers expect a continued demand for haddies and other lines until the warm weather sets in. There is a fair demand for skinless cod and pickled salmon in salt fish, but other lines are neglected.

Fresh haddock, per lb	0 04½
Fresh steak cod	0 05½
" halibut	0 10 0 11
" grass pike	0 07
Fresh frozen fish—	
Single frozen haddock	0 03
" " market cod, per lb	0 03
" " steak cod, per lb., heads off	0 04
B.C. salmon, per lb	0 08
Dore, per lb	0 07 0 07½
Round frozen grass pike	0 01½
Large frozen Halifax herring, per 100 fish	2 00
Smelts, No. 1, per lb	0 08
Extra large	0 03
Mackere., per lb	0 09
Sea trout	0 07
Smoked fish—	
Haddies, fresh cur d express, 15 and 30-lb boxes, per lb	0 07
Kippered herring, per box	0 75
St. John bloaters, 100 in box, per box	1 10
New smoked herring, in small boxes, per box	0 13
" " salmon	0 22
Oysters and Lobsters—	
Standards per imp gal	1 40
Oyster pails, pints per 100	0 90
" " quarts, "	1 25
Prepared fish—	
Boneless cod, favorite, 1 and 2-lb. bricks	0 06
" fish, 1 and 2-lb. bricks, per lb	0 05½
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, 100-lb. cases, per case	6 00
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl	3 50
" " " per pail	0 80
" " salmon—	
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" " half bbl	7 00
" mackerel, per pail	1 80
" large green cod, per lb	0 05
" medium, " "	0 04
" small, " "	0 03

Ontario Markets.

FLUCTUATIONS—

Sugar down 10c.
Molasses continue firm.
New canned pineapples in the Summer's shipments higher.
Tapioca up again.
Pork products firmer.
Butter easier.
Eggs on the run.
Oranges firmer.
Strawberries cheaper.
Potatoes dearer, up to $1.
Hides still very scarce.

GROCERIES.

GROCERIES.—Business is progressing smoothly at this centre with little to distinguish one day from another. The general tone is cheerful, while there is no excitement or hilarity in regard to volume. The decline in sugar which took effect Tuesday was the only price variation of moment during the week, though of course there are changes and rumors of changes in the primary markets. Sugar is the only weak spot.

CANNED GOODS—The demand continues good in all lines and prices are holding firm.

The Spring supply of canned pineapples has arrived and from all quarters the demand is reported good. The price for Summer shipment from Singapore is 10c. to 20c. a dozen higher than Spring importations cost. The sale of canned pineapples in Canada is increasing very rapidly since ruling prices have enabled a 1½-lb. can to be sold profitably at 15c., while 2½-lb. cans can be sold with good profit to the grocer at 25c.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	2 77½	2 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, " not pitted	1 92½	1 90
Gallons, standard, not pitted	7 12½	7 10
" pitted	8 62½	8 60
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, April 19, 1906.

BUTTER—Supplies coming forward better. Prices: New milk creamery has declined ½ to 1c.

CHEESE—Market easier. Buyers holding off. Prices about the same.

EGGS—Unchanged. Lower prices expected very soon. Receipts but equal to demand.

PROVISIONS—Still on quiet side. Prices show no change. Dressed hogs selling $10.25 to $10.75.

VEGETABLES

Asparagus, California—		
2's	....	3 90
2's, Canadian	3 00	....
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	....
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 50	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	1 00	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 25	1 22½
Sweet wrinkle	0 85	0 82½
Early June	0 72½	0 70
2's, standard	0 65	0 62½
Pumpkin—		
3's	0 80	0 77½
Gal.	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal. all kinds	....	3 75
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" gal.	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
" Scotch	....	1 45
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz	....	1 65
1-lb. " less than 5 cases, "	1 62½	1 65
1-lb. Flat, 5 cases and over, "	....	1 75
1-lb. " less than 5 cases, "	....	1 77½
½-lb. " 5 cases and over, "	....	1 10
½-lb. " less than 5 cases, "	....	1 12½
Low Inlet.		
½-lb. Flat. "	....	1 05
Spring cohoes, per doz	1 30	1 40
Hu upbacks, "	0 95	1 00
Sardines, French ¼'s	....	0 14
" ½s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 35
" 2s, "	....	2 40
" 6s, "	....	7 20
" 14s. "	....	16 80

	Per dozen tins.	
Chicken, 1's, boneless	3 00	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 65
" 1½'s "	2 40	....

SUGAR—A cut of ten cents a hundred pounds in refined was made by the Canadian refiners on Tuesday.

Extreme weakness seems to be the prevailing feature in the raw sugar market at the moment. Sales abroad are reported at a further decline. Small parcels of centrifugals have changed hands in New York at 2⅛c. c.i.f., which is 28c. a hundred pounds below the highest point reached this year thus far; but still 10c. per 100 lbs. above the lowest point of the year. This quotation is 1⅜c. per pound less than the ruling figure at this time last year and from present indications it would seem as if lower prices would yet be reached. Weather indications in Cuba are favorable at the moment and it appears probable that the crop out there would be fully as large as last year, say about 1,170,000 tons as a minimum with a possibility of going to 1,250,000 tons. The world's visible supply is now 4,128,332 tons against 2,971,477 tons at the same uneven dates last year, an increase of 1,156,855 tons.

Weather reports from Europe are favorable for field work in regard to beets and it would seem as if the out-turn would be fully up to Mr. Licht's estimate of 6,970,000 tons.

Certain disturbing elements have adversely affected the New York refined sugar market, among which the increased production of the Federal refinery is a leading factor and competition at Missouri River points between the product of the eastern refiners and that of the New Crockett Refining Company of San Francisco has tended to break prices. The tone throughout the week has been one of extreme dullness and following a cut in prices of 10c. a hundred made by the Federal, the other New York refiners reduced their quotations on the 16th inst. 10c. a hundred lbs., the last making the New York basis now $4.40 and leaving the margin between raw and refined .916c. as compared with a difference last year of 1.09c.

The weakness in New York was reflected in the similar decline here on Tuesday and our quotations are accordingly revised. The declines have had the effect of restricting the demand and at the moment the consumption is on the bare hand-to-mouth basis.

The Acadia Sugar Refining Co. have started up their Woodside refinery again and are once more soliciting orders for shipment after being out of the market for six weeks.

Paris lumps, in 50-lb. boxes	....	4 83
" in 100-lb. "	....	4 73
St. Lawrence granulated, barrels	....	4 18
Redpath's granulated	....	4 18
Acadia granulated	....	4 13
Berlin granulated	....	4 08
Phoenix	....	4 18
Bright coffee	....	3 98
Bright yellow	....	4 03
No. 3 yellow	....	4 08
No. 2 "	....	3 88
No. 1 "	....	3 78

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES — The market continues firm, but without quotable change. The importations from the British West Indies last fiscal year were 3,464,805 gallons; $705,383 in value out of a total importation of over 8,000,000 gallons valued at $1,080,000.

Syrups—		
Dark	....	....
Medium	0 33	0 34
Bright	0 35	0 37
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10

TEA—The tea trade locally is a little slow at present and practically featureless.

London mail advices indicate a small home demand, but some export business and considerable irregularity in prices, especially for commoner sorts. An expected reduction of the duty was keeping traders out of the market pending an announcement by the Chancellor of the Exchequer.

Speaking this week of the tea situation in Canada, J. L. Watt, of J. L. Watt, Scott & Co., Toronto, said:

"The outlook for Japan teas so far as known appears to be for productions of about the same extent as last year, and probably the same range of prices. The sale for Japan teas has been declining in Canada, but this can have little material influence upon the market as long as the teas retain favor in the United States, where the whole production can be easily absorbed at normal values.

"The falling off in the consumption of Japan tea in Canada has two main causes. First, black teas are steadily becoming the drink of Canadians, and the reduced consumption of Japans has not been in any more marked degree than the reduced consumption of China greens, and secondly, the production of green tea in India and Ceylon showing fine leaf and liquor for medium prices has been a strong competitor with Japan for the business that does exist for green tea.

"Ceylons—The market has been an advancing one in Colombo for the past two months, but it has been a steady hardening without quotable change in price from sale to sale, but in the aggregate the advance now amounts to ½d a pound on good Orange Pekoes, and 1d a pound on fine flavoring teas, while good common sorts have not shown more than a farthing advance from the lowest point."

COFFEE—The market in the United States has shown a slightly weaker tendency, but in Europe it is steady. Willett & Gray, New York, say: "The European deliveries continue very large, even although the interior follows a strictly hand-to-mouth policy, the deliveries during March having established a record for that month. It is generally conceded that the interior of Europe is at present more exhausted than ever. The deliveries in Europe are regarded by the coffee dealers there as actual consumption, on which basis the European consumption should be figured at fully 10,000,000 bags of all grades, the deliveries in the United States being nearly 7,000,000 bags. It can therefore be stated that the actual consumption for the coming year will be a minimum of 17,000,000 bags, and in view of the small stocks existing in the interior of Europe, may reach 17½ to 18,000,000 bags. Against these figures, it is very improbable that the production under favorable circumstances will reach any such figures, but on the contrary it is more likely that the consumption which during two years has been so much in excess of production will remain so for a long time to come.

"The interior is holding aloof in making purchases, the large centres like Chicago, St. Louis and New Orleans, having sufficient stocks to allow them to wait, while the hundreds of thousands of small grocers all over the country are buying strictly from hand

to mouth, and are carrying as little stock as possible."

FOREIGN DRIED FRUITS — The market in currants maintains considerable strength, and all offers below actual quotations are refused, while in some cases slight advances are demanded. The demand is good locally and a fair amount of business has been done for importation.

The local demand for Valencia raisins is improving, and some sales have been made from first hands during the week, which cleaned up the few thousand boxes so held, and now practically all stocks are in the hands of the dealers and the position is decidedly firmer. "There is only one course for the price of Valencias," said a prominent broker this week, "unless the demand should prove to be below the local supply, but on the contrary everyone looks for a large demand, the price being abnormally low and all competing fruits being abnormally high."

Prunes are in active consumptive demand locally, and without quotable change in price as yet, despite a very strong situation in California. Apricots also are in good demand and very firm.

	Per lb.		Per lb.
Prunes, Santa Clara—			
90-100s, 50-lb boxes	0 06½	60-70s, 50-lb boxes	0 07½ 0 08
80-90s "	0 07½	50-60s "	0 08½
70-80s "	0 08	40-50s "	0 09 0 09½
		30-40s "	0 10½ 0 10½

Note—25 lb. boxes ½c. higher.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 18 0 20
Orange	0 11½ 0 12½		
Figs—			
Elemes, per lb	0 10 0 14		
Tapnets, "	0 04		
Apricots—			
Californian evaporated, in 50-lb boxes	0 14 0 15		
Peaches—			
Californian evaporated, " "	0 14 0 15		
Pears—			
Californian evaporated, per lb	0 13		
Currants—			
Fine Filiatras	0 05½ nn	Vostizzas	0 07½ 0 08½
Patras	0 06½ 0 06¾		
Raisins—			
Sultana	0 05½ 0 07		
" Fancy	0 10 0 14		
" Extra fancy	0 15 0 16		
Valencias, selected	0 05½ 0 05½		
Seeded, 1-lb packets	0 09 0 10½		
California, loose muscatels—			
3-crown	0 07½		
4-crown	0 09		
Dates—			
Hallowees	0 04½ 0 04½	Fards new choicest	0 09 0 10½
Saira	0 03½ 0 04	" new choice	0 09½
Domestic evaporated apples	0 10 ½0 11		

NUTS—Business in nuts, shelled and unshelled, is active at recent advances, but the price here has not gone up to the extent of the advance in the primary markets. But as stocks are not heavy local prices are slowly but steadily creeping up to the equivalent of importation cost, and as high prices usually stop importation it would not be surprising if an acute shortage should manifest itself during the next few months.

Almonds, Tarragona, per lb	0 12½ 0 13
" shelled Valencias	0 25 0 28
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 25 0 27
Filberts, per lb	0 10
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 14½ 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 10

RICE AND TAPIOCA — The lower price on tapioca of two weeks ago led importers to suppose that the market was about to tumble from the high price recently established, but those having best information, brokers, to wit, advised taking advantage of the temporary dulness, and now the market has again advanced 2s., or a little over ½c. on the duty paid price, and Singapore firms say that the prices are fully warranted by the actual position of the article.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Java	0 06½	0 07
Sago	....	0 07
Carolina rice	0 08	0 08½
Tapioca, medium pearl	0 06	0 07
" double goat	....	0 07½

HONEY—Consumption continues satisfactory and stocks are in very small compass. Prices are unchanged:

Honey, extracted clover, in 60-lb. cans, per lb	0 08½ 0 09
" " " in 5 lb. & 10 lb. cans, lb	0 09
" sections, No 1, per doz	2 00
" " No. 2, "	1 40 1 60
" Buckwheat, per lb	0 04½ 0 05

BEANS — The market is steady and without quotable change.

Beans, handpicked, per bush	1 85 1 90
" prime, No. 1	1 70 1 75
" Lima, per lb	0 06½ 0 07

FISH—The fish trade is taking its Spring rest. Most of the frozen stock is out and the fresh is slow coming in, so that the list is much curtailed. Oysters also are done.

Fresh halibut	0 12 0 15
Haddock, fresh caught, per lb	0 06 0 07
" frozen	0 05
Fresh cod, per lb	0 07 0 08
" fresh winter caught	0 08½
" lobsters, boiled, per lb	0 20 0 25
Shrimps per gal	1 25
Whitefish, per lb	0 12
Salmon trout, per lb	0 10
Pickerel, per lb	0 07 0 07½
Finnan haddies	0 07½ 0 08½
Ciscoes	1 25
Mackerel, per lb	0 10

DRIED AND CURED FISH — Prices continue according to last week's quotations.

Boneless fish, per lb	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb	0 05½ 0 60
Flitched cod fish, cases of 100 lbs	6 50

HIDES — The supply continues abnormally light, partly due to the excessively bad roads which, combined with a hope for still better prices, keeps the country butchers from marketing their stock. There may be a further slight upward movement, but large buyers think the limit has been reached. For days Chicago holders and tanners have been ¼c. apart, and nothing doing, but the feeling is that that can't last, and that the holders will give way.

Hides, inspected, steers, No. 1	0 11
" " No. 2	0 10
" " cows, No. 1	0 10½
" " No. 2	0 09½
Country hides, flat, per lb	0 08½
Calf skins, No. 1, city	0 14
" " No. 1, country	0 13
Dekins	0 75 0 85
Sheep skins	1 45 1 65
Horse hides, No. 1	3 15 3 55
Rendered tallow, per lb	0 04½ 0 04¾
Pulled wools, super, per lb	0 22 0 24
" " extra "	0 24 0 25
Wool, unwashed fleece	0 16 0 17

FUR SKINS.

	Prime	No. 1.
Badger	$ 1 50	$0 f0
Bear, black	15 00	7 00
" yearlings	7 00	3 00
Fisher	6 00	2 00
Fox, red	3 00	1 50
" cross	10 00	3 00
Lynx	6 00	2 00
Marten, dark	20 00	4 00
Mink, dark	3 00	1 50
" pale	2 00	0 75
Muskrat	0 25	0 15
Raccoon	1 25	0 50
Skunk	0 75	0 35
Weasel, white	0 50	0 10
Wolf, timber	3 50	0 80
" prairie	1 75	0 50
Wolverine	5 00	2 00

White & Co., Limited, are into the pineapple business very largely this season. Their first full car of the Godinez brand arrived this week.

N. B. Markets.

St. John, April, 1906.

Business is more active. The outlook for the Summer is good. Nothing so affects the situation in this province as the results obtained from the lumber operations; it is said the cut has been large and that the river driving is likely to be successful. This with the full prices ruling points to good times. With money for lumber coming freely into the province all branches of business are favorably affected. The break in the past week and bad weather have somewhat hurt immediate business.

In markets there is nothing of particular interest, prices generally firmly held. Molasses is higher. Pork products continue to advance. Lard making record prices. In spice, ginger has advanced quite rapidly. Cloves are again higher. Pepper is rather easier, particularly in the New York markets. Nutmegs are rather higher; they have for a long time been low. Cream of tartar little changed.

SALT.—This is the busy season. Arrivals of Liverpool coarse salt are very heavy. Of late years the Manchester steamers have brought perhaps the larger quantities, usually giving a better rate of freight. Demand is good; prices rather easier. Fine salt, with the opening of the dairy season, is in more active demand; prices unchanged.

CANNED GOODS. — Tomatoes are very firm at full prices. Corn, while firmer, is still sometimes quoted at close figures. Peas are low. In fruits, gallon apples are higher; all fruits are firmer. In salmon, prices unchanged. Meats are low; while American meats are being pushed, the dumping clause is acting as a barrier. Oysters firmer. In domestic fish, sardines about the only line held.

GREEN FRUIT.—Apples about out of the market, high prices for good stock. Bananas begin to sell freely, prices about as usual. Valencia oranges are higher; Californias are firm. Lemons, fair sale at about even prices. Fine rhubarb now seen, prices high. New cucumbers offered.

DRIED FRUIT.—Prunes are quite interesting; prices are higher, stock scarce. In raisins, seeded are quite low, prices rather firmer. Apricots and peaches are held at full prices. Malaga loose Muscatels have a steady sale, being lower than California stock. Valencias rather dull. Currants are very firm, a fair business. Peels, particularly citron, will be high; this is the first new dried fruit to be bought. Dates are firm. Evaporated apples sell but slowly at the high prices. Onions quite firmly held; Egyptians were rather higher last week; Valencias, American and Canadian are also in the market.

MOLASSES. — Barbadoes, of which both in choice and fancy a fair stock is held, with considerable bought to arrive, is higher and firmly held. No New Porto Rico yet offered; old sells slowly, prices quite high compared with Barbadoes.

FISH.—Just a fair supply of fresh fish. Gaspereaux come to hand slowly. Nice halibut offered. In dry fish, prices rather lower but still quite high. Smoked herring are lower. Pickled herring still very scarce and high. Just fair sale for finnan haddies.

B. C. Markets

Vancouver, April 18, 1906.

The laying of rails on the Great Northern Railway's Similkameen branch is to begin at once, and the line will then be opened for traffic as far as Princeton. In addition to giving rail connection into the district it will give the opportunity for shipment from the many productive fruit growing sections in the district which have hitherto been unable to dispose of the fruit. The range of fruit growing in the Similkameen is as great as in the Okanagan valley, and some say even greater. The peaches, apricots, etc., are, it is confidently asserted, as readily grown as are apples and other fruits.

Large areas of fruit lands have been subdivided and sold in anticipation of the coming of the railway. Last year in the Keremeos section alone over 25,000 trees were set out. This year there will be many more.

In the Kootenay valley close to the city of Nelson and for miles along the shores of both lake and river, the lands are being taken up rapidly and cleared for orchards. There has been no cessation to the movement since the attention of enterprising people has been turned to the favorable conditions for fruit-raising and the profitable returns from the industry. This district as well as the Similkameen will give the Okanagan valley a hard race for supremacy in the field so long held undisputed by the latter. The quantity of fruit produced, when all orchards now being reared in the three interior districts are in bearing, will go a long way to supplying the great market of the Northwest.

The purchase by the C.P.R. of the charter for an electric railway up the Fraser valley on the south side of that stream to the Chilliwack district gives promise of the line being built soon. The plans of the company since purchasing the charter have not been announced, but seeing that at least one other road, the Great Northern, is aiming to build in the same direction, it is supposed that the line will be built this year. While no positive announcement has been given, the statement has been made on good authority that the British Columbia Electric Railway Company will electrify and operate the new line as it does the C.P.R.'s Lulu Island line, using part of the power now generated at Lake Beautiful.

The building of this road would not only give rail access to the Chilliwack district, an old and wealthy settlement, but it would open up and bring into favorable condition for settlement a large acreage from the Fraser River to the international boundary line.

Northern shipments are beginning to move in anticipation of the opening of the season on the Yukon. The steamer Amur took north a good cargo and the other vessels in the northern trade are carrying large shipments every trip. Advices from the north indicate that the Winter trail is about to break up. Then ensues for a time a break in the line of communication so for as carrying passengers goes. The opening of the river, which usually occurs some time in May, is looked for earlier than usual this Spring. In preparation for the open season the White Pass Railway Co. has greatly improved its fleet of river steamers.

Market conditions while healthy show no great activity for this season of the year. Staples are firm and well stocked, produce is in fair supply in most lines, fruit is limited to the citrus varieties, while the range of vegetables increases.

The arrival of the steamer Moana of the Canadian-Australian line brought a consignment of New Zealand butter, which is likely to be the last this season, though there may be one more shipment by way of San Francisco, direct from New Zealand. The other butter stocks arriving are some held stock from the east, and of course the weekly output of the local creameries, which is increasing every week now. Prices for the New Zealand butter and for local fresh creamery to the trade are 30c. and 31c. Eastern held goods bring 27c. and 28c.

Eggs are in plentiful supply locally, and despite the Easter demand brought about the same price as a week ago, 25c. per dozen to the trade. An indication of local production is found in the market report from New Westminster's weekly farm market, in which it is stated that about 100 cases of eggs were bought for Vancouver trade in the one day. This is, however, a record, and perhaps due to the expected Easter demand.

Fruits are not showing many new varieties at present. There are strawberries to be obtained from California, but the price prohibits importation yet. Oranges are in good supply and fine quality, but the price remains firm. The range is from $3 to $3.75. Lemons are now in active demand and the price was quoted up to $4 this week. Grape fruit is regularly on the market, but demand is limited. Apples will soon be out altogether. Few are in the market and are selling at $2.50 per box. The S.S. Moana brought in some pineapples from Honolulu, which are selling at about $6 per dozen. Bananas are in regular weekly supply by rail and bring $3.50 to $3.75 per bunch.

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N. S. Markets.

Halifax, April 18, 1906.

The retail grocery business this Easter was unusually good. Many of the dealers report that they were taxed to their limit to fill the orders. The wholesale trade is also good, not only in the city but also at outside points. Some of the principal articles called for at Easter time were high and scarce this season, this applying particularly to hams, bacon and eggs.

The scarcity of hogs all season has caused a shortage of both hams and bacon, and at the last moment the egg supply slackened up, and thus an advance in price followed. The choicest local cured hams are quoted at 18 cents retail, and bacon 20 cents. The local product is preferred to the imported.

CANNED GOODS—Are cheap and in good supply the demand being good for all lines. More canned goods are being used on this market than ever before. The quality generally seems to have improved, and people who heretofore were prejudiced against their use are now getting the habit.

FRUITS—Some good apples were marketed during the week, and they were readily bought up. The Northern Spys sold for $5 per barrel, and the retailer disposed of them for 25 and 30 cents per dozen. Even at these figures there was very little money in handling them. Nonpariels are offering at $4.50 per barrel. The demand for all green fruit is good. Jamaica oranges are about cleaned up; the stocks now held here are small both in quantity and quality. They are quoted at $7 per barrel. Valencias are selling from $4.50 to $6. Bananas are coming in more freely as the season advances. The quality as yet is very poor. Strawberries are quoted at 40 to 45 cents. Lemons are the same as last week. It is expected that the new crop of Jamacia onions will soon be marketed here.

VEGETABLES — Some fine quality vegetables were exposed for sale at the green market on Saturday, including beets, carrots, parsnips and turnips. Most of these were kept in the ground during the Winter, and they were in fine condition. They sold readily. Potatoes are becoming a little scarce, the Island stock all requiring to be picked over. Some New Brunswick potatoes of good quality are now being marketed. The commission houses are quoting turnips at 90 cents per barrel, carrots and beets at about $1.50, and parsnips at $1.75. The latter are becoming scarce. Cabbage are unusually scarce and hard to obtain at any price. They are quoted at from $1 to $1.25.

MEATS AND POULTRY—Good poultry was out of the question this Easter. Nothing of first quality was offered. Some fowls and a few old turkeys were exposed for sale. The former were quoted at from $1.25 to $1.50 per pair. The turkeys were 22 cents. Not a good young turkey could be had at any price. Those offered were only fit to boil. Spring lamp was worth from 30 to 35 cents per pound by the quarter; mutton from 7 to 9c., and veal about 8c. All the beef offered was of first quality, it being raised principally in Nova Scotia. For some of the choicest the dealers paid as high as 10c. per pound.

BUTTER AND EGGS — There was but a slight improvement in the receipts of butter during the week. A little more fresh dairy butter was marketed, but the quantity was not sufficient to have any influence on the price. The quality of this butter is of the best, and in consequence the farmer wants all that he can get for it. Quotations are: Creamery, 25 to 26c.; solids, 24 to 25c.; dairy tubs, 23 to 24c., and rolls, 22 to 23c. The expected slump in the egg market at Easter did not materialize. Prices advanced instead of decreasing, as forecasted. Usually at Easter on this market eggs are in abundance and the price is low. Not so this season. To use a stock market term, "eggs are fluctuating." The Nova Scotia supply fell off very suddenly, and had not the Island eggs come to the rescue the market would have gone short. From 17 to 18c. were the prices quoted, and they were retailed at 20 to 22c.

THE GREAT WEST

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Officers Retail Merchants' Association of Western Canada: President, J. F. Hunter, Boissevain, Man.; vice-presidents, R Bogue, Moose Jaw, Sask.; J. A. McDougal, Edmonton, Alta.; secretary, W. A. Coulson; treasurer, J. D. Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-presidents G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.

Association offices, 53 Scott building, Main street, Winnipeg.

For some time Secretary Coulson has been following the plan of organizing the trade in local sections each of which comprises five or six neighboring towns. Each district has its own chairman and secretary and is equipped with the necessary organization to arrange all local disputes. A partial list of the sections already organized is as follows:

Arcola Extension — S. Carruthers, Creelman, president; A. Bishop, Tyvan, vice-president; E. P. Hall, Creelman, secretary.

Arnaud—W. Ledoux, secretary.

Balgonie — J. K. Wilson, Balgonie, chairman; J. R. Bray, Balgonie, secretary.

Brandon—A. Grant, secretary.

Boissevain—J. D. Baine, Boissevain, chairman; D. Embree, Boissevain, secretary.

Birtle—H. A. Manwaring, secretary.

Cartwright—R. F. Moore, secretary.

Edmonton—Jos. Whitelaw, president; W. G. Harrison, secretary.

Estevan—Arthur Kelly, secretary.

Hamiota—Wm. Chambers, secretary.

Indian Head—M. C. Hamilton, chairman; J. Tuffnell, secretary.

Kirkella—S. E. Riggs, Abernethey, president; A. O. Brooks, Abernethey, secretary. Executive—J. J. Sullivan, Esterhazy; Jas. Horne, Lemberg; W. C. Paynter, Tantallon; D. Irwin, Balcarres; F. Gibson, Lipton.

Killarney—C. A. Marquis, president; P. K. Rollins, secretary.

Moose Jaw—R. Bogue, chairman; T. J. McCammon, secretary.

Morden—Harry Meikle, secretary.

Melita—W. Hamelin, secretary.

Napinka—J. Kaiser, secretary.

Portal—N. D. McKinnon, Weyburn, chairman; E. P. Krogh, Newdale, secretary. Executive—S. Johnson, Rouleau; S. J. Taylor, Yellowgrass; J. Anderson, Milestone; J. E. Conant, Albright.

Red Deer—L. C. Fulmer, secretary.

Regina—J. W. Smith, chairman; T. B. Patton, secretary.

Souris—W. G. McLaren, chairman; J. McCuish, secretary.

Stonewall—W. H. Morgan, secretary.

Shoal Lake—C. E. McGrath, secretary.

Virden—E. J. Scales, secretary.

Several of these local sections have been formed during the last three weeks by the secretary and others are to be organized immediately. These local organizations are in position to deal effectively this season with the handling of farm produce and it is confidently hoped that in some districts they will remedy the evil that has been the most pressing.

* * *

On the night of the 11th inst. an important organization meeting of the Kirkella section was held in Lemberg. Secretary Coulson made a special trip from Winnipeg to attend the meeting and there was a large attendance of dealers from all parts of the section. Officers were elected, as noted above.

* * *

There has been some unfortunate and foolish competition in Killarney that has been attracting the attention of the trade in neighboring towns. A few days ago the climax was reached when a big "special sale" was announced in one of the stores to be in charge of a Winnipeg firm who make a specialty of the conduct of clearing sales. The other dealers met and agreed to conduct an auction sale in premises specially secured for the occasion. Each store contributed its share of goods and the proceeds were kept separate. As an effective counterblast to the special sale, the auctioneering method was a success, but it is unfortunate that such things should occur.

* * *

There is an erroneous impression abroad among the trade that the General Merchants' Association and the Hardware Merchants' Association have amalgamated; some dealers imagining that the Retail Merchants' Association of Western Canada has absorbed the Western Retail Hardware Association and some imagining that the latter has absorbed the former. This is a great mistake. The two associations have affiliated for certain purposes but they have not amalgamated. There are still two separate associations, there being a world of difference between affiliation and amalgamation. Briefly the situation is this: The two associations have, in joint session, elected a "Western Board" whose main duty it is to look after any legislation in the common interest of all retailers. That is the extent of the affiliation that has been effected. Each association has its own executive, its own secretary and its own particular aims and objects.

ASSOCIATED BOARDS OF TRADE OF WESTERN CANADA.

The following communications have been received at the office of The Canadian Grocer, having reference to the Western Canada Convention of the Associated Boards of Trade, to be held in Edmonton on June 13th and 14th next.

Edmonton Board of Trade.

"The Editor Canadian Grocer.

"Dear Sir,—Attached is a circular notice in regard to the annual convention of the Associated Boards of Trade of Western Canada. This will probably be of interest to many of your readers, and I will be glad if you will make mention of the convention. These notices have been sent in to all boards of trade interested, so far as I have information as to their existence.

"Development is very rapid in the west at present, and it is hard to get informed of all that goes on, and some recently formed boards of trade may have been overlooked. If there are any such it would be taken as a favor if they would advise the secretary of the Edmonton Board of Trade, and the notice referred to will be sent to them.

"Special arrangements have been made with the Canadian Northern and Canadian Pacific Railways for transportation of delegates at greatly reduced rates.

"F. T. FISHER, Secretary."

The following is a copy of the notice issued from Edmonton to the various boards of trade secretaries, and to which early response is requested:

Edmonton Board of Trade.

Edmonton, Alberta.

"The Secretary, Board of Trade,—

"Dear Sir,—At the second annual convention of the Associated Boards of Trade of the Northwest Territories, held at Regina on June 29 and 30 last, it was decided that the 3rd annual convention should be held at Edmonton in 1906, under the title of 'The Associated Boards of Trade of Western Canada.'

"I now have the honor to advise you that Wednesday and Thursday, 13th and 14th of June next, have been fixed as the dates of that convention, and your board is invited to send the full number of delegates permitted under the constitution.

"Under separate cover I am sending you a copy of the report of the second annual convention. Beginning on page 34 will be found the constitution and by-laws of the association. If you will be good enough to refer to section 9 of the constitution, you will learn the representation to which your board is entitled at the convention. A list of membership, certified by your secretary, should be furnished.

"I would also draw attention to section 14, which makes provision for a fund to cover the expenses incidental to

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FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO. TORONTO, CAN.

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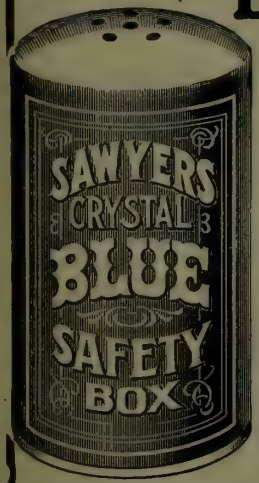
CRYSTAL
See that Top
Blue.



For the Laundry.
DOUBLE STRENGTH.
Sold in Sifting Top Boxes.
Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.
It goes twice as far as other Blues.
Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.
M. F. EAGAR & SON, Mirror Agents
HALIFAX, Nova Scotia

Expert Bookkeeping

Investigating and auditing of all classes of accounts undertaken. Trading, profit and loss and balance sheets prepared. Set of books opened and office system devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT
Chartered Accountant
378 Bannatyne Avenue, Winnipeg

Cloves, in 5 lb. boxes, per lb			0 22
Cassia, " " "			0 12
Allspice, " " "	5	11½	0 15
Ginger, in 10-lb. boxes, per lb			0 13
Mixed spice, in 5-lb. boxes, per lb			0 20
Mace, in 5-lb. boxes, per lb			0 70

WHOLE SPICES.

Black pepper, per lb			0 13
White pepper, per lb			0 25
Cinnamon (ordinary), per lb			0 18
Cinnamon (extra choice), per lb			0 24
Nutmegs, per lb			0 25
Cloves according to quality)	0	14½	0 25
Ginger, por lb			0 10
Allspice, per lb	0	08½	0 10
Mace, per lb			0 70
Mixed spices, for pickling			0 12
" 4-oz. packets, per doz.			0 75

RICE, TAPIOCA AND SAGO—Tapioca is firmly held at the high prices quoted, but sales at these figures are not very large. We quote :

Japan rice, per lb., cwt. lots			0 05¾
" 50-lb. lots			0 05½
Rangoon rice, per lb	0	04	0 04½
Patna "			0 04½
Tapioca, per cwt.	7	25	7 50
Sago, per lb.			0 04½

POT AND PEARL BARLEY—

Pot barley, per sack			2 20
Pearl barley, per half sack (49 lbs)			1 65
" " sack			3 30

EVAPORATED AND DRIED APPLES—There has been a sharp advance of ¾ cent per lb. in dried apples, the price now being 12¾c. per lb. for 50-lb. cases and 13c. per lb. for 25-lb. cases. Dried apples are unchanged, price is 9½c. per lb.

BEANS—New white beans are still quoted at $2.05 per bushel.

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz			2 00
" " 5-lb tins, 1 doz. in case, per tin			0 50
" " 10-lb tins, 8 in case, per tin			1 00
" " 60-lb tins, per lb			0 07
Fancy combhoney, 2 doz. to the case, per doz.			2 50
" " " per case.			4 75
New honey, 5-lb. tins, 1 doz. in case, per case.			6 75
" 10-lb. tins, 6 in case, per case			6 40
" 60-lb. tins, per lb			0 10

SAUCES—

Worcestershire, Lea & Perrins' ½ pints, per doz			$3 65
" " pints, "			6 00
" White's ½ pints "			0 90
" Paterson's ½ pints "			0 90
" " pints "			1 75
Essence of anchovies (C. & B.), per doz			3 00
Yorkshire relish (Goodall & Backhouse), per doz.			1 90

OATMEAL AND CORNMEAL—Prices are steady since the recent decline.

Rolled oats, 80-lb. sacks, per sack			2 05
40-lb. " "			1 05
20-lb. " "			0 54
8-lb. " "			0 25
Granulated oatmeal, per sack			2 55
Standard " "			2 55
Cornmeal, "			1 60

FISH—

Lake superior trout			0 09
Gold eyes			0 03
Blue fish			0 18
Mackerel			0 12½
Red Snapper			0 15
B.C. Salmon			0 09
Halibut			0 08½
White fish, per lb			0 07
Pickerel			0 05½
Jackfish			0 03½
Finnan haddie			0 07½
"Halifax" brand salt cod, fish cakes 24-1's			0 07½
"Acadia" " " " 20-1's			0 08
"Bluenose" " " " 20-1's			0 07
"Acadia" " 2-lb. boxes			0 10
" " 4-lb. boxes			0 10
" " shredded, 24 cartoons, per bx			1 80
" " " bulk, in 15-lb. bxs.			0 08
Large Labrador and Nfld. salt herrings per 100 lb			4 00
" " " per 2½-lb. pail			1 20
Salt mackerel, in 20 or 30-lb. pails			0 12
Smoked halibut strips			0 11
Kippered gold eyes, per doz			0 45½
Yarmouth bloaters, 60 in box, per box			1 50
Lobsters, fresh boiled, per lb			0 25
Caviare, extra, small jars, per jar			0 40
Frog legs, 6 doz. in box, per doz			0 40
Oysters, selects, per gal			2 25
Standards, per gallon			2 00
Holland herrings, in kegs, per keg	0	70	0 72
Herring ½-barrels			4 00
Digbys, chicks, per box			0 17
Herrings, ½-bbls	4	25	4 50

BUSINESS CHANCES.

BEST opening in Ontario for one or two bright young men to go into general retail business; turn-over twenty-five thousand cash; stock seven; opposition light; good stand; established business; eight thousand to be done next three months; at once. Box 112, CANADIAN GROCER, Toronto.

RETURN Nov 12/06.
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MISTER GROCER!

Have we had your order for

"Gold Standard Tea ?"

The tea that pays you a good profit.

The tea that is **especially** adapted to **Western Canada.**

The tea that is **full** value for your money.

The tea that is

"Guaranteed the Best"

The Codville-Georgeson Co.
Limited
Winnipeg, Man.

EASTERN MANUFACTURERS AND SHIPPERS

Keep in touch with the

WESTERN TRADE

We sell all lines handled by the

Wholesale Grocers

Write or wire us your offerings

Nicholson & Bain
Winnipeg and Calgary
Wholesale Brokers and Commission Merchants.
Established 1882
First-class storage for all kinds of goods

Easter

Your Easter trade requires

THE REAL THING

In mild cured

HAMS

AND

BREAKFAST BACON

We cure it to perfection. Please order now to ensure prompt shipment.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

HAMS

With the coming of Easter comes the demand for Hams and Eggs.

We can sell you both or either. The Hams we cure ourselves under the same formula as used by us for over fifty years; and there are no finer.

If you have not already ordered—do so now.

The fire which occurred at our packing house recently will not interfere with the taking care of all orders.

F. W. FEARMAN CO., LIMITED
HAMILTON

The merchant who knows his business talks

QUALITY

to his customers.

Cheap canned meats means goods made from cheap meat.

Do you ask your butcher for cheap meat when you want a good dinner?

When your customer has once tried our goods he will stick to our brand and to your store.

GROCERS

Ask your jobbers for our brand and compare with others.

All our goods are made in Canada from first-class Western Stock.

Corned Beef, Roast Beef, Chicken, Turkey, Potted Meats, Lunch Tongue, &c.

NICHOLSON & BAIN, Winnipeg and Calgary
Western Agents for
THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA

"Corona" Meats

PRONOUNCED UNEXCELLED

CHOICE BUTTER, CHEESE, EGGS,

Send for trial order and mention THE GROCER. No Retail Stores.

The Montreal Packing Co., Limited
MONTREAL, P.Q.
MONTREAL STOCK YARDS.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The situation on both cheese and butter remains unchanged, especially as far as last season's make is concerned. Stocks are now well concentrated in British importers' hands ; they are light and barely enough to last until the new season's make can reach the markets in sufficient quantities to affect prices.

There is, however, a good deal of activity at country points regarding the opening of the new season. Country boards are being organized and factories opened for business. Quantities produced at present are naturally very limited yet, but the very fact that some new cheese are being made is already having some effect on the market. Most conflicting reports regarding prices asked by factories and those bid by merchants are at present the order of the day ; this is misleading and irregular.

Butter is in good local demand and prices are a long way above the export basis ; this should be a note of warning to the creameries not to force production. The season in European dairy countries is much earlier than our own, and Irish and continental butter will rule the British markets well into June. It does not seem probable, from present view, that we will get any demand from the United Kingdom until we get to full grass quality, and if the early make of fodder butter is larger than our home consumption, prices will decline very rapidly, which would entail severe losses. As the season advances the flow of milk increases and so does the production of cheese and butter.

Colored cheese is very scarce at present in the British markets, and the demand for it is likely to be good for some time to come. It should, however, be borne in mind that white cheese will also be wanted and it would be a decided mistake if the great majority of our factories were to rush in to make only colored cheese, as any over-supply would be followed by lower prices.

On the whole, even the near future of market values of either cheese or butter is very uncertain, and it is most difficult to make any predictions in this respect at the present moment. No doubt supply and demand will regulate prices in time, but at present it seems safer for farmers to make more cheese and less butter, as British markets will need cheese, and, as before stated, they will have plenty supplies of butter from other sources.

It is encouraging to read reports from many sections, both in Ontario and Quebec, that the question of individual cow-testing has been taken up in earnest and some interesting results have already been published. We certainly recommend the general adoption of this system throughout all the dairy sections of the Dominion ; it is in the interests of the farmers, and as the Government officials are ready to aid the farmers in assuming the greater part of the expenses, it is only right that our farmers, interested in dairy herds, should avail themselves of this opportunity. The cost of keeping a poor cow is as great as that of keeping a good cow ; the latter will pay for her keep, while the former will not, and by weeding out non-paying stock the farmers will be the gainers.

Once more we wish to mention the importance of using better cheese boxes. Complaints about broken boxes continue to come in from British importers. A new box, made and exhibited by Mr. D. M. McPherson, of Lancaster, was generally approved by the merchants of Montreal. This box certainly seems an improvement on the boxes now in use. It has been tried in shipments both from country points to Montreal and from Montreal to Great Britain. It may not be absolutely perfect, but as the cost of this box is not more than that of the ordinary box, it is certainly worth trying on a larger scale.

A most interesting and satisfactory test was recently made with a large line of paraffined cheese. These were made during last September and kept at the Government cool curing room in St. Hyacinthe until about April 1. The Montreal weighmaster was sent there and his averages proved that not one pound was lost in weight during all this time, when it is conceded that an average loss in weight during this time would have been at least 3 lbs. per box, it is the strongest possible argument in favor of the paraffining of cheese. The shrinkage in weight of cheese held in storage is a very material item, and while it benefits nobody; it means a serious loss to the holder of the cheese. Now, if the paraffining will prevent this enormous loss, by all means let us have every cheese paraffined.

THE PROVISION SITUATION.

The provision outlook shows little change since our last review. Packers report moderate supplies of hogs—at eastern points barely sufficient to keep demand going ; at Ontario points arrivals have been more regular but of inferior growth and quality.

Usually at this season farmers rush supplies along, so as to reduce as far as possible their pens of live stock in view of coming out door work. If the present season is being dealt with in the same way, the natural conclusion is that packers will have to go sadly short of supplies in the near future. It is expected, however, by those who are in touch with the farmers, that more stock will be reserved for service, so that gradually increasing supplies will be continued.

The Cincinnati Price Current has the following interesting note, which gives a fair idea of the conditions abroad and against which the Canadian exporter has to compete :

"There is usually a tendency to reduce marketing of hogs at this time in the year, and this condition is reflected in the past week. Total western packing 380,000 hogs, compared with 485,000 the preceding week, and 360,000 two weeks ago. For corresponding time last year the number was 390,000, and two years ago 435,000.

"The quality of current marketings is good. Prices at the close are a little higher, prominent places indicating an average of about $6.40 per 100 pounds, compared with $6.35 a week ago, $6.35 two weeks ago, $5.40 a year ago, $5.20 two years ago.

"Foreign markets were firm and domestic markets were quiet and steady. The export clearances for product were moderate and show a decrease as compared with the preceding week and a falling off compared with the corresponding week last year."

It will thus be seen that the American market is a very strong one, with supplies scarcely equal to last year at similar dates, and considerably below that of two years ago.

American exports to Europe were also below similar averages, so that the total result should be considerable strengthening of the English market in favor of Canadian bacon.

SALES OF PURE BRED HOGS.

According to the report issued by the Government on the Government sales of pure bred hogs in the Province of Quebec, some hundred and six animals were sold. The report advises farmers to give more attention to the proper raising of swine of the bacon type, and goes on to say that instead of allowing the animals to run to three or four hundred pounds the farmers should allow them to reach a marketable condition at from seven to eight months of age when weighing from 180 to 220 pounds. The report continues that if farmers devote the proper attention to the raising of the bacon class of hogs they will participate in the many millions of dollars annually distributed in Canada from Great Britain, where Canadian bacon has gained such as enviable place.

BUTTER AND LARD IN LONDON.

The latest mail advice by Thos. Nesbitt & Co. of provision prices current in London, shows the following relative values in shillings per cwt.:

Butter—		
Irish factories	89	92
Dutch creameries	102	104
Normandy	110	118
Danish and Swedish	112	115
Russian	94	104
United States	70	86
Australia and New Zealand	80	100

There was no Canadian butter on the market and it was not quoted.

Lard—		
Irish	54	64
Danish	52	58
Canada and U. S.	43	50

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—The Easter trade in provisions has been excellent; just at present, however, trade is rather quiet. The demand for bacon is improving. Stocks are light and prices have gone up in consequence. Hams are in better demand now also.

Lard, pure tierces		0 11½
"	56-lb. tubs	0 12
"	20-lb. pails, wood (10½)	0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 12½
"	" 5-lb. "	0 12⅝
"	" 3-lb. "	0 12¾
Lard, Boar's Head brand, tierces, per lb.		0 08
" "	½-bbl., per lb.	0 08¼
" "	tubs	0 08¼
Cases, 20 3-lb. tins, per lb.		0 09
" 12 5-lb. tins "		0 08⅞
" 6 10-lb. tins "		0 08¾
20-lb. wood pails, each		1 70
20-lb. tin pails, each		1 60
Wood net, tin gross weight—		
Canadian short cut mess pork		$22 00 $22 50
American short cut clear		21 00 22 50
American fat back		22 50
Breakfast bacon, per lb.		0 17
Hams		0 13½ 0 15
Extra plate beef, per bbl.		12 00 13 00

BUTTER—The market is rather quiet at present. The new milk creamery is down ½c. Other lines are changed a little also. Old stock is nearly cleaned up. The English market is in a very unsatisfactory condition and the range of values is low. The prospects are at present that Canadian butter will have to come down before the opening of the export trade in order to do business with the Old Country.

Choice new milk creamery	0 23	0 23½
Fall creamery	0 19	0 20
Western dairy		0 18
Manitoba dairy	0 16	0 16½
Fresh rolls	0 19	0 20

CHEESE—The old cheese is off the market entirely, and the new fodder stock is coming in in increasing quantities. Prices range from 12c. to 12¼c. for white, and about 12½c. for colored. These prices will ease off as the receipts increase.

EGGS—The market is easy in tone at present. Prices vary but the average seems to be about 16c. Stocks are fairly plentiful.

TORONTO.

PROVISIONS — Pork products still have an upward tendency and though the packers cut the price on live hogs 10c. on Monday no immediate decline in the finished article is looked for. Supplies, the dealers say, are not increasing and the consumptive demand is very good. There is a higher range of prices for long clear hams and short cut. Lard, too, is very strong, partly, perhaps, in sympathy with the American market. At any rate dealers are quoting ¼c. to ½c. higher. Street lots of hogs are slightly higher than last week but are expected to return to about that level.

Long clear bacon, per lb.	0 12
Smoked breakfast bacon, per lb.	0 14½
Roll bacon, per lb.	0 11½ 0 12
Small hams, per lb.	0 14
Medium hams, per lb.	0 14
Large hams per lb.	0 15½
Shoulder hams, per lb.	0 11
Backs, per lb.	0 16
Heavy mess pork, per bbl.	20 00
Short cut, per bbl.	23 00
Shoulder mess pork, per bbl.	14 50 15 00
Lard, tierces, per lb.	0 11½
" tubs "	0 11½
" pails "	0 12
" compounds, per lb.	0 07½ 0 08
Plate beef, per 200-lb. bbl.	12 00 12 50
Beef, hind quarters	8 00 9 25
" front quarters	5 25 6 25
" choice carcases	7 00 8 00
" common	5 50 6 50
Mutton	0 08 0 10
Yearling lamb	0 12 0 13½
Veal	0 10
Hogs, street lots	9 50 9 85

BUTTER—The market is taking its seasonable downward. The only questions are how fast and how far. It is just a case of increasing supplies owing to fresh cows and larger yield of milk. The quality is improving a little but the marked change will not come till the kine get out to grass.

	Per lb.	
Creamery prints	0 25	0 26
" solids, fresh	0 22	0 23
Dairy prints, choice	0 20	0 23
" ordinary	0 18	0 19
" in tubs		0 18
" large rolls, good	0 18	0 19
" large rolls ordinary	0 16	0 17

CHEESE—New cheese is coming in somewhat more freely but the demand is not large and last week's quotation is now a little high.

	Per lb.	
Cheese, large		0 14
" twins		0 14½
New cheese, large	0 13	0 13½
" " twins		0 13¾

EGGS—Increasing supply and decreasing demand have had a depressing effect on the egg market. The mid-week quotation was 15c. to 15½c. and dealers varied in their views, some holding those prices would hold for the rest of the week, others that they would sag some more.

Eggs, new laid	0 15	0 15½
" pickled		0 14½

WINNIPEG.

BUTTER—The price of creamery holds steady as there is a brisk demand for the first-class article.

Finest fresh creamery, in 56-lb. boxes	0 23
" " in 28-lb. boxes	0 23
" " in 14-lb. boxes	0 23
" " in 1-lb. bricks (eastern)	0 27
" " " " (western)	0 23 0 25

Dairy—No. 1 dairy is commanding from 13c. to 15c. per lb. delivered from Winnipeg produce houses and No. 2 from 10 to 12 cents.

LARD—Another advance of ½c. per lb. brings the tierce basis to 11½c. We quote:

Tierce basis, per lb	0 11½
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00⅝
10-lb. " in 60-lb. "	0 00⅝
5-lb. " " "	0 00⅝
3-lb. " " "	0 01
20-lb. net white wood pails, per lb.	0 00⅝

CHEESE—There has been a sharp advance and finest Ontario large is now quoted at 15½c. per lb. Quotations are:

Finest Ontario, large	0 15½
" Manitoba, large	0 15
" " twins	0 15
" " small	0 15

CURED MEATS—Hams are advancing sharply and revised quotations will be found below:

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19
Backs, " " "	0 16
Hams, light, 10 to 13 average	0 15
" medium, 14 to 16 average	0 14½
" heavy, 20 to 30, for slicing	0 14½
" heavy skinned, 20 to 30 for slicing	0 14½
Picnic hams, light, choice, 6 to 8	0 11½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 15½
" " clear bellies 12 to 14	0 15
Clear backs, b bacon light	6 14½
" b bacon 12 to 14	0 14½
Spiced rolls, long if in stock	0 15
" short	0 13
Dried beef ham sets	0 11½

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear	0 12½
" " " smoked	0 13½
" " " boneless backs	0 12½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
" " " per ½ bbl	11 50
Standard mess pork, per bbl	22 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb.				0 03½
" hocks, "				0 04

EGGS—Produce houses are paying 15 cents per dozen for eggs delivered in Winnipeg.

ST. JOHN, N.B.

PROVISIONS—In barrel pork high prices rule. Mess pork scarce, little except Ontario packed offered. Beef is rather higher, sales light. Smoked meats firm at full figures. Pure lard again higher. Refined compound while higher is still well below pure and selling freely. The feature of the Easter fresh meat market is the fine veal offered; full prices asked. Beef rather firmer. Mutton rather light supply, prices well maintained. Pork is high.

Mess pork, per bbl	$20 00	$22 00
Clear pork, "	21 00	22 00
Plate beef, "	13 50	15 00
Domestic beef, per lb.	0 05	0 07½
Western beef, "	0 08½	0 10
Mutton, "	0 08	0 10
Veal, "	0 08	0 10
Lamb, "	4 00	5 00
Pork, "	0 09	0 10
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 12	0 12½
" " pails, "	0 12½	0 13
Refined lard, tubs	0 09	0 09½
" " pails	0 09½	0 09⅝

BUTTER—Higher prices rule. Stocks, particularly of good butter, very light. Little new seen.

Creamery butter	0 24	0 25
Best dairy butter	0 20	0 23
Good dairy tubs	0 18	0 20
Fair "	0 16	0 18

EGGS—Stock before Easter was scarce and higher prices ruled.

Eggs, strictly fresh	0 25	0 30
Eggs, fresh	0 20	0 24
" case stock	0 18	0 20

CHEESE—Market quite bare. Some new now seen. High prices prevent any active business.

Cheese per lb.	0 14½	0 15

COW TESTING ASSOCIATIONS.

This year eleven associations have been organized in Ontario and Quebec by the dairy division of the department of agriculture. About three thousand cows are now regularly under test, their owners having agreed to weigh the milk six times a month, the department doing the testing for a year. It is expected in this way that several unprofitable cows will be detected and disposed of, while an incentive will be given to keep better stock and feed them better.

A table has been issued giving the result of the first thirty day period of testing at St. Armand, Que., showing the average yield of each herd, and the contrast between the highest and lowest yield of butterfat from the best and poorest cow in each herd.

LARGE NEW MONTREAL COMPANY.

The formation is under way at present of a stock company capitalized at $150,000 to carry on a general business in Montreal in grocers' sundries, coffee roasting, spice manufacturing, etc. The new company, which is to be composed of Edouard D. Marceau, D. Masson, L. J. Francois, Edmond N. Marceau and N. Prudhomme, all of Montreal, will be known as the Compagnie E. D. Marceau (Limitee).

HINTS TO BUYERS.

The Montreal office of "Salada" report an exceptionally good week's business, notwithstanding the holiday intervening.

A. F. MacLaren Imperial Cheese Co., Limited, have still a number of very fine large white and colored cheese, September and October make, on which they are quoting interesting prices. A post card will bring particulars and quotations.

RETURNED FROM ENGLAND.

I. Hibbert, Canadian manager for Willer & Riley, of England, has just returned from the Old Country. Mr. Hibbert is still suffering from the sprained ankle he sustained before he left Montreal, but is able to get around much better now. He reported business in England as being very good. The prospects are bright for a good trade in cheese and butter when the season opens. At present, however, the English butter market is in anything but a satisfactory condition. Mr. Hibbert states that business generally in the Old Country is very good.

NEW AGENCIES APPOINTED.

W. H. Millman & Sons, brokers, Toronto, have just been appointed Canadian agents for Bertenshaw & Turner, Manchester, one of the largest peel manufacturers in England. They manufacture very large quantities for large exporters in England, but have never attempted selling direct in Canada until now. No doubt their prices will be very interesting to Canadian buyers. W. H. Millman & Sons report they expect samples immediately, when they will be able to show them to the trade.

W. H. Millman & Sons have also just been appointed agents for a large packer and exporter of Camadra figs, and will have some interesting prices for the coming Summer for direct shipment.

ALBERTA'S SUGAR REFINERY

The annual meeting of the stockholders of the Knight Sugar Co., of Raymond, Alberta, was held in Salt Lake City, Utah, it being a Mormon undertaking, on April 2. A dividend of 8 per cent. was declared on the company's capital stock, $1,000,000. The profits during the past season from the company's cattle land and merchandise business was reported as especially gratifying. The only change made in the board of directors was the election of C. A. Magaath, Lethbridge, in place of J. Wm. Knight.

ROCKEFELLER AND THE GROCER.

John D. Rockefeller is reported to have had quite an argument with his grocer in Lakewood, N.J., recently. John did not want to pay fourteen cents a gallon for his kerosene oil and the grocer thought he should do so, since the Standard Oil Company charged him thirteen cents. The grocer contended that he could not do business if he did not make anything out of his sales. The report does not state who won out in the end.

It's not a question of Taste, only—

But quality, skill, and absolute cleanliness that makes

Clark's Meats

The best to buy or sell.

An Opportunity Worth Taking Advantage Of

You can get in a supply of

Nicholson's Mince Meat

and sell it with little effort on your part. Nicholson's is high-grade, fair-price Mince Meat—in other words, The Best.

Five Lines That Sell Regularly:

N. & B. JELLY POWDER — N. & B. ICING POWDER
N. & B. PUDDINE — N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK
9 Jarvis St., TORONTO, ONT.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

AGENTS WANTED

We want the Calfskins, Hides, Sheep Pelts, Tallow Bones, etc., collected in your vicinity.

Can't you arrange to purchase these goods for us this spring? We will furnish the cash with which to buy; we will also furnish tags, advice sheets, taking off directions, cloth posters to enable you to advertise the business, etc., etc.

We pay highest cash prices and keep our customers thoroughly posted on the condition of the market and pay the freight.

To any one writing us and mentioning this paper, we will mail full particulars.—Address,
CARROLL S. PAGE, Hyde Park, Vt.

SAUSAGE

Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

White Spruce
BUTTER TUBS
10-20-30-50 lb.
EGG CASES AND FILLERS

Order now for delivery later,
it will Pay You

WALTER WOODS & CO.
Hamilton and Winnipeg.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

FLOUR AND CEREAL FOODS

The outlook is certainly improving, and a better feeling is evident among dealers. The domestic trade has little to report; demand continues good but of a distinctly hand to mouth character.

* * *

There was a decidedly better inquiry for Winter wheat from the millers during the past week and prices are slightly higher on account of the light offerings.

* * *

The exhaustion of stocks of Manitoba wheat at ports east of the lakes is being felt by millers, especially west of Toronto, as they are compelled in some instances to pay the high rate of freight from Midland in order to secure enough to carry them over until the opening of navigation. It is reported that there are only a few thousand bushels of No. 1 northern and No. 2 northern available at Midland and only six or eight thousand bushels No. 1 northern left at Owen Sound, so with very light offerings from North Bay, it looks as though some millers who depend on the lake port elevators for their supplies may find themselves in an awkward position before shipments arrive across the lakes.

* * *

Exporters report that while the demand for Manitoba wheat has been spasmodic, that they have been able to put through a number of good sales. The superior quality of the Manitoba wheat causes the demand for it, notwithstanding that the price of Duluth wheat is now so nearly on a level with Manitoba prices.

* * *

The Grand Trunk and Canadian Pacific Railways have agreed to the following arrangements in reference to Montreal terminals and storage on grain shipments:

Shipments of oats will be way-billed at the domestic rate and reduced to the export rate on proof of exportation, and the Montreal terminal charge, which will include elevation, 20 days' storage or part thereof and floating in Montreal harbor, but exclusive of insurance will be 3c. per 100 lbs. in addition to the freight rate.

* * *

This arrangement will be applicable on all traffic originating at points in the Province of Ontario and Quebec west of Montreal, including traffic originating on connecting lines as well as at stations on the lines of the Grand Trunk Railway system in the provinces mentioned.

The above arrangements will also apply on export oats going into the elevator on and after March 31, and additional storage will be given until May 15, 1906, without extra charge.

On export grain, other than oats, a charge of ⅞c. per bush. will be made, same to include elevation, twenty days' storage or part thereof, but will not include insurance or any portion of the cost of floating or lighterage.

* * *

The Winnipeg market for wheat was the strongest in America during the week. A gain of ¾c. to 1½c. was made. There was a good demand from export buyers and local trade was also better. At the close of the week cash No. 1 northern was selling at 76c., No. 2 northern 74c., and No. 3 northern 73½c. At the same time the May option was worth 77c., and July 78½c., all in store Fort William and Port Arthur.

SHOULD WHEAT GRADING CHANGE.

The present agitation in the Northwest for changing the grading of wheat is assuming definite shape, and has called forth some very opportune remarks, among which is a communication from the Scotch Co-operative Wholesale Society, and one which should have special weight, seeing that the company are very largely buyers of Canadian wheat, consuming several millions of bushels yearly. The letter is as follows:

"Mr. R. McKenzie, Secretary Manitoba Grain Growers' Association, Brandon, Manitoba, Canada:

"Dear Sir,—Yours of Jan. 21 duly received. Kindly excuse delay in replying to same, as I have not had an opportunity of doing so till the present.

"With regard to No. 1 northern Duluth and No. 1 northern Manitoba: If we had samples of each at present we would be better able to judge as to which is relatively better value but, as a general rule, No. 1 northern Duluth is, in our opinion, a stronger wheat than No. 1 northern Manitoba, and we have generally given a shade more for No. 1 northern Duluth. I think if you will compare the standard samples of each you will find that I am about right.

"With regard to the demand for Duluth, as compared with Manitoba. You must bear in mind that America has a much larger population than Canada, and that the milling capacity is accordingly very much larger also, apart altogether from the export trade, and this to a certain extent accounts for any apparent difference in price which takes place. So far as I know, there has been very little Duluth wheat coming over to this side, American millers being able to absorb the whole of the crop themselves. The same applies to Kansas or hard Winter. No. 2 red Winter, however, has been shipped to this side in moderate quantities.

"Your people should not think about lowering your grades of wheat. If you do so, buyers on this side will be compelled to turn their attention to Russian and wheats from the United States. By keeping up the standard, you have a better chance of having the preference. Personally I am more in favor of using the Canadian than any other, and I think that, taking everything into account, the growers on your side are getting fair prices for their product. Just now wheat is on the down grade, and those who have it stored in elevators will, I fear, lose money, in addition to having elevator charges to pay and loss of interest as well.

"My advice, therefore, is: Don't alter your grading, and don't let your people run away with the idea that No. 2 northern Manitoba is as good as No. 1 northern Duluth. If it is, I should be very much surprised to know it. I will make it my endeavor to get standard samples of the Duluth wheats, but, of course, cannot possibly have them for some time. I will be glad to hear from you later on, if you have anything to communicate. Yours truly.

"(Signed), W. F. STEWART."

Michaud Bros. & Co., grain merchants, occupying a building on East Notre Dame street, near Desery, Montreal, were burned out last week. Their loss will be about $7,000. Loss on the building will be in the neighborhood of $4,000. There is $10,000 insurance on the building and stock.

MONTREAL MARKETS.

FLOUR—The demand for all brands of flour is improving daily. With the opening of navigation increased business is expected. Indeed many orders are already on file for shipment after navigation opens. Quotations do not show any change.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 50
Glenora		4 10
Manitoba spring wheat patents		4 50
" strong bakers	3 90	4 10
Buckwheat flour	2 00	2 10
Five Roses		4 50

GRAIN—Corn has gone up another two cents and now sells for 58c. Latest advices from the west report that higher prices are expected. The exact cause of these advances is not known. Other lines are on the quiet side.

No. 4 barley		0 47½
No. 2 white oats	0 39½	0 40
No. 3 white oats	0 38½	0 39
No. 3 yellow corn		0 58
No. 2 peas, basis 78 per cent. points		0 75

ROLLED OATS—There is a fair demand for rolled oats, but the prices are very irregular. The figures quoted hereunder are regarded as being a fair average. No price to suit all millers can, however, be given.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	1 90	2 00
" 80-lb. bags	1 80	2 00
" bbls.	4 25	4 40

FEED—There is little to say about the feed situation except that bran and shorts are almost impossible to obtain in any quantity whatsoever. Prices do not show any change since last week.

Ontario bran	20 00	20 50
Ontario shorts	20 00	21 00
Manitoba shorts	19 00	20 00
" bran	19 00	19 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed Flour	1 15	1 25

Hay—There is a firmer feeling in the local hay market. Deliveries coming forward are very light. Dealers are awaiting the opening of river navigation for the regular business to start

ARE YOU A GROCER? YES.
Then write us at once regarding
OUR HONEST OFFER. FREE.

A PERFECT FOOD.
READY TO EAT.
CRISP AND TASTY.
Guaranteed
PURE

MRS. RORER'S SARATOGA CHIPS

10c.
AND 20c.
MADE EXCLUSIVELY BY
Hamilton Saratoga Chip Co.
Three Sixteen King East
HAMILTON, - CANADA.

Send us your name and name of your jobber and we will surprise you.

Our Chips took the PRIZE at the Food Show

Not a Cereal

FACSIMILE OF BOX
HAMILTON SARATOGA CHIP CO., - Hamilton, Canada
A. F. MacLaren Imperial Cheese Co., Toronto, Sale Agents

"Starving With Plenty to Eat"

seems hard to comprehend. Yet that is the case with thousands.

Unless the food digests the body is worse than before.

CANADA FLAKES

is made to digest.

The finest of Canadian wheat, cooked scientifically. All of the grain with not a portion removed. The addition of Malt Extract and Maple Syrup, produces a food perfect in quality and flavor.

All intelligent grocers recommend Canada Flakes on account of its purity and health-giving qualities.

We welcome visitors to our factory, and the guide is proud to show them every detail of the process of manufacture.

Peterborough Cereal Co. Limited
ROELOFSON & ROELOFSON, Ontario Sales Agents
152 Bay Street, TORONTO

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

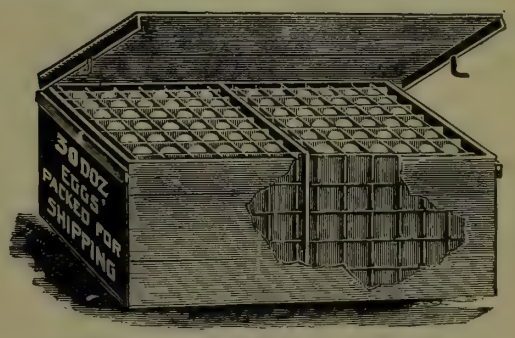
A. KELLY MILLING CO., Ltd.

MILLS AT	OFFICES
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

EGG CASE FILLERS



HAND AND MACHINE MADE FOR
25, 30, 36 and 49 doz. egg cases with standard size egg spaces (1¾-in. sqr. x 2¼-in. deep)

Also
SPECIAL SIZE FILLERS
(Machine Made)
30 doz. Fillers egg spaces 1⅝-in. sqr. x 2-in. deep
" " " 1¾-in. " x 2⅜-in. deep
" " " 1¾-in. " x 2 7-16-in. deep
(Hand Made)
30 doz. Fillers egg spaces 1 13-16-in. sqr. x 2½-in. deep

The Miller Bros. Co., Limited
30-38 DOWD STREET
MONTREAL
Board Mill and Filler Factory at GLEN MILLER, ONT.

in earnest. The market in the United Kingdom is strong. Latest advices report the arrival in Liverpool of about 1,500 tons. Quotations range from 58s. to 59s. c.i.f. Liverpool.

No. 1	8	50
" 2	6 50	7 00
Clover mixed	5 50	6 00
Clover, pure		5 00

SEED CORN

Try us for choice seed corn naming varieties required—germination guaranteed—samples and prices on application.

FRED B. STEVENS & CO., Chatham, Ont.

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

olicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

TORONTO MARKETS.

FLOUR — Local trade continues attractive on account of a steadily increasing demand. The greater run has been on the No. 1 qualities, and in consequence prices of that grade have advanced some 10c. One prominent dealer expressed himself that they were full up with orders for No. 1's, and were not anxious to see any more just now. Export trade is also good. Some very fair inquiries have been in evidence at inviting prices.

On track, Toronto.

Manitoba patents, No. 1, per bbl. in bags	4	40
" " No. 2, " "	4	00
Strong bakers " "	3	90
Ontario patents, No. 1, " "	3	65
" " No. 2, " "	3	40
Straight roller " "	3	30

GRAIN—Trade has been good and prices have advanced 1c. to 1½c. since our last review. Export trade has also shown more life and augurs well for the coming season.

(F.o.b. elevator; 5c. more N. Bay.)

Manitoba wheat, hard, No. 1, nominal		0 87
" " Northern No. 1		0 85
" " " No. 2	0 81	0 82½
" " " No. 3, nominal		0 81
Red, " per bushel. 78 per cent. points		0 77½
White, " " " "		0 77½
Mixed, " " " "		0 76½
Spring, " " " "		0 73½
Goose, " " " "		0 73½
Barley, No. 1, " " "		
" No. 2, " " "	0 48½	0 49
" No. 3x, " " "	0 46	0 47
" No. 3, " " "		0 46
Oats, white, " " "		0 35
" mixed, " " "		0 34
Peas, " " "		0 77
Buckwheat "	0 48	0 48½
Rye, per bushel. "	0 69	0 70

BREAKFAST CEREALS—The market continues about same condition. It would appear as though the releasing of the various firms from the working agreement at once opened up a measure of competition, which has completely demoralized the trade, and brought into being cutting of the worst kind.

Oatmeal, standard and granulated, carlots, on track, per bbl. nominal	4 50
Rolled wheat in boxes, 100 lbs. "	2 25
" " 50 lbs. "	1 20
Rolled oats, standard, carlots, per bbl., in bags "	4 00
" " " " " in wood "	4 25
" " " " for broken lots "	4 20

N. B. MARKETS.

FLOUR, FEED AND SEED — In flour market unchanged; good average sales.

Feed is high and scarce.

Oats unchanged.

Oatmeal is dull; package goods have the demand.

Cornmeal, good steady business.

Beans are still low, particularly yellow eyes.

In seeds sales are active; timothy firm; red clover high but rather more freely offered.

SPLIT PEAS

QUALITY GUARANTEED. We quote prices delivered anywhere.

Woodstock Cereal Co., Ltd.,
WOODSTOCK, ONTARIO.

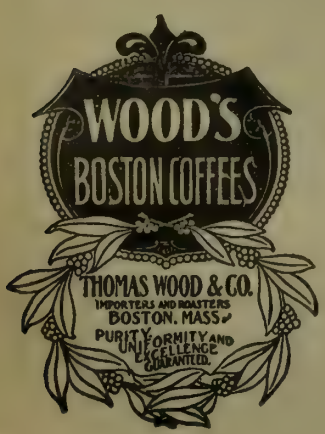
RAYON D'OR

THE FINEST PURE OLIVE OIL ON THE MARKET

A quick seller. A pleasure to use.

MENGERT CAGNOLI & CIE
BARI LUCCA, NICE

Canadian Agency:
J. RUSSELL MURRAY, MONTREAL



Purity, Uniformity, Utility—Security to the Grocer
Experience, System, Equipment—Security to the Wholesaler
Scientific Expert Selection—Security for Both and the Public

That is the "Wood" way, and it has raised
WOOD'S COFFEES
to the highest level of Public Estimation, Appreciation and Demand.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

AUSTRALIAN NEWS.

(By Our Own Correspondent.)

The Commerce Act is one of the most commercial measures which has ever passed the Australian Legislature, and a brief explanation of the scope of the measure ought to be interesting to Canadian merchants and politicians. It comes into operation as from 8th June next. The most interesting portions of the act—the main part of which is but a transcript of the British Merchandise Marks Act—relate to the description of goods, both imports and exports. While under the present provisions there is no obligation to place any trade descriptions upon goods, still if one be placed on either imports or exports it must be absolutely true in every particular. Regulations which may be made hereafter can go further than this by requiring as to certain classes of goods, and those only, that a trade description of the kind set out in such regulations shall be affixed to all imports and exports. Among the classes of goods which shall so be affected, will be articles used for food or drink by man or used in the manufacture or preparation of articles for internal or external use. With such regulations in force, it will, of course, be impossisble to export any goods unless they are up to the proper standard, and equally impossible for similarly low quality imports to find a market, or if so, then only on condition that the full extent of weighting or adulteration be properly set out on the labels or packages.

Another political measure which has just passed successfully through our Parliament, of great interest to tradesmen, is an act relating to secret commissions, rebates, and profits. The provisions of this act are far-reaching, and the penalties for breaches are severe. It is made to apply to trade and commerce with all countries and among the states of the Commonwealth of Australia, and the interpretations clause includes under the term "agent" any person acting on behalf of any corporation, firm or person whether as "agent, partner, factor, broker, servant, trustee, director, or in any other capacity." It is a brief statute of only eleven clauses, of which the fourth and fifth are the most important, being as follows:

"Any person who, without the full knowledge and consent of the principal, directly or indirectly— (a) being an agent of the principal accepts or obtains or agrees or offers to accept or obtain from any person for himself or for any person other than the principal; or (b) gives or agrees to give or offers to an agent of the principal or to any person at the request of an agent of the principal; any gift or consideration as an inducement or reward—(1) for any act done or to be done, or any forbearance observed or to be observed, or any favor or disfavor shown or to be shown, in relation to the principal's affairs or business, or on the principal's behalf; or, (II) for obtaining or having obtained or aiding or having aided to obtain for any person an agency or contract for or with the principal, shall be guilty of an indictable offence.

"Penalty: In the case of a corporation, one thousand pounds; in the case of any other person, two years' imprisonment or five hundred pounds, or both.

"Any person who—(a) gives to an agent; or (b) being an agent receives or uses, with intent to deceive the principal, any receipt, account. or document in respect of which the principal is interested, or in relation to a dealing, transaction, or matter in which the principal is interested, the receipt, account, or document being false, erroneous, or defective in any material particular, or likely in any way to mislead the principal, shall be guilty of an indictable offence. :

"Penalty: In the case of a corporation, one thousand pounds; in the case of any other person, two years' imprisonment or five hundred pounds, or both."

The sacrificing of profits by the relentless "cutter" is being successfully dealt with by the P.A.T.A. of Victoria, equivalent to the similar association in England and the N.A.R.D. of America. Eight months ago the grocers of the state came into the movement, which until then had been conducted by druggists with proprietary medicines alone. Now the periodical lists published by the association contain many well-known grocery lines, many of world-wide fame. Under the system adopted by the association the manufacturer or agent lists his goods, stipulating minimum prices, wholesale and retail. If these prices be cut, the cutter is forced to sign a hard and fast agreement, forcing him to observe the proprietor's prices or to do without the goods. The association conducts the necessary detective work to prove cases, trace sources of supply, and the like. Manufacturers were at first pessimistic and inclined to ridicule, but so rapidly has the movement grown among the grocers, that the great wholesale grocery houses are now coming into the movement, because it has been recognized that the retail grocer is bound to accord preference to protected over unprotected lines. That is where the manufacturer gets his quid pro quo. If a new line come on the market, the grocer who is a member of the P.A.T.A. will have nothing to do with it until the proprietor place it upon the P.A.T.A. list, and similarly old lines are being treated where possible. The result is a movement essentially based upon mutual help and advantage, and the grocers are taking advantage of its successful machinery more and more.

BUSINESS NOTES.

J. W. Merner, Zurich. Ont., is opening a general store at Elmira.

A. Yule, of Listowell, Ont., has started a bakery and confectionery store at Harriston.

F. L. Wagner has removed to Aylmer, Ont., from a nearby village, and has opened a very nice grocery.

Harry Fisher, Cookstown, Ont., has sold his general store business to Powell & Goodfellow, Toronto, who will continue it.

Wm. Bone, flour and feed merchant, Wingham, Ont., has opened a first-class grocery. Mr. Bone is very well known and no one doubts his success.

Parr Bros., Blackstock, Ont., have refitted their store, and have now one of the finest places of business east of Toronto, and one of the best general stores in the province.

Fred Dutton, Ingersoll, Ont., has sold his grocery business to Jacques & McQueen, and has opened a very nice restaurant, with bakery and confectionery business attached.

The Newfoundland Government has decided to adopt the drift net fishery and pay one dollar per barrel on all herring exported, the object being to undersell the American market.

J. H. Schinbien, general merchant, Listowell, Ont., has gone into his new store. It is very handsomely fitted and modernly equipped, and besides increasing Mr. Schinbien's facilities for business is a credit to the town.

W. H. Duncan, Cornwall, Ont., who has one of the finest groceries in Eastern Ontario, has arranged his difficulties and is going on. Poor collections on a heavy asset of book accounts occasioned his temporary embarrassment.

J. Lindsay, Orangeville, has retired from the active management of his general store business, placing his nephew, E. C. Clark, in charge, and will continue in the grain business. Mr. Clark is "making good" with his end of the work.

Halliday & Stinson, the "Mammoth," Chesley, Ont., have refitted and decorated their store in anticipation of a big Spring and Summer trade. They have now a store that will hold its own in comparison with anything north of Toronto.

John Ham & Son, grocers, Coboconk, Ont., will shortly reopen their creamery for the season. It is one of the best equipped in the province, and such care is taken and skill applied that Ham & Son's product is greatly sought after.

"One of the finest stores west of Toronto is Wm. Stoneman's, Mitchell, Ont.," said an old traveler in the city for the last week end. Mr. Stoneman's is a grocery and crockery business, and in season he operates an ice cream parlor that is handsomely quartered.

Mr. Berwick, of E. Berwick & Co., Shelbourne, Ont., who has one of the finest general stores in the north country, and is one of the oldest merchants of the district, "told me," said a grocery traveler Saturday, "that business was good, notwithstanding the bad roads."

The Quebec Board of Trade has received a letter from Mr. J. S. Larke, Canadian agent at Sydney, N.S.W., in which he states that Sir William Lyne, Minister of Customs, has decided to accede to the request that all goods shipped from Eastern Canada via Vancouver shall have to pay no higher duty than if they had been shipped by way of New York.

Arrivals for this week:

3 Cars Mexican Oranges
STOCK FINE

2 " Navel Oranges
1 " Valencia
3 " Bananas
1 " Cabbage
1 " Florida Celery
1 " Egyptian Onions

Also Pineapples, Sweet Potatoes, Tomatoes, Onions, Spinach, Lettuce, Cucumbers, etc. Our Circle L Pines are the best shipped and command highest price in all markets. We guarantee satisfaction.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

The general situation continues good, trade is active all along the line, the main features centering in oranges and apples. It is somewhat of a surprise to some that the quality of oranges now arriving has been so well maintained. This no doubt has been the principal reason why prices have so well maintained themselves.

* * *

Advices from Southern California say that: "Estimates compiled by the Fruit Exchange and independent shippers place the number of cars of navel oranges left in Southern California at 4,000. Of this amount Riverside has 1,000 cars. Aside from the navels small shipments of bloods are being made. This is necessary from the fact that from now on the color fades in the bloods. Practically no shipments of seedlings have been made from Southern California. It is estimated that the eastern market can take 150 cars of navels a day from now on and no demoralization result. Fruit is now going out iced."

* * *

The N. Y. Packer publishes the following interesting information from the correspondent at Los Angeles:

"The citrus fruit situation in California never looked so promising for the grower, shipper and broker as it does at this writing. Oranges are of excellent quality and flavor; prices are good, and deliveries to eastern markets seem to be well timed and the fruit is reaching the auction and sales markets in just the condition that is necessary to get the highest prices.

* * *

"The outlook for lemons promises to be unusually bright on account of the reports of the shortness of the Sicily crop. This will create a demand for California lemons that bids fair to equal the demand of last season, which was the greatest known for some ten years.

* * *

"Growers are shipping their fruit just as fast as it can be picked, as already some evidence of rot has set in, caused by the recent heavy rains. This means that the fruit now going forward is good, but that the prospects for the later pickings may not be so good. It simply depends upon the staying quality of the fruit which has been subjected to the heavy rains. With even this condition in sight the growers are feeling good, for prices are better than they anticipated and their total profits will bring them to the good."

MARKET FOR AMERICAN FRUITS.

U. S. Consul Culver, of London, Ont., reports to his Government successful refrigeration shipments of tender fruits from Ontario Province to Winnipeg, and believes that fruit growers in the United States would also find it profitable to ship their products into the Canadian Northwest. The barrel is reported best for Winter apples; the bushel box, 10x11x20 inches, for early Fall apples and Winter pears, and the half bushel, 5x11x20 inches, for peaches and early pears. The basket carries grapes and plums well, but for safety it should be closed, as in the Georgia six-basket carrier, or the two-basket carrier.

APPLES IN ENGLAND.

The U. S. Consular and Trade Report has the following interesting remarks under the heading "Apples in England."

"Consul Stephens writes from Plymouth that England is importing on an average a little over 150,000 bushels of apples per week. They come from the United States and Canada. Those from Oregon bring the highest prices. The best qualities bring $3.65 a box; ordinary samples, $2.90. These are good prices, considering that a box contains only a bushel. The California apples are selling at $2.45 a box for best and $1.95 for ordinary grade. The United States fruit is put up in barrels of about 140 pounds. The best range in value is from $5.30 to $6.78 a barrel; ordinary, from $4.35 to $4.86. Nova Scotian apples sell from $6.08 to $6.78 a barrel. Ordinary Canadian apples, from various sources, bring from $4.60 to $5.82 a barrel. In these lines the Wagners are the cheapest and the russets the dearest. Some of the latter sell for $6.78 a barrel.

Competition from Australia.

"Consul Worman, of Three Rivers, Que., writes, on the strength of the report of the Canadian agent at Melbourne, that the rapid development of the orchards in Australasia, especially those in Tasmania, has brought to the English fruit markets a strong competitor to American and Canadian apples. It was assumed by the English trade that some 700,000 cases would be exported from Hobart during March and April, but cold weather and very heavy rains have turned a promising into a failing crop, so that not half a crop will be harvested. The Canadian agent at Melbourne reports that the export will not exceed 380,000 to 400,000 cases as a maximum. The export of apples from the States of Victoria and South Australia have never yet assumed anything like the formidable proportions of Tasmania. The same weather conditions have prevailed throughout these states, and the fruit crop is at least a month late. It is now almost a certainty, writes the agent, that the limited production of apples this season from Australia will not have the slightest influence in the lowering of prices in England, and then adds that late Nova Scotian and other Canadian apples should obtain somewhat higher prices in England during April and May next, owing to the curtailment of shipments usually placed upon the British market at that season of the year. When it is generally known in London that the imports from Tasmania will be about 50 per cent. less than usual, the immediate effect will be to harden prices."

PERIODICITY IN GROWTH OF FISH

Temperature has everything to do with the growth of piscatorial life, says the English Fish Trades Gazette. In a fish the body heat varies with the heat of the surrounding water. In cold water a fish becomes cold, in hot water it becomes hot, and a certain amount of heat is required for the chemical processes in the body, one result of which is growth. Thus digestion of food is arrested when the temperature of the water sinks near the freezing point, and the fish gives up eating. It follows that in Winter when the temperature of the water falls—and it is especially marked in fresh water, as streams and lakes — growth ceases, and the fish may in some cases bury themselves and hibernate. All animals, it may be said, except birds and mammals, are influenced in the same way by temperature, and their growth is thus subject to the variation of the seasons and is periodic. In the sea the growth of all living things except the mammals —cetaceans and seals—depends on the temperature of the water. In regions subjected to the influence of the seasons, as near the coast, growth goes on in Summer and is retarded or ceases in Winter, and one may see the marks of the periodicity elsewhere than in the skeleton of fishes—for example, in an oyster shell. A female plaice about 15 inches in length, that is to say at the size when she first spawns, is 5 years old. Growth after this is slower, so that a plaice at 25 inches or 26 inches is 20 years old or more. Herring, which spawn when 3 years of age, are about 7 years old when 12 inches in length. A flounder of 16 inches is 8 or 9 years old. A cod of 30 inches is at least 7 years of age, and one of about 40 inches from 9 to 11 years. Among fresh water fishes which have been kept under more or less close observation some very old fellows are recorded, but their age was not demonstrated by any scientific method.

MONTREAL MARKETS.

GREEN FRUITS — Fruit merchants report an excellent business having been transacted during the week preceding Easter. This week the demand has fallen off considerably, but business has been good nevertheless. There have been few changes in the prices quoted last week. Oranges are in good demand at current prices. Other lines have their share of trade also.

Messina blood oranges, half box	2 50	2 75
Oranges, Florida, case	5 00	5 50
Tangerines	3 25	3 75
Navels	3 75	4 00
Dates, per lb	....	0 04½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	....	3 65
Pineapples	....	5 50
Jamaica grape fruit, per box	....	6 00
Apples	4 75	5 75
Lemons, per box	....	2 50
Jamaica oranges, per bbl	....	5 25
Grapes, Almeria, extra fancy Longkeepers	6 00	7 00
" Fancy	....	6 50
" Choice	....	6 00
Cranberries, N. S., nominal	....	20 00
" Cape Cod, "	....	30 00
Spanish onions, cases	....	2 75
Grape fruit, Florida	....	6 00
New strawberries, per small basket	0 25	0 45

VEGETABLES — Splendid Easter business was transacted in all lines of vegetables, but this week merchants are suffering the after effect, as there is practically nothing doing. Supplies purchased for Easter seem not to have been all sold as yet, and consequently merchants are not in a hurry to buy. Florida cabbage is down a little, as are also Florida tomatoes. There is

EARLY VEGETABLES

Shipments of Southern Vegetables are coming now direct in car lots :—

Florida Tomatoes
Charleston Cabbage
New Potatoes
Asparagus Egyptian Onions
Spinach
New Carrots and Beets
Pineapples

Season now in full swing. Prices lower next week. Increase your business by buying "Godinez Brand," perfectly ripened, large grade, sizes 18s, 24s, 30s and 36s.

WHITE & CO., LIMITED
TORONTO and HAMILTON
Long Distance Phones.

W. B. STRINGER 6th J. J. McCABE

inst. the "Bellona" left Messina with a cargo of the finest quality of November-cut "St. Nicholas" that ever were put in boxes Watch for them.

W. B. STRINGER & CO., Sole Agents, Toronto and Montreal

Strawberries
To-day's prices: Quarts, 24c.; Pints, 15c.

New Cabbage
Barrel crates, $3.00

Egyptian Onions
$3.00 sack (about 112 lbs.)

Full lines of all Fruits and Vegetables in season.

THE F. T. JAMES COMPANY, Limited
76 Colborne St. 33 Church St. TORONTO Wire, Phone, or Mail your Orders

SPECIALS FOR EASTER
STRAWBERRIES, PINEAPPLES, TOMATOES, ALSO BLOOD ORANGES, ASPARAGUS, SPINACH, BANANAS

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.
H. M. MULHOLLAND, Manager.
Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

EX. FANCY MEXICAN ORANGES, all sizes, at $2.75.

EX. FANCY NAVEL ORANGES—Rapidly advancing, stock up now. Our prices reasonable.

PINEAPPLES COMING—18s, 24s and 30s.

A Certain Grocer

in Toronto was recently fined $25.00, as the result of selling impure Jams.

Many another Grocer has been doing the same thing unthinkingly—because he perhaps didn't have the time to "enquire" and perhaps didn't know that all the time I was making **Jams, Jellies and Sealed Fruits in Glass** and **Guaranteeing them to be Pure.**

Grocers, you know this fact now and you will have nobody but yourself to blame if the arm of the law touches you.

See that the "**E.D.S.**" Label is on all your Jams, Jellies, etc. That Label means safety for you.

W. G. Patrick & Co., 29 Melinda St., are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

BANANAS

Extra Fancy Bananas, Extra large bunches, ***Cheap*** this week

Also

Fresh Strawberries, Celery, Lettuce, Radishes, Rhubarb and Onions, arriving daily.

Send along your orders

HUGH WALKER & SON, WHOLESALE FRUIT **Guelph, Ont.**

TRADE MARK

This design a guarantee of quality.

"CRYSTAL BRAND" VEGETABLE PARCHMENT

TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN
JUST RIGHT FOR BUTTER WRAPPERS

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

Manufacturers' Agents—Continued.

Winnipeg Storage in BOND or FREE

For all kinds of Merchandise.
Negotiable Receipts Issued.
Low Insurance

TEES & PERSSE Limited

Wholesale Brokers and Warehousemen

WINNIPEG CALGARY EDMONTON

OWEN SOUND.

J. K. McLAUCHLAN

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound, - Canada

no demand for any line more than another at present.

Potatoes, per bag	0 70	0 80
Parsley, per doz. bunches	....	0 40
Sage, per doz.	....	1 00
Savory, per doz	....	00
Green peppers, per basket	....	1 00
Home-grown cabbage, per bbl	2 50	3 00
Cabbage, Florida, bbl. crates	....	3 50
Tomatoes, Florida	4 50	5 00
Egg plant, per doz.	2 00	3 60
Red onions, brl.	2 75	3 00
Turnips, bag	0 50	0 60
Water cress, per doz.	....	0 75
Grand Rapids lettuce, per box	2 00	2 50
" " per doz	0 60	0 75
Boston lettuce, per doz	0 80	1 10
Sweet potatoes, per basket	2 00	2 25
" per bbl.	....	5 00
Celery, per crate	6 50	7 00
Green top celery, per crate	7 50	8 00
Spinach, per bbl.	3 25	3 50
Cucumbers, per doz	....	1 75
New potatoes, per bbl	8 50	9 00
Mushrooms, per lb	....	0 80
Carrots, per bag	....	0 50
New carrots, per doz.	....	0 75
Horse radish, per lb.	....	0 15
Radishes, per doz	....	0 50
New beets per doz.	....	1 50
Green spring beans, per basket	....	5 50
Wax beans	....	6 50
Asparagus, per doz	7 00	9 00

ONTARIO MARKETS.

GREEN FRUITS—Business is reported good and prices have varied little. Oranges are a shade firmer, about last week's upper range. Some complain that because of the wet season in California the navels are not keeping well, but it has reached perfection in the matter of sweetness and flavor. Bananas continue at about the same figure, with quality improving as the season advances. Strawberries are very much cheaper, and pines are coming on more freely, though not in carload lots as yet.

Oranges, California, 96's to 216's, per box	....	4 00
" " 250's to 324's, per box	....	3 50
" Mexican, 126's to 250's, per box	....	2 75
" Valencia, ordinary 420's	4 75	5 00
" " large, 420's and 714's	5 75	6 00
" " Blood, 200's, 324's	3 50	4 00
Lemons, Messina, 300's 360's, per box	3 00	3 25
Grapes Almeria, per barrel	6 00	6 50
Apples, Spies XXX, per bbl	5 00	5 50
" XX, per bbl	....	4 00
" Baldwins XXX, per bbl.	....	4 50
" " XX per bbl	....	3 75
" other Winter varieties, XXX, per bbl.	....	4 00
" " " XX, per bbl.	3 00	3 50
" farmers', per bbl.	2 00	3 00
Bananas, per bunch	1 75	2 25
Red bananas, per bunch	2 20	2 25
Strawberries Florida per quart box	....	0 24
Strawberries, pints, Louisiana	0 14	0 15
Pineapples, Cubans 18's, 24's, 30's per case	4 50	5 50
Grape fruit, Florida, 28's to 64's, per box	5 00	6 50

VEGETABLES — The Southern stuff is still a little slow for a very active demand, though here and there prices are sagging a little as for new carrots and beets. Asparagus, too, is easier. Artechokes are offering at 60c. to 90c., and parsnips at 50 to 75c. Potatoes are the strong feature. American buyers have invaded New Brunswick and the price here is now $1. Ontario Hebrons are quoted at 90c., an advance of 13 to 15c.

Potatoes, kiln dried sweet, bushel hamper	....	2 00
" New Brunswiek, per bag	....	1 00
" Ontario, per bag	0 75	0 78
New potatoes, Bermuda, per bush	3 00	3 50
Onions, per bag	1 00	1 10
" Spanish, per small crate	....	1 00
" " large cases	....	3 00
" green, per doz. bunches	0 15	0 20
Cabbage, per bbl.	2 50	3 00
" new South Carolinaf per crate	3 00	3 75
Cauliflowers, California, per crate	....	3 00
Beets, per bushel	....	0 50
" new, per doz. bunches	1 00	1 25
Carrots, per bag	0 40	0 50
" new, per doz. bunches	....	1 00
Lettuce, per doz. bunches	0 30	0 40
" Boston head, per doz.	1 00	1 25
Radish, per doz.	0 40	0 50
Cucumbers, hothouse, per doz.	1 75	2 25
Mushrooms, 1 lb. boxes, per lb.	....	0 80
Celery, Californian, per case	....	6 75
" " pony case	....	3 75
" Florida, per case	....	4 25
Asparagus, California, per bunch	0 85	0 90
" Louisana, 2 doz. bunches to crate	2 75	3 00
Beans, white, prime, bush	....	1 75
" " hand-picked, bush	....	1 90
" Lima, per lb.	....	0 07
Tomatoes, Floridas, 6 basket crates	5 00	6 50
Rhubarb, 1 doz. bndls.	0 90	1 15
Spinach, bush	....	1 00
Leaks, per doz.	....	0 25
Artichokes, per bag	0 60	0 90
Parsnips, per bag	0 50	0 75
Watercress, per doz. bunches	....	0 20
Egg plant, per doz.	....	1 55
Peppers, green, per small basket	0 75	0 85
Parsley, per doz.	0 20	0 30
Turnips, per bag	....	0 25
Mint, per doz.	....	0 25

WINNIPEG.

GREEN FRUITS—Oranges and lemons are firm and likely to advance still higher.

Fancy California navel oranges, 96's, per case	$4 00
" " " " 112's "	4 25
" " " " 126's "	4 75
Lemons, per case	5 00
Apples, XXX, Ben Davis, per bbl.	6 50
" " " per box	2 50
(10c. off 5-lb. lots.)	
Strawberrios, pints, per doz.	2 25
" quarts, "	4 50
Pineapples, per doz.	3 60
" per case, 30's	8 50
Bananas, per bunch	2 75 3 25

VEGETABLES—

Valencia onions, (large cases)	$4 50
Spanish onions, per case	1 25
Native onions, per lb.	0 03
Washington reubarb, per doz., 40's	2 50
Fancy California celery, por doz.	0 90
Florida tomatoes, per basket	1 50
Cucumbers, per doz.	2 25
New lettuce, per doz.	0 50
New radishes, per doz.	0 50
New onions, per doz.	0 50
New parsley, per doz.	0 50

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

To Our Trade Friends

We beg to advise that we have purchased the plant of The Beaver Harbour Trading Co., Ltd., at Beaver Harbour, by which purchase we will control one of the largest factories on the Bay of Fundy. This in addition to our three factories at Black's Harbour, which are equipped with up-to-date machinery, will place us in a better position than ever to supply you with the choice pack of Brunswick Sea Foods.

Price Lists and information furnished promptly on application to

Yours respectfully,

CONNORS BROS., Ltd.

Season 1906

HORSE SHOE SALMON

Now in Store

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces

THE SIGN METHOD OF ADVERTISING

is not an untried experiment. All successful business houses use signs. We cannot give you prices for signs as there are thousands of different makes, but we can send you our catalogue which will give you illustrations of several dozen different styles.

It is free to all merchants writing for it on business paper.

The Martel-Stewart Co., Limited

MONTREAL, CANADA

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS.

¾-lb. tins—3 doz. in case.

PURE

DELICIOUS

HEALTHFUL

If you want to sell real Swiss Milk Chocolate, sell

TOBLER'S

It is composed of the finest cocoa, pure milk and sugar. It is made by a scientific process, by the newest and most perfect machinery.

The cows which furnish the milk are the property of Tobler & Co., who exercise the greatest care in selection of food.

Tobler's chocolate, unlike many others, has never deteriorated in quality.

Order Tobler's every time.
Order it now for a start.

Maclure & Langley

AGENTS Limited

152-154 Pearl Street, TORONTO
30 Hospital Street, MONTREAL

FOR

QUALITY,
TASTE,
FINISH AND STYLE

STEWART'S

Chocolates and Bon-Bons

Are Positively Unequalled.

THEY ARE IN A CLASS BY THEMSELVES.

MADE ESPECIALLY
for you and your trade.

Send us your requirements. Return Mail will bring you Samples and Prices.

THE
STEWART COMPANY
LIMITED

TORONTO

CANADA: No better Country

MOTT'S: No better Chocolate

As the Diamond is the most valuable of all jewels, so

MOTT'S
"Diamond" brand
CHOCOLATE

is the most desirable line of Chocolate for the grocer to handle.

"Elite" brand
CHOCOLATE

in ¼s size is a favorite with every housekeeper.

UNEQUALLED IN PURITY

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL — R. S. McINDOE, TORONTO — JOS. E. HUXLEY, WINNIPEG

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

NO NEED FOR WASTE IN CANDY MAKING.

There is this similarity between the candy business and the iron business — the scrap is not allowed to go to waste. An observer who had an idea that candy manufacturers must have to stand a lot of loss because candies get stale took the trouble to investigate and learned that his idea was wrong.

The big candy makers ship to their agents throughout the country at stated intervals, usually of a week, their standard confections, and all not sold at the expiration of the interval are returned to the factory as scrap. As the candy is mostly sugar, and sugar is as indestructible as iron, it is only a question far the candy maker of getting the sugar value out of the scrap.

It is impossible to work over the candy into its original form, but it can be used in many ways. For example, the chief use to which stale chocolates are put is in making carmels and other chewy confections.

It's a mistaken idea that candy must be fresh to be good. One manufacturer who makes only for the trade and confines himself chiefly to high-class chocolates and bonbons, said that candy wasn't fit to eat until it had been seasoned for at least ten days. For his own use—and he is a great lover of candy, despite the general belief that no cook cares for his own messes—he keeps chocolates about a month before eating them.

This man has no patience with those who assert that colored candy is poisonous. His argument is simple. As he puts it :

"What's the use of putting poison in candy when natural and harmless coloring matter costs less? Who'd put opium in cigarettes when tobacco is cheaper than opium?

"It's the same way in my business. I can turn out bonbons in any shade you want—from the greenest of God's green grass to the pinkest pink of a hunting coat, and do it all without the aid of any ingredients but pure vegetable colorings.

"I have no patience with these pure food advocates when they come nosing around the candy business. Few of them know what they are talking about and the others have taken a few sporadic cases of children poisoned or merely made ill by overindulgence in cheap candies and condemn the lot of us.

"The candy business demands an artist these days, when you have to make displays of form and coloring to keep in the forefront of the business."

NEW MACARONI FACTORY.

C. H. Catelli, manufacturer of macaroni and vermicelli, speaking to The Canadian Grocer the other day, said that it was possible that Montreal would have a large new factory for the manufacture of these products in the near future.

Mr. Catelli is reported to be one of the largest manufacturers of macaroni and vermicelli in the Dominion, and says that the business is ever increasing so that it is necessary for him to have a larger plant to cope with the growing trade.

The building of a new factory is made all the more a necessity because Mr. Catelli will have to move from his present premises next year, as he has sold out to the Canadian Pacific Railway Co. He is thinking of forming a joint stock company with a capital of $250,000 Should the factory be built from the plans he is at present considering, it will be about 500 feet long and 50 or 60 feet wide. The building will be only one storey high and will have no windows, being lighted from the top. The raw material for manufacture will thus go in at one end, passing through the different departments and reach the shipping room at the other end ready to be delivered. The new factory would be capable of putting out 6,000,000 lbs. annually. This is two million pounds more than the present consumption in Canada, but Mr. Catelli is looking forward to the increase in business sure to come.

Nothing definite has yet been decided, but it is to be hoped that this new enterprise will go through as it will certainly be a splendid industry for Canada.

THE SECRET OF SUCCESS.

I. D. Bradshaw & Co., chewing gum and waxed paper manufacturers, Toronto, have certainly a very enviable position among the wholesale manufacturing confectioners and jobbing houses in this country. Starting from small beginnings, they are to-day one of the leading chewing gum and waxed paper concerns of the country. Their success has been mainly in "not how cheap, but how good," they can produce their goods. They have installed the latest German and American machinery, and are in a position to-day to fill orders on the shortest notice.

CLERKS AND THEIR OFFICERS.

The Toronto Retail Grocery Clerks' Association have elected the following officers for the present year : W. Turpin, president ; E. Broad, vice-president ; R. Feaster, recording secretary ; Manley Anderson, corresponding secretary ; R. A. Hudson, treasurer.

At the monthly meeting in the Temple Building Tuesday night, the year's picnic was discussed. Barrie, Orillia and Lorne Park were in favor as objective points, but a decision was not reached and it was left to the executive.

Quality Unquestioned

No one ever raises a finger against the quality of

Perfection Cream Sodas

It is needless to state why. If there was a blemish in the material or a flaw in the make, do you think it would'nt be found out and a cry raised ?

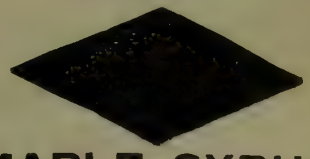
are as good as their name, which is no mean tribute.

"Perfections" are perfectly satisfactory to all.

Will you have a case ?

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

DIAMOND
Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

Mixed Fancys

JACOB'S IRISH BISCUITS

In half-pound boxes.

Our "West End" box is a good sample. It contains a nice assortment of rich varieties, including:—

Keil Finger
Boudoir
Puff Cracknel
Shortbread
Alexandra
At Home
Macaroons

A compact package—easily handled—attractively put up—stock not exposed to air—no loss in handling.

Good for the Grocer.
Good for the Housekeeper.

W. & R. JACOB & CO., Limited

Canadian Agents:
Kenneth H. Munro
324 Coristine Bld. Montreal
C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg
Wilson Bros.
Wharf St., Victoria, B. C.

DUBLIN, IRELAND

There are other Cocoas

offered for the acceptance of the trade simply because they are

Dutch
Van Houten's Cocoa

gained for **Dutch Cocoa** the reputation that causes others to **seek shelter** under the **name.**

Van Houten's Cocoa

continues to appeal to the trade and the public only on its **Superlative Quality** and **Superiority.**

"Best and Goes Farthest".

Made simply by adding boiling water.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

A LINE THAT WILL PLEASE YOUR CUSTOMERS

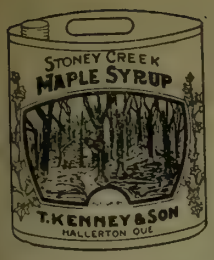
Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole importers
27 COMMON ST., MONTREAL

OUR RECORD
is "Best Essence Makers."
ORDER
Shirriff's Flavoring Essences
and you get record goods.
Always sell ***Shirriff's.***
MANUFACTURED BY
IMPERIAL EXTRACT CO., Toronto

Lowney's Cocoa does not contain ground cocoa shells, flour, starch, alkalies, dyes or other adulterations.

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., - - - MONTREAL, CAN.



The Weight Is Guaranteed

If you order "Stoney Creek" and "Royal" Brands of

MAPLE SYRUP

you will find there are 13 lbs. to the gal.—every time.

Our

MAPLE SUGAR

should be in all grocery stores. Say, you try some.

FOR SALE BY

Imperial Fruit and Produce Co.
Winnipeg, Man.

Provost & Allard
Ottawa, Ont.

Forbes Bros.
Montreal, Que.

T. KENNEY & SON

Hallerton, Que. Manufacturers

Sixty Years of Popularity

COX'S GELATINE

should be used in every Canadian household, because:

(1). It is STRONG.
(2). It is CLEAR.
(3). It is PURE.

Canadian Agents:
O. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

MAPLE SYRUP

JUST MAPLE SYRUP THAT'S ALL

Pure Tested Maple Syrup only is sold under **Small's brand.** When customer asks fort in of **Maple Syrup** it's nice to be able to produce same, and particularly a world-renowned brand.

Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark syrup in the British Empire. 2nd—Small's Brand has been awarded with but one exception all Gold and Silver Medals ever offered in Canada, and many from abroad.

You certainly have a first-class line.—WOOD & STEVENS, New York.
Is superior to anything I have seen on the market.—H. MOCKFORD, London, Eng.

All Jobbers.

Product of **THE CANADA MAPLE EXCHANGE**
MONTREAL

SPRAGUE

CANNING MACHINERY CO.

CHICAGO, ILL., U.S.A.

Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S
Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

EPPS'S

GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

UPTON'S Home-Made Orange Marmalade

is absolutely pure, made from finest Seville Oranges and granulated sugar only.

THE MAN BEHIND THE COUNTER

By Frank Carrington.

We've been putting plate glass windows in our store this week. I say "we," but I mean the boss and the carpenters. They say it's a good sign if a new clerk calls the firm "we" the first day he works for them. I'm not a new clerk, but I'm a "we" clerk just the same. I'm just as much a part of the concern as if I got a slice of the dividends every year.

The old windows were pretty fair. They were big and let in a good deal of light and we kept them clean and full of good goods with the prices on them and they made money for us, but plate glass of course is the thing and we had to have it. All the neighbors and our competitors were ahead of us getting it, but we had been so busy getting the business that we hadn't found any time to tear the front of the store all to pieces until last week. We didn't really have time then. We took it.

* * *

When it came to putting in the new windows, the boss wanted to know what I thought of running them clear down to the floor. Lots of the windows nowadays, you know, are right on the ground. People used to have their windows up high. You had to stand on your tiptoes to see in. Then they all got an attack of the notion that low windows were the thing and most of the later built windows represent that notion gone to seed. Window panes that rest right on the sidewalk. You have to get down on your knees to see what the goods really look like if they are small things.

The boss said he was going to put in one of those get-down-on-your-knees windows. I told him to think it over a while first. He wanted to know what my objections were. He said that nobody put their windows up high nowadays, not even up as high as your knees.

I told him that if I were in his place it wouldn't make a bit of difference to me what nobody or everybody was doing because I would want windows the way I wanted them and that would be the way I would have them.

I said that my idea of the right height for a window was, without regard to the inside appearance or arrangement, to choose a height that would let every one outside see the goods with the least effort. That meant that the bottom and floor of the window must be low enough for the smallest person to see in and yet high enough so that no one would have to bend down to examine the goods or to read the price cards.

* * *

About nine people in ten are more or less off in their eyesight and have to get rather close to things to see them well. Make the bottom of the window about two feet from the ground and you will suit every one.

Of course I would not raise a window at all if it were to be used for showing goods like furniture or stoves or anything large, and on the other hand I would put the window up to three feet if I were going to use it solely for displaying jewelry and such very small wares. But for anything in the way of ordinary goods, such as are sold in the average dry goods store for instance, two feet is my recommendation. That's what I told the boss.

Well, he heard my story and thought it over a few days and ordered the windows up to twenty-four inches and now that they are in we are all stuck on the height. It's just right. The windows dress up to the best possible advantage with any kind of small goods and the larger goods I make look lower by putting them well back.

* * *

We had our windows made very deep. The man who cuts down the depth of his windows to make room inside the store is making a great mistake. Windows gain everything by being deep. You can make them look a hundred per cent. better if they are deep and they'll hold lots more goods too. You can make a deep window look shallow if you want to, but you can't make a shallow window look deep by any possible scheme.

* * *

Hundreds of fine show windows are spoiled be being lighted wrong at night and in the daytime too. Some merchants seem to think that the idea is at night to get all the light they can to shine out of the windows on the street so that every one going by will say, "My, what a bright light!"

That's all right if you want people to remember your store simply as the store with the bright light, but if you are out to sell the goods, the goods are what you want to show. The small stores can't afford to patronize the amalgamated order of professional window gazers to draw the crowd. The goods themselves have to be the attraction.

If that is the case, the goods must be lighted whether the pavement outside is or not. Arrange your lighting scheme so that the light will fall on the goods.

* * *

During the day I let our curtains down about a quarter of the way and at night we have the lights arranged where they won't be too prominent themselves but will throw their strength on the goods and not dazzle the eyes of the people who look in.

What kind of a theatre would you call it where the footlights were turned so that all the light was reflected right in the faces of the audience? You'd probably have a good deal to say about the theatre and its management, and they would be town talk, but nobody would know what play they had tried to put on.

* * *

Another thing the boss was going to do when he had an opening with his new windows, after they were handsomely dressed with the prettiest goods in the ranch, was to stick pasters with catchy phrases on them all over the glass.

I must have looked kind o' funny when he told me to do that, because he wanted to know if I didn't think it was a good scheme. I said, "What did you put in those new windows for? Wouldn't the old ones have done just about as well to hang advertisements on?" He said he guessed that was right. He'd put these in so he could show up the goods better and he reckoned he hadn't better go and hide all the goods he had in them.

It makes me tired to see the way some storekeepers who think they are great advertisers, paste signs on their windows. Why, no one will look through a window when there is something on it to catch their eye. If you want folks to see the goods, don't hide them with window strips on the glass.

The trouble with the man who never makes mistakes is that he doesn't know a mistake when he makes one. He who never makes a mistake never makes anything. The only crime in making a mistake is making the same one twice. Wise men make mistakes; fools continue to make mistakes. A thought of one's own mistakes will soften criticism of others' mistakes.

THE DEACON LEADS THE PROCESSION.

"I'll just bet you a dollar," shouted the woodenware traveler, breaking into the Deacon's store about ten one morning.

"I'll take you, what is it?" roared the Deacon.

"You clear out that corner," the woodenman continued, "and make a woodenware section of it and I'll bet you a dollar you'll give me an order the next time I come."

He had seen the Deacon the night before and couldn't sell him anything because he had all he wanted. That was some months ago. The woodenware section was made, and the traveller didn't win the bet, because the Deacon to make two dollars gave the order to another house, but he wanted the goods, and if you ask him he will tell you a woodenware section is all right. He happened to have a clerk that knew a muss from a melon patch, and he arranged that woodenware so that every one who came in went over and had a look. Some bought things they hadn't come for, and all had a good word to say about the display.

"Jocks-a-mighty, but that woodenware show's all right," said the Deacon to the clerk one day. "Suppose we put some in the window."

The clerk knew what the Deacon's "suppose" meant, so he cleaned out one window and dressed it with woodenware. A night or two after the Deacon was "just kind o' goin' over things," as he said, and remarked to himself:

"By gum, I've got to have some more woodenware right sharp. I guess I owe Bass, Wood & Hoop's man a dollar. Lordy but I do."

He mailed the order to the traveler.

It happened to be the right time of the year, and the Deacon began to think his customers must have burnt all their old stuff the way they bought pails, tubs, brooms, stepladders and the rest. But the clerk wasn't satisfied. He says:

"Say, Deacon, why not go the whole figure with this wood stuff and advertise it some?"

The Deacon had a "standing" ad in the local papers, so they sent in a woodenware "change" and the Deacon did the woodenware business of the town till the other fellows caught on and got up behind his buckboard.

BUSINESS PERSONALS.

J. M. Gordon, Tottenham, was in Toronto last week.

W. Ormsby, Severn Bridge, is very ill and is in Toronto for treatment.

C. W. Griffin, of Griffin & Skelley Co., California, is in Montreal at present.

James Blair, a Toronto traveler for Red Rose tea, spent his Easter holiday with friends in London.

Mr. Harley, of Frank Harley & Son, London, Ont., was in Toronto last week, a visitor at the Pure Food Show.

R. Carignan, representing Laporte, Martin & Cie, Montreal, is on a special trip to Ottawa this and next week.

R. W. Vout, Brockville, Ont., Eastern Ontario traveler for Red Rose tea, and Mrs. Vout came to Toronto for Easter.

F. T. Hill, of F. T. Hill & Co., Markdale, Ont., is anticipating a pleasure and business trip to the Old Country in the near future.

Harold Hill, of Hill & Co., Orangeville, was a purchasing grocer in Toronto last week and was a delegate to the grocers' convention.

F. W. Hudson, of the Canada Brokerage Co., Limited, Toronto, spent a few days in Montreal last week. He was registered at the Windsor.

Another delegate to the convention was J. M. Small, Arthur. He, too, is built on the improvement plan and believes in better days ahead.

J. C. Clark, Boulton, Ont., took advantage of the holiday to visit friends in Toronto and stayed long enough to do considerable business on the street.

A. Lebrecque, of the American Pure Food Co., Montreal, has just returned from a week's trip to Quebec, where he has placed a carload of Japanese starch.

Mr. Small, of the Canada Maple Exchange, has returned from Toronto, where he spent a few days in connection with the pure food show being held in that city.

W. Barber, of White & Barber, general merchants, Alton, has had dreams of the wheat fields of the west and will leave shortly to tickle the prairie for the golden grain.

F. D. Cockburn, eastern representative of Comfort Soap, was a caller on The Canadian Grocer in Montreal this week. "Good business and bright prospects" is the way he reports it.

James Clark, Bolton, was to have been a delegate at the grocers' convention last week, but was ill with a cold, and much to the regret of many friends was unable to be present.

J. E. Richards, of Dundalk, Ont., spent the Easter holiday in Toronto and took part of his pleasure in the pursuit of bargains for the big store, at which he is reputed to be a winner.

R. C. Rathbun, general manager of Spratt's patent foods, paid a visit to the Montreal branch last week. Mr. Rathbun has been making a flying trip to the various branches of Spratt's patent from San Francisco to Montreal.

Robt. Davidson, Chesley, Ont., traveler for a Toronto firm, has been compelled to send in his resignation owing to ill health. During his year on the road Mr. Davidson has made many friends who will heartily sympathize with him in his illness.

F. A. Haddy, Bowmanville, of Ideal tea fame, was in Toronto last week looking for pointers to increase his already large business. He was a prominent figure at the grocers' convention and modestly declined nomination for the presidency.

One of the best-looking travelers on the road was minded to remark to The Grocer reporter this week that Mr. Duncan, proprietor of the W. A. McClean grocery and grain business, Owen Sound, Ont., was feeling well and was talking of a big Spring trade.

Wm. McCarty, of McCarty Bros., grocers, Owen Sound, Ont., has taken such an intelligent interest in his city's affairs that he has been elected an alderman. It is expected that after a fair apprenticeship to the municipal business he will make a good mayor.

Geo. Curliss, manager of the J. D. Morgan general store, Dundalk, Ont., was in Toronto for the Easter holidays to attend the Canadian Lacrosse Association meeting and to buy for his house. He is known on the street as a clean buyer.

Mr. Peter Matheson, of Matheson Bros., grocers, Whitby, Ont., has joined the ranks of the benedicts. After a very enjoyable wedding trip he has returned to business and the real enjoyment of his honeymoon. The Grocer and all grocers wish him and Mrs. Matheson many happy returns of their birthday of joy and much increase of their happiness.

J. M. Kirk, representing the Robert Greig Co., Limited, Toronto, was a caller at the Montreal offices of The Canadian Grocer this week. Mr. Kirk spoke enthusiastically of the business in his territory from Ottawa east to Lake Megantic, and says that "White Swan," "Orient" and "Phoenix" brands are winners.

T. W. Armstrong, of Cornwall, was a caller at the Montreal offices of The Canadian Grocer last Saturday. Mr. Armstrong was on his way home from an extended trip to the Pacific Coast. He speaks most enthusiastically of the position of business and the western country's general development, everything throbbing with business activity.

THE VIRTUES OF OLIVE OIL.

A remarkable item of news appears in a recent issue of the New York Sun on the virtue and utility of olive oil, both as a food and a beautifier of woman's complexion. It says:

"According to the well known journal, Family Doctor, fagged out society beauties may find salvation in olive oil. The Family Doctor relates how a reigning London beauty went to the king's physician during the season and said: 'What shall I take for my complexion? I am a sight!' The reply was: 'Take olive oil; live on it; live in it, live with it, drink it, dress your food with it, lubricate yourself with it.'

"As a result of following this advice the young woman achieved a complexion of rosy blond, pink damask and Gloire de Dijon roses, and began to give beauty luncheons. These luncheons have since become very popular."

Elderly Miss—"The toilet soap I bought from you has made my face all spotty, and your master told me it would not harm the most beautiful complexion in the world."

Youthful shopman—"Yes, mum; but yours ain't the most beautiful complexion in the world, not by a long chalk!

IT'S SAFE TO SAY

that when these gallants are homeward wending their lonely way they will draw cheer from a

Pebble or Pharaoh

Balls and parties are being held in your town just as well as in the big cities.

PUZZLE: Where do the gallants who attend them get the **Pebble** and **Pharaoh** cigars?

ANSWER: From their grocer.

CONCLUSION: How much trade have you missed?

J. BRUCE PAYNE, Limited, Mnfrs.
GRANBY, QUE.

☞Write for particulars of "Fairest Offer Ever Offered."

The Centre of The Trade is

The Fairest-Priced Tobacco is

T. & B.

Is Always Good, Always Saleable.

is manufactured by

The Geo. E. Tuckett & Son Co.
LIMITED

HAMILTON, ONT.

TOBACCOS, CIGARS AND ACCESSORIES

LIVED ON CIGARETTES AND WATER.

A good argument against the anti-cigarette cranks might be furnished from the case of Sacco, the Hungarian fasting man, who has just beaten the record in London by fasting forty-five days. During this period Sacco abstained from everything except water and cigarettes, and of the latter he consumed 952. At the close of the ordeal the man's health was said to be reasonably good.

A SELF-LIGHTER.

A cigar lighter that lights itself is a novelty being placed on the Canadian market by McGraw & Russell, Front street, Toronto. The lighter is in the shape of a small nickle-plated tube the size of your little finger. You take the cap off and it bursts into flame. Blow it out and it immediately blazes up again until the cap is replaced. The lighter is a great curiosity as well as a very handy pocket piece.

NOVEL CIGAR COVER.

News has come to hand from Spokane, Washington, of a new kind of cigar cover which, according to the manufacturer who utilizes it in his cigars, "will preserve the cigar and keep its high flavor for a considerable length of time."

This cover, which is intended to take the place of the ordinary tin foil affair, consists of a cheap grade of tobacco wrapped loosely around the cigar, in such a way that it can be removed by "a slight twist of the finger and thumb." The tobacco used for the cover is described as so cheap that "it can be put on at as low a price as tin foil or other substances."

It is further stated that the tobacco is of rather tough character, "which makes it a protection to the cigar when carried in the pocket or otherwise."

The idea sounds ingenious but we would like to know of any kind of tobacco these days that is as cheap as tin foil. Of course torn or hail cut tobacco might be used, but how a cover all full of holes could preserve the flavor of a cigar it is hard to see.

Again, how about the mixture of the aromas? Few substances catch outside smells like tobacco, and the flavor of a good cigar could hardly be improved by contact with a weed that was as cheap as tin foil.

TOBACCO MERCHANT DEAD.

Charles Gratton, at one time a well-known figure in the wholesale tobacco trade, died at his home in Montreal on March 28. The deceased was for 21 years the proprietor and manager of the wholesale tobacco firm of Charles Gratton & Co., 269 St. Paul street, Montreal. He retired from active business life nine years ago.

PROPOSED CIGAR FACTORY.

A report is current that J. E. Williams, who has a large connection in Western Canada as manufacturer's agent for an eastern cigar house, is looking for a vacant building in Sarnia to manufacture cigars. Mr. Williams states that the business will commence with about a dozen hands, and will be extended as trade increases. After comparing conditions in Winnipeg and in Ontario points, Mr. Williams decided that Sarnia was the most advantageous point for reaching the western trade, and will commence business there as soon as premises can be secured.

TO IMPROVE TOBACCO.

The Ontario Government, it is understood, are arranging for the establishment of an experimental station in the county of Essex for the purpose of advancing the tobacco industry. The idea is to deal with tobacco in the same manner as grain is dealt with in the Guelph Agricultural College. The tobacco industry is looked upon as one of the most important, and under better conditions it is thought the quality of the Canadian leaf can be materially improved.

NOT SO STUPID.

School inspector (examining a class)—"Now, my little man, can you tell me what five and one make?"

No answer from the boy.

Inspector—"Suppose, now, I gave you five rabbits and then another one, how many rabbits would you have?"

Boy—"Seven, sir."

Inspector—"Seven, you stupid! How do you make that out?"

Boy—"Because I've got another rabbit of my own at home."

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

There is a difference.

CLAY PIPES

made by us are the best in the world.
Specify them in your order.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

STILL ANOTHER LINE.

In the Good Advertising department of April 6, attention was called to the meagreness of confectionery advertising.

* * *

The same might be said of cigars and tobacco. It is very seldom that a retail cigar and tobacco announcement in a town paper greets the eye.

* * *

The reason is simple, yet, paradoxical as the case may seem, there is a certain perplexity.

* * *

The average grocer feels that, as far as his part is concerned, the smoking business is in its infancy.

* * *

Now, even if this were the case, the grocer who reasons thus doesn't see that it is his policy to advertise, not that trade which is built up, but that trade which needs building up.

* * *

The truth of the matter is, in the towns and small cities the grocer has an excellent chance to do a tobacco business. There are practically no "straight" cigar stores and barber shops are few and far between.

* * *

The point is, if a grocer can keep a neat case for cigars, tobaccos and accessories, he can catch lots of trade.

* * *

It stands to reason that a smoker is not going to buy slovenly stock nor from a grocer who doesn't know what lines he has without five or ten minutes' unnecessary hunting.

* * *

It also stands to reason that if a smoker is leaving a grocery order with you he is not going to tramp down to the barber's merely to get the "smoke" if he can get as good goods from you, and what is to prevent you from "being ready" ?

* * *

Let no grocer get into the rut of continually booming tea, butter, etc., through the newspapers. Let him give due aid to his side lines, specialties, and so "complete" his advertising.

* * *

The ad herewith presented is a specimen of what might be run by a town grocer.

* * *

Regarding window display for cigars, etc., a western merchant recently had a striking arrangement.

* * *

An immense map of the world was used as a background and in front of it were arranged cigars, pipes, tobaccos, cigarettes.

* * *

From each article a narrow ribbon led to that part of the map which represented the country or city from which the article came. For instance, he had cigars from Havana, meerschaum pipes from Germany, cigarettes from Egypt, etc.

OUTSIDERS.

What should be the attitude of local retailers toward their home newspaper, in regard to the advertising of big retail concerns in neighboring large cities? There are a good many papers which have this sort of business offered them, and a good many feel justified in accepting it. Shall the local man then withdraw his own advertising, and thus leave a clear field for the city man ? Or shall he labor with the publisher to persuade him that he ought to support his home merchants ? Suppose the local grocer carries four inches of space in every issue of the paper, and expects the publisher to "trade it out." Along comes the city grocer with a fine big special sale ad—maybe half a page—that will be paid for in real money. What shall the publisher do ? Turn it down ? If so, to what extent will his home merchants make up to him for the loss ? Experience shows that if the publisher takes the city ad the local dealers get pretty mad about it, and instead of turning in and using more space, which not only helps the publisher to stiffen his backbone for future contests with the city advertiser, but largely neutralizes the effect of the city ad, they protest illnaturedly that the publisher is ungrateful and doesn't deserve any consideration. If, on the other hand, the city ad is declined, the local merchants do not know of its tender, and of the paper's sacrifice, unless the publisher himself tells them ; and no good deed can be told of by the doer without giving the impression of either boasting or begging, both of which are most uncongenial to the newspaperman.

The local newspaper which is patronized as it should be by the home merchants has no space to sell to the city advertiser. If it is good enough for the city man to use, it is infinitely better for the local man. The city man can hope to bring to his store only a very small portion of the people of the town, while every person in the town is a possible customer of the local merchant. And if it pays the city man to spend money in the attempt to bring to his store a part of the people who go to the city, how much more should it pay the local man to attempt to induce them to stop as they pass his door ?

The newspaperman needs money, most always. The city man's check looks good to him. But if his townsmen support him with half the loyalty with which he "boosts" the town, he will have not only the courage but the backing to turn down the outsider who wants to draw trade away from the local stores.—Advertising World.

REGULAR SMOKERS
OCCASIONAL SMOKERS

You have been buying your cigars and tobacco from some other store than mine; and there is no reason why you should do this.
I am in a convenient location, give quick and courteous service and keep select lines of

5 and 10c. CIGARS
TOBACCOS, ETC.

in cases, neat and clean.
Don't buy on pedigree! If I cannot supply you with what you want it will be because the manufacturer cannot supply me. But—Remember to get your cigars and tobacco from me, NEXT TIME.

Briar, The Tobacco Man, PORT HOPE

"WEDDING" ORDERS.

My plan was intended to get business from newly married couples or couples about to be married, and naturally it will work better in cities and large towns than in the small country places.

I made it my business to accumulate all the information I could about young people about to be married. This I got in all sorts of ways, very often from the newspapers. For a while I offered

a little premium to children to inform me of any engagements which came under their notice, together with the date when the wedding was to occur.

This information secured, I sent to the various names, when the proper day arrived, a nicely printed letter, saying in substance that, being newly married, they must realize that they would need groceries and kitchen supplies, and that I had made it my business to prepare various-sized lists of goods, even the smallest of which contained everything that a bride would need in her first days of housekeeping.

To illustrate, I append some of the lists which I used. Here was the most representative :

Flour, 25-pound bag	$ .95
Graham, 5 pounds	.18
Cornmeal, 5 pounds	.15
Fine breakfast hominy, package	.10
Rice, 2 pounds	.18
Cornstarch, 1 pound	.10
Pearl barley, 1 pound	.05
Macaroni, 1 pound	.15
Breakfast cereals, 2 packages	.30
Tapioca, 2 pounds	.15
Granulated sugar, 5 pounds	.30
Cut sugar, 2 pounds	.20
Powdered sugar, 1 pound	.10
Molasses, 2 quarts	.30
Vinegar, 1 quart	.07
Salt, 5 pounds	.10
Pepper, quarter of a pound	.14
Mustard, quarter of a pound	.20
Nutmeg, 1 ounce	.04
Cinnamon, quarter of a pound	.10
Ginger, quarter of a pound	.10
Powdered herbs, 3 boxes	.30
Whole spice	.25
Coffee, 1 pound	.35
Tea, 1 pound	.75
Cocoa, half a pound	.22
Chocolate, 1 pound	.35
Bicarbonate of soda, half a pound	.08
Baking powder, half a pound	.25
Cream of tartar, half a pound	.25
Dried white beans, 2 quarts	.20
Dried lima beans, 2 quarts	.30
Dried split peas, 1 quart	.10
Tomatoes, 4 cans	.50
Gelatine, 1 box	.15
Laundry soap, 5 pounds	.25
Toilet soap, 2 pounds	.30
Scouring soap, 1 cake	.09
Ammonia, one-quart bottle	.15
Borax, 1 pound	.15
Whiting, half a pound	.05
Rottenstone, half a pound	.05
Pumicestone, half a pound	.05
Stove blacking	.10
Turpentine, 1 pint	.14
Paraffin oil, 1 quart	.10
Sal-soda, 3 pounds	.06
Matches, one-half dozen boxes	.25
	$9.75

This, as seen, was a low-priced list, and seemed to take better than any of the others. There were a number of assortments of specialties, not so standard as the above list, which I also included.

As to the results of this plan, I never kept any special record, but the results were very good. I used to get a great many orders for these bridal assortments. The business is waiting, for these young people must have the goods, and the first man who gets in will probably get the order.—R. O. M.

A. A. B.

CLEANSING REFRIGERATORS A NECESSITY.

Some very useful and instructive information regarding the treatment of refrigerators in the Spring and Summer has been given out by Prof. Ruddick, the Canadian dairy commissioner, and should prove instructive not alone to dairymen, but to all users of refrigerators throughout the Dominion. He says:

"Every Spring, before a refrigerator is used, it is well to go over the whole interior with some kind of disinfectant to destroy the germs and spores of mould that may be there. Last Spring I asked Dr. Connell's advice regarding the disinfection of refrigerators, and he suggested bi-chloride of mercury (corrosive sublimate). This should be used in the proportion of 1 part to 1,000 parts of water. It is a very deadly poison as everybody knows. The solution is safe to use, so far as touching the hands is concerned. We washed the whole interior with that solution, and found it evry effective. I believe that a solution of that kind, or a solution, of formalin used in the refrigerators in the Spring, before they are used, would be helpful in keeping them pure and sweet during the Summer months. We will get more exact information on this point from the scientific men later on. The point I make is that we should have these places thoroughly disinfected every Spring, and oftener, if necessary."

BUSINESS CHANGES.

A. R. Smith, grocer, Toronto, Ont., has sold out.

Pierre Lemieux, baker, Lauzon, Que., has suffered loss by fire.

A. R. Fanning, grain merchant, Newdale, has been burnt out.

Duplain & Paquet, grocers, Quebec, have dissolved partnership.

A. Cameron, general merchant, Rocanville, is retiring from business.

J. M. Rowntree, grocer, London, Ont., is selling out to Rowntree & Fonger.

Clodianos & Co., confectioners, Montreal, Que., have dissolved partnership.

The assets of H. Matteau, general merchant, St. Elie, Que. have been sold.

The assets of P. Maheux, general merchant, St. George, Que., have been sold.

E. Shaunessey, confectioner, Petrolea, Ont., has advertised his business for sale.

The assets of Thos. Cote, St. Hilarion, Que., are to be sold on the 5th of April.

The R. E. White Co., Limited, grocers, St. John, N.B., are applying for a charter.

Jos. Vassaw, general merchant, Cole Hill Mines, Ont., has sold out to Chas. S. Rollins.

T. J. Leary Co., Limited, confectioners, Winnipeg, have assigned to C. H. Newton.

Ed. Pooke, general merchant, Van Anda, B.C., has been succeeded by A. G. Deighton.

The stock of the estate of Joseph Naiman, general merchant, Chortitz, has been sold.

Hypolite Rosseau, grocer, St. Francois, Que., has assigned to Lefaivre & Taschereau.

Kent & Turcotte have been appointed curators to Seguin & Courville, grocers, Valleyfield, Que.

F. W. Fearman & Co., Limited, pork packers, Hamilton, Ont., have suffered loss by fire, but were covered by insurance.

Charbonneau Freres, fruiters, Montreal, Que., have dissolved partnership and F. X. Charbonneau is now registered as proprietor.

A Business Proposition

Our **HOGEN-MOGEN** (5c.) and **ROYAL SPORT** (10c.) Cigars represent old fashioned honesty in every respect. Quality in stock and thoroughness in manufacture ensure the trade that comes again. Particulars upon request.

THE SHERBROOKE CIGAR CO.

SHERBROOKE, P.Q.

A SURE SALE. A SURE PROFIT.

SURPRISE SOAP

MAKES CHILD'S PLAY OF WASH DAY

YOU CAN USE Surprise Soap in hot water or cold water, by any method, or in any way. We recommend a trial the "Surprise" way without boiling or scalding the clothes. See the whiteness of the clothes. Note the easy work.

READ THE DIRECTIONS ON THE WRAPPER.

While Surprise Soap is the highest Grade of Laundry Soap, it is sold at the same price as ordinary Soap.

Made by

The St. Croix Soap Mfg. Co.

St. Stephen, N.B.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

April 19, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$3 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins per doz.	$5 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolats—

Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—

Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ¼-lb. boxes	1.30

FRY'S

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Epps's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37½

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case	per doz., $ .90
1 " " 4 " "	" 2.40
½ " " 2 " "	" 4.75
¼ " " 1 " "	" 9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, ⅛ and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.
Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25
Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	25c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ¼-lb. "	22c.
Gold Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.
XXXX chocolate powder	
5-lb. tins, 10 tins in case	27c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " (20)	2 42

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.	Per lb.
Mecca	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 20
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

"Batger's"

Lime Juice Lemon Squash

The summer time is fast approaching, when there will be a heavy demand for summer drinks. The pure fruit juice of both, LIMES and LEMONS, have been and always will be the most popular and healthful snmmer drinks.

"Batger's" Lime Juice and Lemon Squash are absolutely pure and as good in flavor as modern ingenuity, the finest fully ripened fruits and over 150 years' experience can make them,

They are put up in two sizes—pints and quarts —two dozen in a case—are retailed at popular prices, allowing you a handsome profit..

Rose & Laflamme

Montreal - Toronto

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

GRANULATED SUGAR Extra Standard

A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

PROGRESSION
Is the Order of the Day

The time was, when the possible utility of steam and electricity was a dream.

Great strides have been made in the direction of improvement in every department, by which the wheels of commerce are kept moving.

No greater improvement has been shown than in the perfection of manufactured Spices, and **BRAID'S AROMATIC SPICES** stand to-day on the highest point above all other spices for a pure unadulterated product.

Lay aside your prejudice! Keep pace with the times! Try **BRAID'S AROMATIC SPICES,** and they will be money in your pocket.

Braid's Best Teas and Coffees, just what the name implies. Nothing more, nothing less.

A postal will bring samples and quotations.

WM. BRAID & CO., - Vancouver, B.C.

BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 4C
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar, "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins, "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 pkgs., per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	13 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel, per box	1 25 to 2 50

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

Do you want to know what is best to sell your customers?

FOR THE MOST PERFECT AND HYGIENICALLY PURE
CONDENSED MILK and EVAPORATED CREAM TURN TO

BORDEN'S BRANDS

"Eagle" Condensed Milk and "Peerless" Evaporated Cream

ALL JOBBERS

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—

Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	

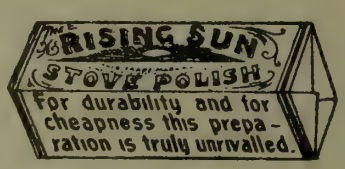
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA
put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60

3 p.c. off 30 days or 3 months.

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Embossed Label, 1's, ½'s and ¼'s	0 70	1 00

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ¼-lb.	0 35

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 13½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
apan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$....	
" II 40-lb. boxes	....	
" III 80-lb. boxes	....	....
EMD AAA Japan, 40 lb " at	....	
" AA " 40 "	....	....
Blue Jay, basket fired Japan, 70 lbs.	....	
"Condor" IV 80-lb. "	....	....
" V 80-lb. "	....	....
" XXXX 80-lb. boxes	....	....
" XXXX 30-lb. "	....	....
" XXX 80-lb. "	....	....
" XXX 30-lb. "	....	....
" XX 80-lb. "	....	....
" XX 30-lb. "	....	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½	....

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ¼s, ½s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ¼s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ¼s, ½s and 1s, 50-lb. cases retail	0 40 at 0 50
Red Label, ¼s, ½s and 1s, 50-lb. cases retail	0 50 at 0 54
White Label, ¼s, ½s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—	Empire, 4s, 6s and 12s	$0 46
"	Amber, 8s. and 3s	0 60
"	Ivy, 7s	0 50
"	Rosebud, 7s	0 51
Chewing—	Currency, 12s. and 6½s	0 46
"	Old Fox, 12s	0 48
"	Snowshoe, 6½s	0 51
"	Pay Roll, 7½s	0 56
"	Stag, 10 oz.	0 45
"	Bobs, 6s. and 12s	0 45
"	" 10 oz. bars, 6½s	0 45
"	Fair Play, 8s. and 13s	0 53
"	Club, 6s. and 12s.	0 46
"	Universal, 13s	0 47
"	Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

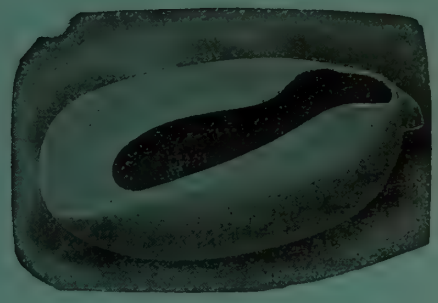
Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.

Price, postpaid, - $2.00

BOOK DEPT.

THE CANADIAN GROCER

10 Front Street East, - - Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week – therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

RUBY GLASSWARE

FOR

SOUVENIR TRADE

Quick selling pieces in ruby and gold to retail for 25c. each.

You can have them engraved with any name or inscription desired.

Ask for particulars of 6543 and 6544 Assortments.

GOWANS, KENT & CO. LIMITED

TORONTO

FOR A YEAR PAST

we have been quietly but firmly establishing ourselves in the manufacture of

CANNED FRUITS AND VEGETABLES

having, as our superintendent one of the ablest processors in America.

LAUREL CANNED GOODS

are now an assured success.

(Both consumer and grocer agree there.)

We have still some choice fruits on hand.

Write us.

J. H. WETHEY, Limited, MANUFACTURER **Wethey's Mince Meats**

St. Catharines CANNERS **Laurel Canned Goods**

C & B

Crosse & Blackwell's Pickles

Mixed, Chow Chow, Walnuts, Girkins, and Onions

Corked ½ pts. and pts., and Octagon ½ pts. and pt. bottles

C. E. Colson & Son, Montreal

Agents

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL; TORONTO, WINNIPEG, APRIL 27, 1906 NO. 17.

Robinson's Patent Barley

Is a Steady Seller
With the BEST TRADE

Your store is the **finest** in the town. And, therefore, you are or should be selling

ROBINSON'S PATENT BARLEY

Liberal sampling among your customers on receipt of list addressed to

Frank Magor & Co., - 403 St. Paul St., Montreal
Agents for the Dominion

Raised on It.

When thinking of buying

STARCH

why does the grocer always call to mind

Benson's "Prepared Corn" and
Edwardsburg "Silver Gloss" Starch ?

For the simple and safe reason that these two brands have held the confidence of the consumer and the trade for nearly fifty years.

Always reliable. **Unequalled for purity.** **All jobbers sell them.**

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

No Cut Profits

with the Master Mechanics Extraordinary Tar Soap—because it has no competition.

There is no soap exactly like it—consequently there is an unusual demand for it among Mechanics, Engineers, Farmers, Sportsmen and all whose work or play stains the skin or is hard on the hands.

It is a high grade pure soap that removes all grease stains remarkably quickly.

It bears a good profit.

It has always been a large seller and its sales are increasing.

THE

Master Mechanics

Extraordinary Tar Soap

One of the excellent lines manufactured by Albert Soaps Limited, Montreal

NO DOUBT THERE ARE MANY KINDS OF JELLIES ON THE MARKET, BUT HOW MANY ARE FLAVORED WITH REAL FRUIT JUICES?

"KKOVAH" JELLIES

ARE FLAVORED WITH

Real Fruit Juices

AND THEREFORE "ABOVE-ALL" OTHERS.

SUTCLIFFE & BINGHAM, Limited
17 St. John St., MONTREAL

ROELOFSON & ROELOFSON
152 Bay St., TORONTO

National Licorice Co.

Brooklyn, N.Y.

R. S. McIndoe
Selling Agent - 120 Church St., Toronto

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

Doubt Less

"Earn More"
"Earn More"
"Earn More"

and

"Earn More"
"Earn More"

Earn More

Earn more money by buying goods of standard value—Doubt less when choosing. Think more of quality than price. How about those dusty, dirty, fly-specked packages up there on the shelf? What did it, quality or price? "Doubt Less and Earn More."

Sell Goods of Known Quality

Fry's Cocoa and Chocolate

As standard as sugar, salt, coffee or tea. Of known quality always. Purest, Richest, Strongest. Made by the largest manufacturers in the world.

TRADE MARK

"SHELL BRAND"
(LA COQUILLE)

Containing 67 per cent. of pure oil as against 60 per cent. in ordinary brands. Packed and shipped in cases and boxes in bars of 1 pound each and upwards. Pressed Cakes in boxes also. "Earn More" by selling it.

Cox's Gelatine

Has stood the test of time and has won out on intrinsic merit. Always strictly pure. Always does exactly the work cut out for it. "The Gelatine of Quality."

LEADING WHOLESALERS SELL THEM.

ARTHUR P. TIPPET & CO., Agents

Manufacturers' Agents and Brokers' Directory

BARBADOES, W.I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St John, N. B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CALGARY

The Dominion Brokerage Co., Limited
Wholesale
Commission Merchants and Brokers
CALGARY and EDMONTON, ALBERTA
Excellent Trade Connection
Highest References

WESTERN CARTAGE CO.,
Cartage and Warehousing
Storage and Brokerage for Eastern Wholesalers.
Handling and Forwarding of CAR SHIPMENTS.
Largest and Best equipped STORAGE Facilities in the WEST.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

W. E. FELLOWES
Manufacturers' Agent and Commission Merchant
6 St. Sacrament St. - - Montreal.
I am open to introduce a few new lines of high-class grocers' specialties. Could handle a line of Canned Goods and Sauces.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. E., TORONTO
Calling on best Grocers and Mfg. Confectioners.
Could handle another first-class specialty for Manufacturers.

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

A. F. MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

TOMATOES
CORN
RAW SUGARS
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

CALGARY STORAGE
In a new brick block centrally located
Dingle & Stewart
Winnipeg, Man. - Calgary, Alta.
COMMISSION BROKERS.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited.

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

(*Continued on page 52.*)

Hamilton, Ont., April 24th, 1906.

Dear Sir:—

RE THE FOOD VALUE OF PEAS

It is estimated that food for the average man should contain 125 grams proteids, 500 grams carbohydrates and 50 grams of fat, representing over 3,000 calorics of heat energy.

It will be seen that the carbohydrates are the largest in bodily demand.

Peas are especially rich in carbohydrates. In fact, so much so is this the case that Peas have been called the poor man's beef. It is claimed that 1½ lbs. of dried Peas would supply the daily requirements of proteid for the average man, and the energy liberated, weight for weight, is greater than in beef, eggs or milk.

Canned Peas are without doubt the cheapest and the best food on the market at the present time. Taking the standard amount of energy liberated the cost of Peas is less than half the cost of Meats, etc., and many of your customers are spending too much money on Meats, Eggs, etc.

By calling your customers' attention to the facts as stated above, you will largely increase your sales, and especially so if you only sell Peas packed by the Canadian Canners, Limited, under any of the following brands, viz.—"Canada First," "Little Chief," "Log Cabin," "Horse-shoe," "Auto," "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," "Globe," "Grand River," "Jubilee," "White Rose," "Deer," etc.

The Peas of these brands are packed the same day as picked, and when best suited for table use. The process of packing them is such that the Peas travel from the field to the can without coming in contact with the human hand, and thus these brands of Peas are more wholesome and cleanly than if cooked in a private kitchen.

You may assure your customers that every tin of goods under our label is guaranteed as to quality.

Yours truly,

"CANADIAN CANNERS, Limited"

A satisfied customer is the grocer's best advertisement.

It is of the first importance, therefore, that the grocer sees to it that his every customer is pleased and satisfied.

Probably in no article does a customer exercise so particular a discrimination as in purchasing the refreshing cup-o'-tea. It must just suit the critical palate.

If the grocer is to capture and hold his customers, he can only do it on quality and uniformity—which means in tea,

Buy Only Ceylon Tea

(GREEN OR BLACK)

Canada's Favorite Beverage.

WILL PAY FOR YOUR ENERGY

It is a well-known fact that no tea ever placed on the Canadian market possesses as much intrinsic value as

Red Rose Tea

There are many ways to prove it

Try the tea yourself!
Ask other people who drink it!
Ask any disinterested tea man!

Put the energy into selling Red Rose Tea that you put into other brands, and you will sell more tea and make more money.

If you are not selling it, I think these facts will be proved by a single case. Is it not worth ordering one?

T. H. ESTABROOKS

Branches:
TORONTO, WINNIPEG

ST. JOHN N.B.

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

"With oysters, either fried or stewed, Perry's Sauce will make good food."

Those who have tried the combination say it is delicious.

Find the reason in the Perry Process and the skill back of it.

Perry's Worcestershire Sauce

is not "new." It has been used for years.

All Canadian grocers should stock up this sauce and show that they take advantage of opportunities.

Write us for full information.

Taylor & Pringle Co.
Limited
Manufacturers of ***Queen Quality Brand Pickles***
OWEN SOUND, ONT.
Selling Agents.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

They Have Considerably DWINDLED

THE NUMBER OF DEALERS THAT ARE NOT already benefiting by the sale of the celebrated "Salada" Ceylon Tea have dwindled to an almost imperceptible quantity, which proves conclusively that it is the **"Tea of Teas"** by public consent.

JUST AS—"Salada" Black Teas have displaced all others

SO ARE—"Salada" Green Teas relegating Japans to oblivion.

A one-cent postal enquiry investment will bring dollars worth of information in return.

Address "SALADA," Toronto or Montreal

USE ONLY THE BEST

GILLETT'S PERFUMED LYE

Is the STANDARD article

READY FOR USE IN ANY QUANTITY.

For making soap softening water, removing old paint, disinfecting sinks, closets, drains and for many other purposes. A can equals 20 pounds SAL SODA.

SOLD EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St Louis, Mo., 1904

There's a "knack" in making pickles that is possessed in large degree by the manufacturers of

STERLING BRAND PICKLES

These are made from best grown Canadian vegetables in Canada's largest pickle factory.

SOLD BY LEADING JOBBERS

THE T. A. LYTLE CO., LIMITED
TORONTO, CAN.

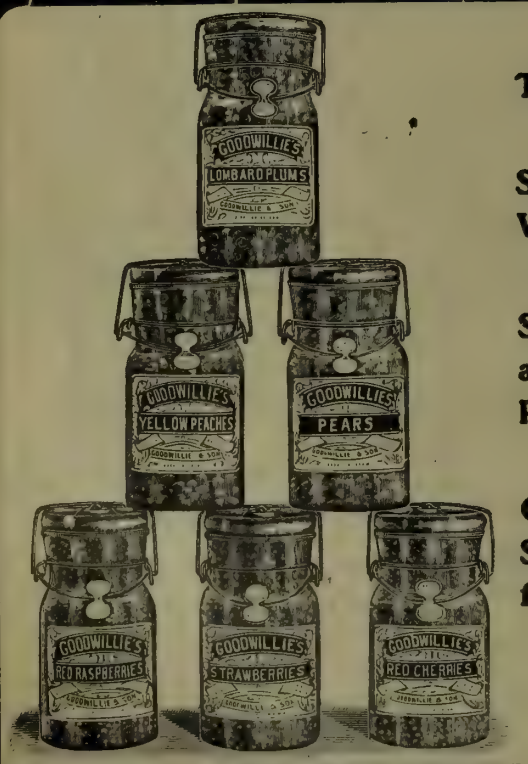
MAPLE SUGAR

Largest Exporters of

PURE BEAUCE COUNTY SUGAR

D. RATTRAY & SONS

QUEBEC **Montreal** **OTTAWA**



THEY

Sell Well

Show a Nice Profit.

Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

PATERSON'S

WORCESTERSHIRE

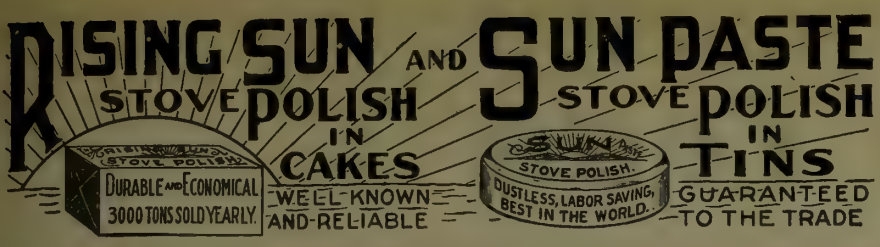
SAUCE

sells quickly because of its great merit. It affords the dealer a good profit—what more do you want?

Have you enough in stock?

ROSE & LAFLAMME

Agents, - - - Montreal.


RISING SUN STOVE POLISH IN CAKES
AND
SUN PASTE STOVE POLISH IN TINS
DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY.
WELL-KNOWN AND RELIABLE
STOVE POLISH.
DUSTLESS, LABOR SAVING, BEST IN THE WORLD.
GUARANTEED TO THE TRADE

LARGE ADVERTISING

Goods with merit have a claim upon the progressive grocer's attention, but when that merit is exploited by the manufacturer with such liberal methods of advertising as we pursue with our well known and deservingly popular RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins the real live dealer must recognize the help we give him in selling the right Stove Polish. Largely increased sales support our policy of merit backed by extensive advertising.

MORSE BROS., Props., - - Canton, Mass., U.S.A.

FARROW'S *Real* MUSHROOM KETCHUP

is absolutely pure and free from any foreign Acids, Salicylic or otherwise. Warranted. Purity certified by Sir Charles Cameron, C.B., Professor of Chemistry, R.C.S.I.

AGENTS WANTED EVERYWHERE

Apply ***J. FARROW & CO., Mustard Makers***

PETERBOROUGH, ENGLAND

ESTABLISHED 1833

The largest and best makers of Mushroom Ketchup in the world

He Who Hesitates is Lost !!!

Many a grocer hesitates to go right in for packet tea.

Yet He Knows the day for the one-shop grocer to blend his own tea is past. He can't hold trade that way, it's too uncertain.

It's Right Here Where **Blue Ribbon Ceylon Tea** **Comes In**

It's Always Uniform in Strength.
It's Always Even in Flavor.
It Always Gives You Sure Profit.

Japan Teas

do not come under the grade of **green** teas—they are absolutely in a class by themselves.

The so-called green teas may be imitated, but

Japan Teas

cannot be imitated.

Remember that the teas of Japan are as inimitable as the rose. As the rose is the queen of flowers, so Japan Tea is the queen of all teas.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

OUR MOTTO

THE BEST PRODUCT
FROM THE PUREST MATERIAL

We carry this principle into actual practice—every day.

The milk is procured in the richest dairy sections in Canada.

The strictest care is used in its selection—every can of milk is tested before it is received.

Manufacturing conditions are guarded at every point—our methods and appliances are the most modern and improved.

The net result is quality.

"REINDEER" Condensed MILK
"JERSEY" Sterilized CREAM

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S

A SNAP

In Ceylon Tea to retail at a quarter

A genuine bargain. **Write quick, for sample**

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

SUCCESS FOR YOU

Do you know that an opportunity is before you to secure the starch business of your district?

Your jobber will sell you a supply of

IVORINE

COLD-WATER

STARCH

and with it you will be equipped for the starch trade. "Ivorine" requires no boiling, and gives far greater satisfaction than other kinds of starch.

"Ivorine" sells at a fair price, and nets you a handsome profit.

Be wise when the opportunity is yours.

St. Lawrence Starch Co.
Limited

Port Credit, Ontario

Purnell's

Genuine Worcestershire

Sauce

Shews a good profit

Never fails to give satisfaction.

Do You Stock it?

If not, mail your order to-day.

PURNELL WEBB & CO.,
Limited

BRISTOL, ENGLAND

ESTABLISHED 1750

We are offering some exceptionally good values in new crop, fine flavory

CEYLON TEAS

If interested in **JAPANS** drop us a card for samples.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

The Agricultural Schoolmaster

is abroad, and the farmers are learning the important truth that the better the seed the better the crop.

The Grocer may take a lesson from this newest beneficent enterprise. Use none but pure, superior goods in your store, and you will raise a great crop of customers.

The selected Coffee beans that form WOOD'S COFFEES will make one important department produce a great harvest of trade.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for **"Diamond E."** on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders**—**You cannot make a mistake** in ordering a tin on a trial basis—If the coffee does not prove a **convincing argument**—We stand the expense—**"Diamond E."** will put **new life** into your **Coffee trade**—**Try it**—Backed by a reputation of over half a century.

S. H. & A. S. EWING, MONTREAL

RAYON D'OR

THE FINEST PURE OLIVE OIL OF THE MARKET

A quick seller. A pleasure to use.

MENGERT CAGNOLI & CIE

Canadian Agency:
J. RUSSELL MURRAY, MONTREAL

BARI LUCCA, NICE

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Here they come! No bigger, but ***better than ever.*** Price the same. Machine and ***1,000*** one-cent sticks of Gum for ***$8.00.*** Gum for re-filling machine, ***$6.50*** per ***1,000.***

Motto of the Bode's Gum Co., Ltd.:
"Always seeking to improve in quality and style."

Their rapid growth of business proves their method to be the right one. They are still presenting to the retail trade a handsome little Gum Show Case with a ten-box assortment.

Order at once through your jobber

BODE'S GUM CO., Ltd.

MONTREAL

Toronto Office:
Pacific Building

Ottawa Office:
65 Sparks Street

Quebec Office:
5 Dufort Street

CROCKERY DEALERS

Have you ever examined our line of

English Black Rock Teapots?

We have splendid varieties of both ***PLAIN*** and ***DECORATED,*** at prices which will surprise you. Ask to see them.

THE JOHN L. CASSIDY CO., LIMITED, MONTREAL

EVERY USER OF TIN CANS

is invited to get ready for the coming season by ordering now.

You will make no mistake in placing your order with

The Acme Can Works

We have had your interest in view and have spared no expense in equipping our factory with the latest and best machinery for making cans. With our new building, which is now almost complete, we will be able to double our capacity of former years and will supply the ***best*** cans available—cans made from British tin plate of the best quality and best workmanship — ***Prices Right, Liberal Treatment, Prompt Shipments.***

Acme Can Works, - Montreal

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

JOHN LETHEM & SONS,
LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL, Aberdeen, Scotland,
Invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15 per year.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

Telegraphic Address, "Fondants, London."
A. B. SOWERBUTTS & CO.
PROVISION IMPORTERS
33, Tooley Street, London Bridge, S. E.
Bankers: Hill & Sons, 66, West Smithfield

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

This space $30 per year.

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

This space $15 per year

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

This space $30 per year.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs.
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

The Bowser for Gasolene

CUT No. 42
Tank Buried, Pump in Store. On of Fifty.

If you hear a grocer say he never has a bit of trouble or bother with gasolene, that he is entirely satisfied, you can be sure he has a Bowser Tank. Have you?

If not, send for Gasolene Catalog "B" and learn why you ought to have.

S. F. Bowser & Co. Inc. 530 FRONT STREET W. TORONTO, ONT.

FOR OVER 70 YEARS

the choice of all refined palates!

Compare this Fac-simile of the Original and Genuine Worcestershire Sauce with the imitations and you will see that every bottle of the Genuine Worcestershire bears the name

"LEA & PERRINS"

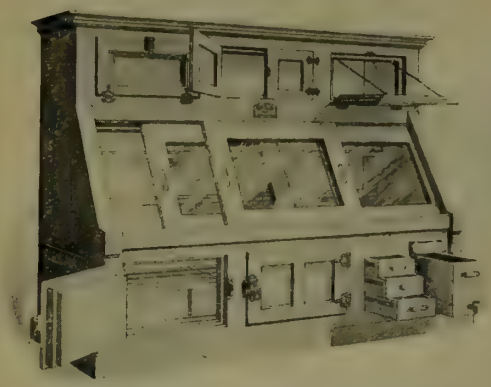
All others are imitations and inferior in quality

It is no idle boast to say that *Lea & Perrins* is the Best Sauce in the world. Use and sell it!

J. M. Douglas & Co.
Montreal ***Canadian Agents***

Aubin's Patent Refrigerators

GROCERS should not be without one



Perfect Dry Air Circulation System
Highest Testimonials from Leading Grocers in Canada

Made in 10 styles

Silver Medal Quebec Exhibition
Diplomas - Ottawa, Montreal and Toronto

WRITE FOR CATALOGUE

C. P. FABIEN, Proprietor and Manufacturer

OFFICE AND FACTORY
3167 to 3171 Notre Dame St.
MONTREAL, CANADA

WAREROOMS
4 to 8 Fabien Ave.
31 to 45 William St.

Branches at Ottawa, Winnipeg and Windsor, N.S.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman, Eckert & Co., London, Ont.

EXPEDITE YOUR WORK

and ease the strain on your nervous system. The Check Book you are using is not up-to-date unless it is our

SPECIAL DUPLICATING

Counter Check Book

This book is a boon to Grocers. With it entries can be made more quickly than with the old book.

When you are going over duplicates there is no danger of confusing them with originals. The alternate white and colored leaves prevent that.

The Prices should interest you.

The Carter-Crume Company, Limited

Leading Counter Check Book Makers

TORONTO and MONTREAL

Why not handle the **Best Goods,**
That give you the **Best Profit,**
And that are the **Best Sellers ?**

That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit

Ask your wholesale grocer for it or write us for prices

The CAPSTAN MFG. CO., Toronto, Ont., Can

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street
MONTREAL.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices throughout the Civilized World

Executive Offices : Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

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HALIFAX, N.S.
OTTAWA, ONT.
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QUEBEC, QUE.
LONDON, ONT.
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WINNIPEG, MAN.
MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

"WELL, I GUESS"—

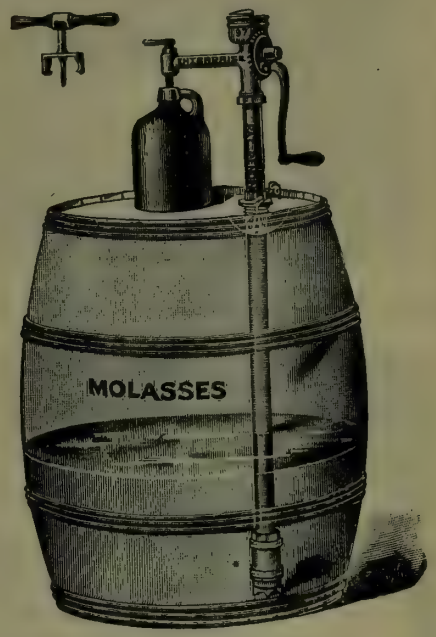
Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE



Why not order it to-day? Pumps cost $6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the **"ENTERPRISE" SMOKED BEEF SHAVER,** Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.

The Enterprise Mfg. Co. of Pa., Phila., U.S.A.

Customers are Gained by

Accurate handling of cash
Correct credit charges
Never asking a customer to pay a bill twice
Attention to telephone orders
Tidy appearance of store
Quick service
Courteous clerks
Right change given to children and servants
Truthful statements
Good location

All these good features may be had by using a system that is of advantage to customers. An investigation of the system afforded by a National Cash Register will prove a good investment.

Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing and places you under no obligation.

Tear off here and mail to us today

N.C.R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

Gao. A. Vick & Sons, Orillia, Ont.

A NEW STORE AT SMALL COST

MAY BE HAD BY USING

WALKER BIN FIXTURES

IF you are going to fit up a grocery store, don't do it until you find out just what Walker Bins are.

your store is beginning to show signs of wear and tear, make a new one out of it by putting in Walker Bins.

you are getting a lot of damaged and soiled stock, get rid of it. You'll have no more if you put in Walker Bins.

They not only increase business, but give CHARACTER to it.

WRITE FOR ILLUSTRATED BOOKLET, "Modern Grocery Fixtures"

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

Montreal Representative:—J. H. MAIDEN, 131 PLACE D'YOUVILLE, MONTREAL, P.Q.

THE AUER LAMP

GASOLENE

200 CANDLE POWER OF CLEAR, STEADY LIGHT

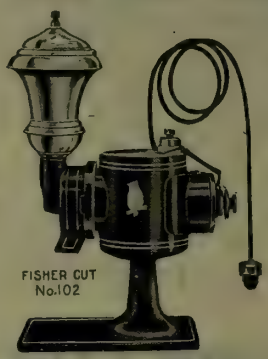
The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. *Send for Catalog.*

AUER LIGHT CO.——————MONTREAL

ELECTRIC POWER COFFEE MILLS



FISHER CUT No.102

This cut shows one of the de signs we are making.

Fitted with ¼ H.P. Motor furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

or $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross

London. Eng.

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd

154 Pearl St., Toronto

30 Hospital St., Montreal

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited

TORONTO, ONT.

ESTABLISHED IN 1842

We are Still in Business

A talk about

SALMON

Don't hesitate to lay in a stock at to-day's figure

"LYNX" Brand is Leading

PRICES WILL BE HIGHER

L. CHAPUT, FILS & CIE

Wholesale Grocers and Importers of Teas, Wines and Liquors

MONTREAL

BEWARE OF IMITATIONS

TWO BIG SELLERS

Maple Cream Hearts
Twin Block Pure Maple Sugar

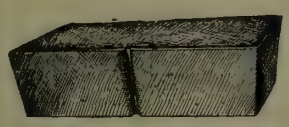
Maple Cream Hearts are put up in Pails of 18 lbs. each, and sell for 20 cts. per lb.

Price Per Pail - ***$2.16***

(No charge for Pails)

Profit to Retailers on one Pail - ***$1.50***

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 ¾-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c sale; in handling this Sugar there is no weighing or waste

Price per Case - ***$3.00***

Profit to Retailer in one Case - ***$1.00***

We are the originators and sole patentees of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify ***Twin Block Maple Sugar*** and ***Maple Cream Hearts*** and you will get the genuine.

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.

Choice Line of
Bulk Pickles

We are offering an extra fine line of mixed bulk pickles, at an attractive price, worth looking into.

A varied assortment of high-class bottled pickles—for instance,

"GILLARD'S PICKLES"

Have you offered these to your customers yet?

W. H. GILLARD & CO.
WHOLESALE GROCERS
HAMILTON

SALMON IS KING

We offer you the following brands at old prices:

Redfeather ***Mermaid***
Coastguard ***Smuggler***
Horseshoe ***Golden Net***
Laurel ***Cascade***
Clover Leaf ***Flagship Flats***
Tecumseh ***Challenge***
Lowe Inlet

and last, but the leader of all, ***Empire***

Empire has the best sale of any private brand on the market.

LUCAS, STEELE & BRISTOL
Wholesale Grocers
HAMILTON, - ONT.

ARE YOU A GROCER? YES.
Then write us at once regarding
OUR HONEST OFFER. FREE.

A PERFECT FOOD.
READY TO EAT.
CRISP AND TASTY.
Guaranteed
PURE

MRS. RORER'S SARATOGA CHIPS

10c.
AND 20c.
MADE EXCLUSIVELY BY
Hamilton Saratoga Chip Co.
Three Sixteen King East
HAMILTON, - CANADA.

Send us your name and name of your jobber and we will surprise you.

Our Chips took the **PRIZE** at the **Food Show**

Not a Cereal

FACSIMILE OF BOX
HAMILTON SARATOGA CHIP CO., - Hamilton, Canada
A. F. MacLaren Imperial Cheese Co., Toronto, Sales Agents

Get our prices on CANNED

PINEAPPLES

SLICED
GRATED
CHUNKS
WHOLE

QUALITY VERY FINE 1½ & 2½ lb. tins

—ALSO A SNAP IN CANNED PLUMS—

THE EBY, BLAIN CO., LIMITED
Wholesale Grocers, TORONTO

Home Preserves are Getting Low

Consequent on the housekeepers' own putting up of fruits being exhausted, the demand for fruits will fall on the retail grocer.

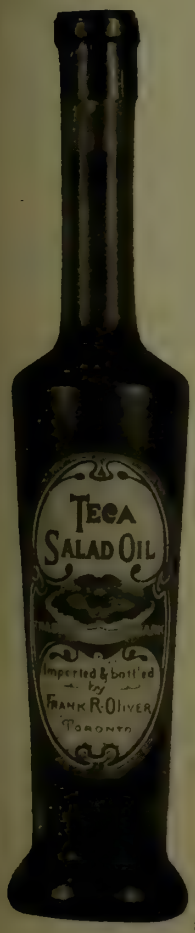
Get ready for it.

We can help you with

Goodwillie's Fruits

Gooseberries
Green Gage Plums
Lombard Plums
Peaches
Pears
Black Cherries
White Cherries
Red Currants
Black Currants

JAMES TURNER & CO., HAMILTON



TECA SALAD OIL

A pure delicious table oil that will please your customers and pay you 45% profit for handling.

Two dozen pints to the case.

Write for prices, mentioning the name of your jobber.

IMPORTED AND BOTTLED BY

Frank R. Oliver

11 Front St. E. - - Toronto

Tartan BRAND

The Sign of Purity

Specials in **Maple Syrup**
" **Canned Goods**
" **Prunes and Figs**

Wagstaffe Fig and Lemon Marmalade
IN GLASS, IS DELICIOUS

Phone **596**, our expense, for particulars.

BALFOUR & CO.
Wholesale Grocers
HAMILTON, ONT.

DOMINION WHOLESALE GROCERS' GUILD

Annual Meeting in Montreal.

The annual meeting of the Dominion Wholesale Grocers' Guild was held in Montreal on Thursday, April 19. The sessions were held in the board room of the Board of Trade building, and while it can be said that many important sessions of commercial bodies have been held in that closely tyled chamber, it is doubtful if ever before it contained so large and representative a body of any particular section of trade and commerce as filled the chairs last Thursday. From the Garden Island of Prince Edward, the rock-bound coast of Nova Scotia, from beneath the frowning citadel at Quebec, the roaring Chaudiere, from the shores of placid Ontario, and the industrial hives of Western Ontario, the great throbbing Prairie City of Winnipeg and the embryonic mart of Lethbridge, came the purveyors "engros" to consult, to plan, to alleviate and to get closer one to another for the conservation of the vast and important interests entrusted to their care.

That the occasion was one of more than usual interest was evidenced by the great number of delegates that signed Dominion Secretary Cook's register; exactly forty-seven, the largest number that has ever attended the annual meeting of the guild.

There was an earnestness about the entire proceedings, a "get-your-coat-off-and-hustle" sort of an air that extended down from President Col. John I. Davidson to the youngest addition, Mr. Frank Sloan, and that the president kept the pot a-boiling was shown by the three sessions held—morning, afternoon, and away into the night, toward the uncanny hours "when churchyards yawn and graves give up their dead."

That the meetings were satisfactory in their conclusion and that everything under discussion was unanimously agreed to, is proven by the words of such tried veterans in guild matters as Messrs. Bristol, Davidson and Beckett: "Finest and most satisfactory meeting ever held."

The complete list of members present is as follows: Arch Miller, Whitehead & Turner; T. Le Droit, Le Droit & Frere; John Buchanan, J. Buchanan & Son, (Quebec); H. Laporte, Jos. Ethier, Laporte, Martin & Cie; N. J. Corner, Birks, Corner & Co.; L. O. Demers, Demers, Fletcher & Co.; Albert Hebert, Hudon, Hebert & Cie; Alex. Orsali, Hudon & Orsali; J. E. Quintal, N. Quintal & Fils; J. G. Lalonde, Lalonde & Desroches; A. Lockerby, Lockerby Bros.; N. Gendreau, Lacaille, Gendreau & Cie; J. A. Robitaille, A. Robitaille & Cie; L. E. Geoffrion, L. Chaput, Fils & Cie; S. J. Carter, S. J. Carter & Co., all of Montreal.

Maritime Provinces—J. H. Harris, J. H. Harris & Co., Moncton; R. Fitz-Randolph, A. F. Randolph & Sons, Fredericton; F. B. Black, J. Black, Sons, Limited, Sackville; H. G. Bauld, Bauld Bros. & Co.; Arthur C. Pyke, secretary Maritime Guild; L. K. Payzant, Payzant & King, (Halifax); A. W. Eakins, Parker, Eakins & Co., Yarmouth; Geo. E. Barbour, Geo. E. Barbour & Co.; W. C. Cross, Hall & Fairweather, Limited, (St. John).

N. W. T. and Manitoba—K. MacKenzie, K. MacKenzie & Co., Winnipeg; J. Colpman, Northwest Jobbing & Com. Co., Lethbridge; — Gordon, Codville & Co., Winnipeg.

Province of Ontario— John Nicolle, Robertson, Nicolle & Co.; R. Carson, R. Carson; M. S. Sutherland, Fenwick, Hendry & Co.; W. G. Craig, W. G. Craig & Co., all of Kingston; J. H. Gilmour, Gilmour & Co., Brockville; Jos. Ruddy, Geo. Foster & Son, Brantford; W. B. Sparling, Adams & Sparling, Lindsay; S. M. Kenney, Kenney, Walmsley & Co., Belleville; A. M. Smith, A. M. Smith & Co., London; Jas. R. Gardner, F. J. Castle Co., Limited, Ottawa; Frank Sloan, John Sloan & Co.; F. W. Humphrey, F. W. Humphrey; James Ince, Perkins, Ince & Co.; J. I. Davidson, Davidson & Hay; T. Kinnear, Thos. Kinnear & Co.; H. Blain, Eby Blain Co., Limited, all of Toronto; Geo. E. Bristol, Lucas, Steele & Bristol; S. Villa, James Turner & Co.; H. C. Beckett, W. H. Gillard & Co., all of Hamilton.

Col. John I. Davidson

The Retiring President, Dominion Wholesale Grocers' Guild.

The election of officers for the ensuing year resulted as follows:

President—Albert Hebert, of Hudon, Hebert & Cie, Montreal.

Vice-president of the various provinces.—Quebec, Archibald Miller, of Whitehead & Turner, Quebec; New Brunswick, Geo. E. Barbour, St. John, N.B.; Nova Scotia, M. Dwyer, of John Tobin & Co., Halifax, N.S.; P. E. Island, N. Rattenburg, Charlottetown, P. E.I.; Manitoba, Kenneth MacKenzie, of Kenneth MacKenzie & Co., Winnipeg, Man.; British Columbia, C. H. Todd, of J. H. Todd & Sons, Vancouver, B.C.

Dominion Secretary—J. Stanley Cook.

To the retiring president, Col. John I. Davidson, was tendered a most hearty and unanimous vote of thanks to which a most suitable reply was made, that the duties rendered the guild by him were, aside from the matter of duty and business interests, an honor and a pleasure, his relations with his associates having been of the most pleasant.

The newly elected president, Albert Hebert, is well and aptly suited for the occupancy of the important post, being acknowledged one of the most progressive, keen-sighted and active business men that not only Montreal, but Canada can boast of, and "ce va sans dire" that during his incumbency of the chair the interests of the Wholesale Grocers' Guild will be closely and well looked after. The Canadian Grocer congratulates Mr. Hebert on his election and felicitates the members upon their choice.

Among the questions under discussion by the meeting may be mentioned:

1. The situation of the guild in relation to the recent legal proceedings at Hamilton.

2. Discussion as to terms and discounts on a uniform basis throughout the Dominion.

3. The canned goods and sugar situation.

4. Better feeling between the wholesale and retail grocery interests and the taking of measures for the maintainance of prices and the prevention of cutting.

5. The memorializing of the Minister of Justice for a modification of the Criminal Code as related to the restraint of trade, clause No. 520.

6. Reception of deputation from Retail Merchants' Association.

7. Proposition from manufacturers of Egg-o-See Company.

All of these questions were closely discussed, particularly the court proceedings at present pending against the guild in Hamilton, Ont. This matter was threshed out at every point and at its conclusion the unanimous decision proved that the members were a unit to protest against what is considered a misconception of facts on the part of the plaintiff and the trade.

The discussion as to terms and discounts brought out the fact that uniformity was still not observed by the various provinces, Ontario being the principal offender with its long terms. All the other provinces, and particularly Quebec, were having little or no trouble on the score of terms and discounts.

The question of working for better and more amicable business relations between the wholesale and retail grocers of Canada was freely discussed, and the presence of a committee of the Retail Merchants' Association in the persons of E. M. Trowern, general secretary, M. Moyer, Toronto, and J. E. Beaudry, secretary of the Quebec branch, lent interest to the discussion. If the mutual promises towards betterment of existing relations eventuate Canada will stand out among the nations of the earth as the commercial Utopia. The Canadian Grocer has felt all along that it is only a question of the two controlling bodies of the grocery trade getting together and discussing ways and means for the elimination of the grit in the wheels of commerce to have trade running along smoothly.

It was decided to memorialize the Minister of Justice in a body with a view of securing a modification of section 520 of the Criminal Code, which comprises the anti-combine legislation, and it was arranged by the committee to proceed to Ottawa on Friday, 20th inst., for the purpose of laying the case before Hon. Mr. Fitzpatrick, Minister of Justice. The appointment of a Royal Commission by the Government for the purpose of investigating the rules, regulations and conduct of the grocers' guild in relation to the conspiracy and restraint of trade clause, was urged, moved and adopted.

B. F. Blakeslee, Canadian representative of the Egg-o-See Company, addressed the guild and matters satisfactory to all parties were arranged.

After the conclusion of the afternoon session at 6.30 an adjournment was made to the banqueting hall of the Canada Club in the fifth storey of the Board of Trade building, where the members sat down to a most sumptuous dinner tendered by the Montreal wholesale grocers' section to the visiting members.

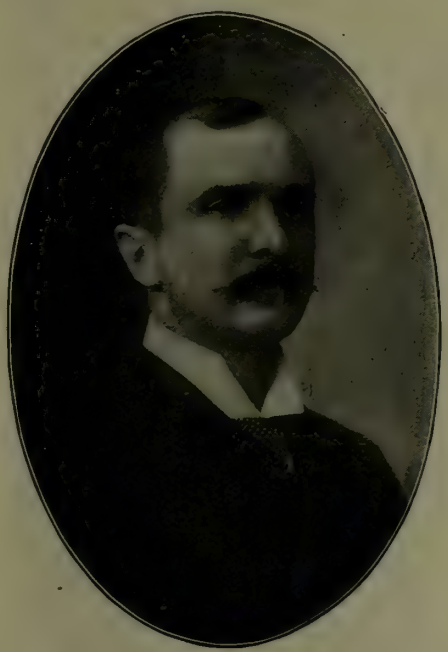
Promptly at 9 o'clock business was resumed in the board room and it was midnight before the members separated, to meet in the morning at the C.P.R. station for the journey to Ottawa on Friday. A special car had been secured and the trip to the capital was made in comfort and pleasure. The Premier and the Minister of Justice met the deputation and their attention was called to the injustice of the application of clause 520 of the Criminal Code to the business arrangement made by the Dominion Wholesale Grocers' Guild with manufacturers and among themselves for the protection of all parties, wholesaler, retailer and consumer.

THE DEPUTATION AT OTTAWA.

Representing the views of the wholesale and retail trade of the Dominion as expressed at the meeting in Ottawa with the Prime Minister and the Minister of Justice on Friday, the 20th. Mr. Kittson said as follows :

"This delegation is composed of wholesale grocers, comprising practically the wholesale grocery trade of the Dominion, the wholesale druggists, comprising all the wholesale druggists of Canada, and the retail merchants of the association of Canada.

"It seems necessary to emphasize the fact that the wholesale grocery trade is one of the great staple businesses of the country—that the capital invested in it is very large, that the volume of the wholesale grocery trade is probably the largest in volume of any branch of trade in the Dominion, that it is an economic necessity in the interest of the consumer. Of like importance is the retail grocery trade, which is represented in every town, city and village and cross-road in the country, closely identified with the wholesale grocery trade, and having a common and mutual interest with it. It will be evident to you, gentlemen, that the interests which are represented here to-day are sufficiently important, have a sufficiently large stake in the country, to warrant the belief that the Government will be glad to remove any disabilities they are under



Mr. Albert Hebert
The newly elected President of Dominion Wholesale Grocers' Guild.

by reason of the law as it now exists with regard to trade combinations.

Grocery Trade Keenest for Competition.

"The severe pressure of competition which characterizes almost every branch of business has borne with greater severity upon the grocery trade than upon any other branch of trade for the self-evident reason that the goods handled by them are mainly staples and necessaries, the value of which is easily ascertainable by the public. To aggravate this competition, department stores have exploited the grocery business by advertising and selling at cost prices and less than cost prices in order to promote the sale of other lines upon which they can make more profit.

"To meet these conditions and the competition of trade pirates who live by and who sell goods without reference to the fact that they should be paid for, it has been found necessary in self-preservation for the trade to make selling arrangements amongst themselves, to endeavor where possible to have uniform selling prices with regard to proprietary articles. It has been found necessary to systematize the selling of goods with certain restrictions as to price. It has been found necessary to make an effort to induce manufacturers to grant a differential in price between the price at which they sell to the wholesale merchant and to the retail merchant. It has been found necessary, in a word, to take collective action.

"Where there is undue and wasteful competition the wisest thing, the only thing, that those suffering from it can do, be they wholesalers or manufacturers, is to come to an agreement to remedy the evil. But there section 520 of the Criminal Code intervenes, and says that 'every one is guilty of an indictable offence and liable to a penalty of $4,000 or less or two years' imprisonment, who conspires, combines, agrees or arranges with any other person to unduly prevent, limit or lessen the manufacture or production or to unduly enhance the price thereof.'

Review of Legislation on Combines.

"The legislation on the subject of combinations may be shortly reviewed as follows : The original section simply imposed penalties in respect of conspiracy to commit some unlawful act unduly, and what was or might be unlawful was determined by the general law of the land on the subject, but the difficulty of applying the law led the Parliament to rectify this by striking out the word 'unduly,' but this made the enforcement of the law so difficult that in 1900 Parliament struck out the word 'unlawful' and restored the word 'unduly,' and as a result of this it became a conspiracy to do the things unduly referred to in this section.

"So under the law as it stands at present if it can be shown that any two or more merchants or manufacturers unite to secure a fair margin of profit they expose themselves to the risk of being dragged before the police court and charged as criminals with violating the criminal law. It may be claimed that the word 'unduly' provides reasonable protection to the public against prosecution prompted by malice, or by Crown attorneys animated by excessive zeal, but as a matter of fact the proceedings in Toronto and Hamilton and elsewhere against mercantile associations and combinations are fostered and encouraged by the vagueness and indefiniteness implied by the word 'unduly.' The proceedings instituted against the Dominion Wholesale Grocers' Guild is a striking case in point. Upon the information and complaint of a detective—absolutely ignorant of the condition of trade, absolutely ignorant of the alleged facts set forth in his complaint, unsupported by any corroborative evidence—a wholesale prosecution has been instituted against the Dominion Wholesale Grocers' Guild, an association which has been in existence for twenty years, comprising with a few exceptions the whole wholesale grocery trade of the Dominion—of men who have a reputation for honor and integrity, and enjoying the respect of the community in which they live, who are charged under this section, among other things, with the crime of selling sugar on a basis of 4 per cent. gross profit, and tobacco at a profit of 3¾ per cent., while

(Concluded on page 27.)

NATIONAL CONTROL OF FOOD SUPPLIES

(*Continued from issue of April 13.*)

JAM AND CREAM OF TARTAR.

A. McGill, analyst of the pure food branch of the Inland Revenue Department, Ottawa, delivered at the recent food show in Toronto two lectures on jam and cream of tartar, in addition to the one on the Canadian Adulteration Act already reported in The Canadian Grocer. Following are Mr. McGill's condensations of the addresses :

Jam and its Adulterants.

Jam is defined by the dictionaries as a conserve of whole fruit boiled with sugar and water. But it seems scarce necessary to go to a lexicon for the meaning of a word which has been in daily use for so many centuries. The only word in the above definition which can possibly permit of a double meaning is the word sugar. But although the chemist speaks of levulose, dextrose and other substances as "sugars," the word in ordinary use admits of no second meaning. Every grocer and every purchaser knows quite well what he wants when he asks for sugar.

Adulteration in jam consists in one or more of the following things :

1. The use of foreign vegetable or other tissues than those which are named on the label.
2. The substitution of glucose for sugar.
3. The employment of dyes to give color to the jam.
4. The use of chemical preservatives.

For a Filler.

Foreign tissue.—The only foreign tissue that has been detected in Canadian made jams is apple pulp. This has been found in raspberry and strawberry jams. Of 37 jams analyzed on 1904, 15 were found to contain apple tissues, although sold as raspberry or strawberry jams. Of course there is nothing harmful to health in this substitution, but it is nevertheless a fraud. Of course it necessitates the addition of dyes to the jam, as otherwise this would have a very pale color. It is evident that not only the consumer has a right to complain of the unacknowledged use of apple, but also the manufacturer of a high-grade jam, since he is subjected to unfair competition. The fruit grower has also a reasonable ground for complaint.

Sweet, But Not Sugar.

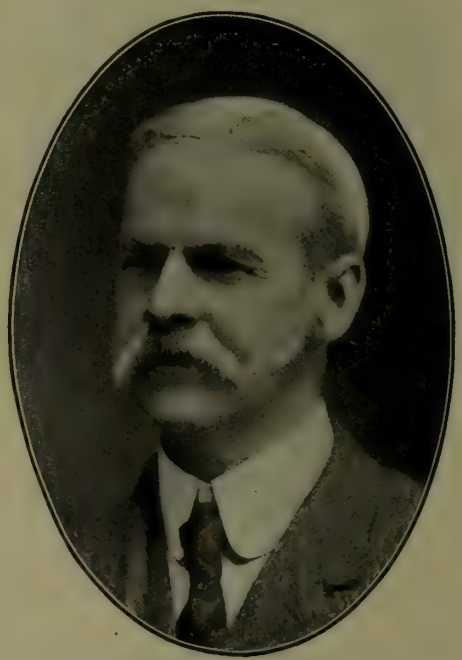
Use of glucose.—This article is much cheaper than sugar, and of course this is the main reason why it is used. But it is also less sweet than sugar, on which account some manufacturers add a small amount of a coal tar product, known as saccharin, which is about 300 times as sweet as sugar, and serves to bring up the sweetness of the jam.

Painting the Filler.

Use of dyes.—These are the same in kind as are used to color the cheap grades of candy. If they are carefully made and free from lead or arsenic, they may not be injurious to health in the minute quantities used. But whereas, in candy, they are employed by consent and knowledge of the purchaser, and for the purpose of giving attractiveness to the article, and not to cover up any deficiency in the nature of the material, it is quite otherwise in jams. A well made jam, from fresh and ripe fruit, needs no dye to make it attractive and palatable. It is only where unripe or decayed fruit is employed, or where apple or other colorless pulp is added, that a dye is needed.

Embalming of Fruit.

Preservatives.—Since the sugar added, and the sterilization produced by boiling, are sufficient to make a jam keep quite well, when properly packed, it is not likely that preservatives are added to the finished jam. They are more usually added to the fruit which is stored for a longer or shorter time, to suit the convenience of the manufacturer. We know that fresh, ripe fruit can only be obtained during a very short period of each year, and in order to prolong the period during which the manufacture of jam may be carried on, there is a temptation to preserve the fruit by addition of salicylic acid, or other chemical substance. We sometimes find that jams, otherwise genuine, contain preservatives.



Prof. A. McGill
Analyst of the Pure Food Section, Inland Revenue Department, Ottawa.

Mr. McGill presented to his audience some samples of glucose in the solid and liquid forms. The former much resembled white castile soap and the latter a thick, quite transparent syrup. He greatly interested the grocers by some experiments illustrating the methods of detecting glucose or dyestuffs in jam.

Cream of Tartar.

Cream of tartar is a white crystalline compound of tartaric acid and potassium. It is obtained from argol, which forms about the inside of casks or vats in which wine is undergoing fermentation, being white or red according to the color of the wine it comes from. The argol is dissolved in hot water and the solution decolorized by albumen or animal charcoal, the cream of tartar being then extracted by evaporation and crystalization and purified by recrystalization. The best baking powders consist of cream of tartar mixed with baking soda (bicarbonate of soda) in the proportion of the relative molecular weights of the two substances, about one to two. When this substance is wet and heated, carbondioxide gas is liberated and makes the dough porous or "light." Cream of tartar constitutes also the chief commercial source of tartaric acid and its compounds.

Its adulteration consists chiefly in the direct addition of flour or starch or terra alba, or in the substitution of burnt alum, or acid phosphate of lime, or bi-sulphate of potash. There is, however, a great range of value in the genuine article, depending upon whether the crude tartar (argols, etc.) has been ground in its natural state, or has been subjected to a process of refining. In this last case the article may reach a degree of almost absolute purity and strength, while much of the genuine, but unpurified, cream of tartar on the market is not more than 80 per rent. or 85 per cent. pure. Of course it requires more of such a substance to obtain a given result in baking, than if the article had a purity of 99 per cent. In order to assist dealers in ascertaining for themselves the character of the article they handle, Mr. McGill has devised a simple apparatus, called the "McGill Tester," which anybody can use. It is made by a New York firm and supplied complete at $1.65.

Mr. McGill wishes it stated that he has no financial interest in this apparatus. He invented it solely for the benefit of dealers in and consumers of cream of tartar, and he hopes that it may be largely employed by grocers, druggists and others who wish to deal in honest goods, and to be able themselves to judge the quality of what they offer for sale.

The apparatus referred to was employed by Mr. McGill in his lecture, and after the lecture several grocers who had brought with them samples of their own goods made tests under Mr. McGill's guidance, and the results were in some cases a great surprise to those who made them. Mr. McGill offered the manufacture of the apparatus to a firm in Montreal, but he found that it could be made cheaper in New York.

Using the Tester.

The McGill cream of tartar testing outfit consists of a specially made grad-

uate tube, a glass stirrer, a pint of specially prepared test solution and an ounce of iodine solution.

To test whether or not cream of tartar has been adulterated with starch, put a small quantity in a plate, add a few drops of iodine and stir. If a deep blue color results starch is present.

Starch may be the only adulterant, but more probably it contains burnt alum or superphosphate of lime, or both. To further establish the composition of the sample proceed with the test. Weigh out a drachm (this can be done at a neighboring druggist's) and dissolve in a tumbler half full of very hot water. Fill the graduate tube with test solution and pour it slowly into the tumbler, stirring with the glass rod. When a red color appears in the glass stop pouring in the test solution and keep on stirring. The red color may disappear; if it does, continue stirring in the solution very gradually until the red color becomes permanent and cannot be stirred out. The point at which the test solution remaining in the tube stands indicates the percentage strength or purity of the cream of tartar. If the red liquid in the glass is quite clear the sample is genuine. If it is milky, alum or other substitute for cream of tartar is present.

If no permanent red is produced in the tumbler and the solution remains clear, free tartaric acid is probably present, or the sample may consist of bi-sulphate of potash. If no permanent red is produced and the solution is milky, burnt alum or superphosphate of lime or a mixture of these is present.

THE RED FEATHER.

This inquiry was addressed to the editor of The Grocer:

"Peterboro, April 17.

"Dear Sir:—Kindly inform me through your columns who is entitled to wear the red feather.

"Yours truly,

"A GROCER TRAVELER."

The most obvious answer is, whoever will not show a white feather.

But this anonymous inquisitor had an idea. The red feather that was tickling his fancy when he imbibed the inspiration to query The Grocer is displayed on cans and packages of food stuffs. The Red Feather Tea Co. is a member of the Canada Grocers, Limited, and the Red Feather brand of spices are put up by Somerville & Co., Hamilton, another member of the Canada Grocers. The vegetables bearing the red feather were put up for the company. Lieut.-Col. John I. Davidson stated to The Canadian Grocer that the brands would be continued. The tea company will become a separate undertaking and the other goods also would continue to be handled by the firms comprising the Canada Grocers, Limited. It had cost too much to put them on the market to allow of the brand being dropped.

PRODUCE MAN WEDS.

On Wednesday the 18th inst. at Holy Trinity church, Winnipeg, Geo. W. Prout, manager of the Dominion Produce Co., was married to Miss Alice Maud Cober, second daughter of J. N. Cober, Hespeler, Ont. The Canadian Grocer extends congratulations.

A FURTHER SUGAR DECLINE.

At moment of going to press notice has come to hand from Winnipeg of a further decline of 10c. on all sugars at western points, coming into effect at once. Also that evaporated apples are advancing sharply.

COCOA FOR SAN FRANCISCO.

Bensdorp & Co., proprietors of Royal Dutch cocoa, have cabled their agents to furnish the relief committee at San Francisco, as soon as possible, with 100 cases of their cocoa. Fifty cases were therefore at once dispatched from their depot at Los Angeles, and 50 cases from Boston, U.S., all consigned to the chief of the Red Cross Society at San Francisco.

BUSINESS NOTES.

T. S. Ford & Co., Mitchell, Ont., have received a big consignment of goods from the Old Country for the Spring and Summer trade, purchased during Mr. Ford's visit there last year. Their's is one of the finest general stores in the west, and Mr. Ford sees signs of a big trade this Spring.

Peter Dill, the Seaforth, Ont., merchant, who has established his fame as a poultry breeder and dealer, is busy getting his poultry plant into shape for this season's campaign. Mr. Dill is a first-prizer, and has many of the coveted awards on his poultry exhibits. He reports good business in the general store also.

W. R. Cole, Mitchell, Ont., has added to the equipment of his grocery business a fine span of bronchos he imported for the purpose. They make a dandy turnout, one of the finest in the grocery trade in Ontario, and their owner is justly proud of them. 'Tis said he dreams about them, but then the travelers will yarn.

A. C. Elliott, Brooklin, Ont., is again enlarging his store premises. It is only five or six years since he enlarged before, but his business has so increased that he finds it absolutely necessary to call in the builders again. Mr. Elliott started in Brooklin ten years or so ago, and has done remarkably well. He is one of those wholesouled men with a real smile for everybody, and what he promises to do he does.

COFFEE AND SPICE MILLS BURNED

The spice mill of J. M. Lowes & Co., coffee and spice manufacturers, occupying the lower floors of the building at 109 Front street east, Toronto, was destroyed by fire early Wednesday morning. The loss is $5,000, fully covered by insurance. The upper floors were occupied by Ed. Hawkes & Co., dealers in stove polish, and C. C. Irish, candy manufacturer. Their stocks were slightly damaged by smoke and water. The origin of the fire is unknown.

LEAVES TORONTO FOR MONTREAL

H. R. Gray, for some years head bookkeeper for Gunns Limited, Toronto, has gone to Montreal to accept a responsible position with Gunn, Langlois & Co. Before his departure the staff of Gunns, Limited, expressed their sentiment in regard to Mr. Gray by presenting him with a very handsome gold locket and fob suitably engraved. Mr. Gray's sterling qualities of mind and heart have secured him an enviable position in the esteem of the commission and wholesale community in Toronto, and while his departure is regretted, his many friends are pleased at his progress and hope for him the success he merits.

BUSINESS PERSONALS.

F. L. Dugan, of Minneapolis, is the latest addition to the traveling staff of R. A. Rogers & Co., Winnipeg.

Mr. Geo. Beach, Detroit, Michigan, of Bernard & Co., Japan, is calling on the trade in Toronto this week.

H. E. Ecklin, Limited, general merchant, Keewatin, Ont., have sold hardware stock to Keewatin Hardware Co.

James Nicholson, of Nicholson & Brock, the well known Toronto mince meat, bird seed and grocers' sundries manufacturers, paid a call at the Montreal offices of The Canadian Grocer this week. Mr. Nicholson reports trade as very good and looks forward to a good year's business.

Amedee Lesieur, for over nineteen years with Hudon, Hebert & Cie., Montreal, has received the appointment of representative of the Royal Distillery, Hamilton, Ont. His offices are at room 12, La Presse building, and his territory will be Montreal City and the Province of Quebec. During his long service with Hudon, Hebert & Cie., Mr. Lesieur has had an experience in the purveying line and a close connection with the grocery and wine and spirit trade of the province that his success with the Royal Distillery Company's goods must be satisfactory. The Canadian Grocer wishes him success.

EX-MAYOR LAPORTE HONORED.

On Wednesday afternoon, the 25th inst., H. Laporte, formerly mayor of Montreal, was presented with a magnificent cabinet of silver, said to be the finest ever seen in the city. The gift is from the citizens of Montreal and is in recognition of the services rendered the city during his regime not only as mayor but as alderman and chairman of the finance committee.

NEW WHOLESALE GROCERS.

The Riley-Ramsay Co. is the name of a new wholesale grocery firm about to begin operations in Port Arthur. W. P. Riley was this week visiting the trade in Toronto preparatory to stocking.

Frank R. Oliver is placing on the market a new salad oil under the name of Teca Salada Oil. It is put up in pint bottles, two dozen in a case, and will be sold through the regular channels of the trade. Mr. Oliver has been a manufacturers' agent in Toronto for some two years.

WINDOW AND INTERIOR DISPLAYS

THE STORE WINDOW.

The art of window dressing should be carefully studied. It is of importance enough to warrant the expenditure of some time in arranging the windows and in making them up in striking or original forms. If the proprietor cannot do it himself perhaps he has a bright clerk who would be glad to begin practice. If he has the clerk should be put to work and supplied with a reasonable amount of decorative material. Then if he succeeds, keep him at it.

Never allow a window to stay in more than a week at the most and have the displays arranged toward the last of the week so as to catch the Saturday trade. In country districts this is particularly important, though in the city, where telephone connection is becoming universal, as it is in some cities, the character of a window doesn't perhaps carry so great weight with the prospective purchasers. This is no argument in favor of neglect because an attractively dressed window is sure to bring new customers, even if it doesn't increase the business of the old.

Here is a good display seen recently which can be easily made by any grocer: The display was arranged in the form of an embankment, beginning about a foot from the window front and at the bottom, and slanting backward to a height of about six feet. It was covered with a gauze matting in colors. Flanked on either side were iron columns entwined with oblong cracker and other pastry boxes, laid criss-cross. Occupying the space at the bottom and front of the window was a row of small baskets filled with a variety of articles; there were oranges, lemons, figs, dates, raisins, candies, etc. On the embankment set upon narrow shelves were a multitude of miscallaneous articles. The largest ones began at the bottom and were arranged in layers. They comprised all sorts of fancy canister, tubular, glassware and package goods, making a solid bank of bright labeled and handsomely prepared groceries most beautiful to behold, and forming an exhibit that was attractive in the extreme.

No particular design was followed, it being simply a commonplace display of samples, such as any ordinary grocer is able to make if he will. But it was effective, as the inquiries made fully attested.

A HAMILTON STORE.

The illustration shown herewith is one which shows the interior display of Gage & Berry, King street east, Hamilton. It is somewhat difficult to show the many points of advantage in this store in a small illustration by reason of the depth of the store itself. On entering, however, a very good impression is made; the neatness of the arrangement is particularly impressive, the shelving is so ordered as to suit the various articles and with a view of giving everything its particular place.

The Interior of Gage & Berry's Store, Hamilton, Ontario.

The arrangement behind the counter is particularly attractive. Behind the shelving there shown is a fair run of mirrors, the effect of which it is impossible to show in an illustration. It is, however, a wonderful addition to the store; besides giving an effect of added width to the interior, it also duplicates the goods shown on the shelves themselves.

A feature often overlooked in many stores has been given careful consideration in this store and that is the lighting arrangement. This has been perfected by an instalment of electric and arc lights, the reflection of which adds immensely to the impressiveness at night time. The window is also lighted in the same effective style.

One feature to which this store gives prominence is its fruit and flower display—lines often treated carelessly, but which greatly add to the superiority of the store and give it a particularly good character.

The provision counter and refrigerator are situated at the extreme rear of the store away from the delicate groceries. Messrs. Gage and Berry have both had many years' experience in the grocery, business, most of which has been in Hamilton.

TRIED TO CONCEAL HIS FEELINGS

The late President Samuel C. Bartlett of Dartmouth was a man who keenly appreciated repartee, whether turned upon himself or some one else. At a college gathering recently this story was told as an illustration of his temperament:

Barron Shirley, now a prominent lawyer in Franklin, N.H., was called before President Bartlett when a student at the college for remarks he had passed because of a ruling of the faculty. The matter was regarded as serious, and there was danger of young Shirley's expulsion.

"Sir," said President Bartlett, sternly, "I understand you have been expressing your contempt for the faculty."

"No, sir," replied Shirley, as quick as a flash, "I have always done my best to conceal it."

President Bartlett looked into the young student's eyes, then chuckled and said, "You may go, sir."

WHY THE CHANCE WAS LOST.

A young lady working in a stocking factory, fearing that her chances for matrimony were small, wrote the following and slipped it into the toe of a gentleman's sock: "A young lady, good looking and of some means, would like to correspond with the wearer of this sock, if he is single, with a view to matrimony." A young man bought the sock and said, "There's my chance." He wrote to the young lady, offering himself as a suitable party, and to his surprise got this reply: "I have been married eight years, and have a family of five children." The man from whom he bought the socks had never advertised, consequently they had lain on the shelves for eight years.

DOMINION WHOLESALE GROCERS' GUILD.

(Continued from page 23.)

the cost of doing business is from 7 to 9 per cent. Their innocence or guilt in respect of such alleged crime cannot be ascertained in any other way than by the annoyance, the inconvenience, the enormous expense of a public trial. It may be advanced that the remedy is to prove the allegations untrue, but that is only an apparent remedy. The result of one suit will not procure immunity to the manufacturer or to the merchant from further prosecution.

"In the case of the King vs. Elliott, Justice Osler in giving judgment made use of these words: 'What is undue with reference to the acts which are the subject of a conspiracy, combination, agreement or arrangement, is now a question of fact upon the circumstances of each particular case.' Now, in the case of a wholesale merchant there might be 100 different rates of profit, and each particular case might be made the basis of a prosecution. In view of this judgment the manufacturer or the merchant does not know, cannot know, what trade agreements he may legally enter into.

Criminality Not Intended.

"We submit that it was not the intention of the Government to put the stigma of criminality upon any person or association who agrees with any person to endeavor to place his business upon a basis to enable him to pay his debts. Trade grievances or unhealthy trade conditions cannot be ameliorated by individual effort; collective effort is absolutely necessary to accomplish any practical result.

"Railway companies fix railway rates by collective action.

"Telegraph companies regulate rates by collective action.

"Life insurance companies fix their rates by collective action.

"Fire insurance companies fix their rates by collective action.

"Physicians arrange their fees by concerted action.

"Lawyers call the legislation to their aid to ensure to them reasonable remuneration for their work.

"Trade unions are authorized by law to combine to secure reasonable wages.

"Why should merchants and manufacturers be differentiated against and made liable to criminal prosecution for using methods to advance their interests, which are legally sanctioned and permitted with respect to other classes of the community?

"The result is that the manufacturing, wholesale and retail trades of Canada to-day do not know where they stand in connection with trade matters. Methods of business which have been in vogue for centuries are to-day being attacked as illegal. Up to the year 1900 if a person did not unduly limit the facilities for transportation, production, manufacture, supply, storing or dealing in any article, or if a person did not unduly prevent, limit or lessen the manufacture or production of the article or unreasonably enhance its price or unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of an article, and did not create a monopoly so as to unlawfully restrain or injure trade and bring himself within what would be known to be the common law of England, he felt perfectly secure in the conduct of his business. To-day he may not unduly limit the facilities for transportation, he may not prevent, limit or lessen the manufacture or production of goods; he may not unduly prevent or lessen competition in the production, manufacture, etc., of goods; in fact, he may do the contrary of these things by combining with those in the same trade with himself, and may lessen the price of the articles in which he deals to the consumer, and yet he may be held liable under these circumstances to have infringed sub-section B in the absolute in which it stands to-day.

"It is most respectfully urged that section B of the Act should be at once restored to where it stood in 1900, by adding the word 'unlawfully;' that the word 'unduly,' where it appears in section should be given an interpretation which leaves no doubt as to the meaning of the law.

The Proposed Reform.

"That most careful inquiry and investigation should be made into the trade and commercial interests of the country so as to enable Canadian merchants and manufacturers and business men to know with some certainty the agreements which it should and may be lawful for them to enter into for the protection and existence of the various businesses in which they are respectively engaged, and that in making such inquiry and investigation due consideration should be given not only to the interests of the Canadian consumer, but also to the trade and commercial interests of the country generally, to the foreign competition to which our merchants and manufacturers are subjected, and to the trade conditions and laws which exist in England and the United States in respect to such matters."

H. N. Kittson, of W. H. Gillard & Co., of Hamilton, wholesale grocers; Hugh Blain, of the Eby, Blain Co., Limited, of Toronto; Albert Hebert, of the Hudon, Hebert Co., of Montreal, president of the Wholesale Grocers' Guild, and R. E. Geoffrion, of Chaput, Fils & Cie., president of the Quebec Wholesale Grocery Trade, spoke in behalf of the wholesale trade of the Dominion. Mr. Bole, member for Winnipeg, spoke on behalf of the wholesale and retail drug trade.

The deputation was introduced by Mr. Gervais, member for Montreal west. From Ottawa the members returned to their homes.

Picked up in the Corridor.

Secretary Cook was a busy man, but through all genial and polite. He was deservedly complimented on the manner in which he had given the facts to the examining council at the Hamilton trial.

Mr. Blakeslee's discount on Egg-O-See seemed to meet the approval of the members of the guild.

One of the most optimistic members of the guild is Kenneth Mackenzie, of Kenneth Mackenzie & Co., Winnipeg. In speaking to The Canadian Grocer of his city and its future, he stated that prosperous as was the city at present, it was nothing to what the next ten years would show. "Winnipeg is Canada's hub," and the future will show wonderful progress.

"Fine weather, fine work, and fine results," was the general comment of the members.

L. E. Geoffrion, of L. Chaput, Fils & Cie., was one of the busiest members and happy in making visitors welcome and at home.

The "Widow Clicquot" was noticed at the banquet, and her alluring charms royally honored.

Au revoir! Auf Wiedersehen! Next meeting at ——

BUSINESS CHANGES.

C. Imbeau, general merchant, Sayabec, Que., assets sold.

D. McGregor, chopping mill, Wingham, Ont., deceased.

Colonial Fluid Beef Co., Montreal, Que., have dissolved.

Canadian Preserved Butter Co., St. Johns, Que., assets sold.

J. E. Griffin, grocer, Grimsby, Ont., has sold out to J. H. Wells.

Lowes & Kepkey, general merchants, Humboldt, Sask., dissolved.

Moise Tremblay, general merchant, Causapscal, Que., assets sold.

Joseph Bohemier, general merchant, Ferme Neuve, Que., assets sold.

Fraser & Oakley, grocers, Fort William, Ont., succeeded by City Grocery.

George Banghart, general merchant, Cairo, Ont., business advertised for sale.

Peter Glavey, grocer, Ottawa, Ont., has been succeeded by the P. McEvoy Co.

G. Thorsteinson, general merchant, Gimli, Man., has assigned to C. H. Newton.

Jos. Boudrault, grocer, Les Eboulements, Que., assets to be sold on the 3rd prox.

Farmers' Supply Co., general merchants, Alvinston, Ont., removed to Cairo.

J. E. Lacoste, general merchant, St. Andre Avelin, Que., has removed to Thurso.

J. B. Legault, general merchant, St. Genevieve, Que., assigned to Alex. Desmarteau.

P. S. Burman, general merchant, Weirstead, Que., stock sold at 55 cents on the dollar.

T. Leroux, cheese and butter manufacturer, St. Armand Station, Que., offering to compromise.

A. W. Atkinson & Co., general merchants, Advocate Harbor, N.S., dissolved partnership.

Mrs. J. R. Moir, general merchant, St. Romain, Que., has assigned; V. E. Paradis prov. guardian.

P. Maheau, general merchant, St. George, Que., balance of assets to be sold on the 8th prox.

The Frontenac Cereal Co., manufacturers of breakfast foods, Kingston, Ont., winding up order granted.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

WHAT ABOUT SOAP?

Soap is an everyday commodity. You get a portion of your customer's order, but usually the druggist gets the other portion.

* * *

If you give careful attention to soap matters in your store, keep a fresh and representative stock in an up-to-date case, and advertise, you ought to get all the business.

* * *

Why should a customer of yours leave your store and journey to the druggists simply to get a 5c. or 10c. cake of soap?

* * *

In the past there has been a tendency among a number of grocers to let the soap trade slide, and the trouble is it does slide.

* * *

At first the profit looks small, the prize not worth winning, but profits are made on general sales, not on particular sales, i.e., you cannot afford to put all your energy on No. 1 Seller and neglect No. 3 Seller.

* * *

No. 3 becomes No. 2 when you are willing to make it such.

* * *

Soap manufacturers will supply you with advertising matter and schemes that have proven successful.

* * *

Make your soap business worth something. Get the best lines obtainable. Don't give any customer the opportunity of saying "those cakes of soap are dusty."

* * *

Get on the war-path with the druggist. Take note of how he arranges his assortment. Keep an eye on any dodgers he issues, particularly the prices quoted.

* * *

Tell the clerks you want them to sell soap as well as handle it. Tell them to prod the memories of your patrons and now and then to lay stress on the value of using————soap.

* * *

Grocery Publicity. ———— ————

The grocer who doesn't advertise is not awake to his best interests.

How shall he do it?

Newspapers—first.

Catalogues—second.

Booklets and folders—third.

Letters—fourth.

1—NEWSPAPERS.

Contract for location in the papers on certain days. The location of your ad should always be the same.

You'll find that buyers get the habit of looking for your ad in a certain location on certain days, and the longer your ad appears there the more valuable that space becomes for you. Advertising is cumulative.

* * *

Change every time. Never run the same ad twice. Nobody reads an editorial or news item twice, much less an ad.

What to say? There's the rub.

Say in your ad just what you say to the customer over the counter. She asks if you have any mackerel and you reply: "We have some fine mackerel; this year's catch, off the coast of Norway, fat and tender as chicken, white meat; one's enough for the family breakfast; they're a rare treat; the price is thirty-five cents a pound."

* * *

She asks for maple syrup; and you tell her you have the real maple syrup from ——— the old time flavor—better buy a quantity for it's so good the whole family will like it. It's healthy, too—buckwheat cakes without maple syrup cause indigestion—the price, $1.75 a gallon.

The writer of ads for department stores knows how to play upon women's fancies—the grocery ad writer has as good an opportunity. He should describe the plum pudding in a way that the reader may see the steam rising and taste the richness of the delectable food as she anticipates it in her imagination.

* * *

Good grocery copy isn't learned dissertations culled from dictionary or encyclopedia, but it is as near the way an intelligent salesman describes his wares as space will permit.

DON'T GO

to the druggist's for your soap!

We keep many varieties of

Toilet Soap

Scented Soap

Laundry Soap

Tar Soap

We have the exclusive agency here for

Brown's Big Bar

the cheapest laundry soap made.

Tell your soap troubles to us.

Humphrey & Son

Saskatoon

Prices? Of course.

Prices are always bargain clinchers for women, and it is to women the grocer advertises.

There's always something new and intensely interesting in a grocery store. New foods for each season, fresh arrivals from factory or farm.

Tell your readers how to prepare and serve the foods you sell. For instance, prunes are usually ruined in the cooking. This would be of interest:

* * *

Prunes from —

Wash clean, place in a baking pan with half enough water to cover. Put in oven and bake until the skin is tender. Regularly 10c. lb. This week, 3 lbs..... ... .25c.

Mackerel—

Boil in water on top of stove; transfer to baking pan; cover with butter; put in oven and bake top brown; serve piping hot; nothing better. Fat bloaters, new catch, lb.....30c.

Tea—

Harvested all the year; always fresh; cured and handled entirely by machinery; clean, sanitary; delicate flavor; takes less; 100 cups in a pound... .... 50c.

* * *

The grocer who cuts and slashes at prices and lies in his ads goes to the wall sooner or later, and he will have no interest in this kind of advertising.

2—CATALOGUES.

Catalogues are adapted for out of town trade and are indispensable if orders are expected by mail. The greater the expense of the catalogue the fewer you send out. The houses making the greatest success with catalogues use common newspaper and plain cuts.

Grocery prices change frequently, necessitating the issuing of catalogues often.

* * *

The writer published and mailed ten thousand catalogues each month for twelve years for a grocer in San Francisco, and thereby built up a country business of vast proportions.

There should not be anything in a grocery catalogue but descriptions of the goods, illustrations and prices.

3—BOOKLETS AND FOLDERS.

These may be used in town to great advantage.

They should be neat and attractive, never expensive or gaudy. They should be short, pointed and serve a purpose.

4—LETTERS.

The facilities afforded by the multigraph and other excellent appliances for writing duplicate letters afford opportunity for calling attention in a personal way to important things your customers will be glad to know and have proved to be a most effective means of building trade.—The American Advertiser.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Bode's Gum Co., Montreal.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
M clure & Langley, Toronto.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Nelson, H. W. & Co., Toronto
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Benedict, F. L., Montreal.
Gowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Maclure & Lang ey, Toronto.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts, A. E., & Co., London, Eng.
Vincentelli, P. & F., Antwerp.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Millman W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
American Pure Food Co., Montreal.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co., Goderich.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co., Peterboro', Ont.
Quance Bros., Delhi, Ont.
Saratoga Chips Co., Hamilton, Ont.
Stevens, F. B., & Co., Chatham, Ont.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudon, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Major, S. J., Ottawa.
Robertson, Geo., & Son, Kingston.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior Store Fittings.
Walker Pivoted Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Crain, Rolla L. Co., Ottawa.

Malt Extract.
Sleeman, Geo., Guelph, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Cheyne, John A., Winnipeg, Man.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dominion Brokerage Co., Calgara, Alta.
Dunn, Wm. H., Montreal and Toronto.
Fellowes & Fellowes, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McLauchlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Tees & Persse, Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Western Cartage Co., Calgary, Alta.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Farrow, J. & Co., Peterborough, Eng.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Laflamme, Montreal.
Purnell, Webb & Co., Bristol, Eng.
Rowat's Pickles, Montreal.
Smaut Co.
Sutton, G. F., Sons & Co., London, Eng.
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Nickel Plate Polish Co., Chicago.
Oakey, John, & Sons, London, Eng.

Polishes—Stove
James' Dome, W. G. A. Lambe & Co Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.
Hanson, J. H., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Dominion Salt Agency, London, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Signs.
Martel-Stewart Co., Montreal.

Soap.
Albert Soaps, Montreal.
Duncan Co., Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
American Pure Food Co., Montreal.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont
St. Lawrence StarchCo., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Kenney, T., & Son., Hallerton, Que.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville & Co., Winnipeg and Brandon
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Koopman, G. C., Amsterdam and Rotterdam.
Minto Bros., Toronto.
Mokara Mills, Montreal.
Salada Tea Co., Montreal and Toronto
Symington, T., Edinburgh, Scot.
Todhunter, Mitchell & Co., Toronto.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
Wilson, W. H., Co. Tillsonburg, Ont.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.
Reckitt's Blue—Gilmour Bros., Montreal.
Sawyer Crystal Blue Co., Boston, Mass.

Wines, Liquors, Etc.
Beland, B. O., Montreal.
Sleeman, Geo., Guelph, Ont.

Woodenware.
Woods, Walter, & Co., Hamilton.

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Hamilton Cotton Co., Hamilton, Ont.

Yeast.
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MAIL ORDER COMPETITION.

The retail and wholesale merchants in Canada do not realize to what extent their confreres in the United States suffer from competition with some of the large mail order houses, particularly such firms as Sears, Roebuck & Co., and Montgomery, Ward & Co. We have a good deal of competition in Canada, but it is not nearly so severe. The way in which a western retailer met this competition is being told throughout the trade in the States, and no doubt many of our readers will find it worth while publishing in their local papers. Recently a church congregation in a little town built a church. To pay for it they were obliged to call upon the merchants of the community for donations. The merchants responded liberally, and $300 was raised from this source. The last man to subscribe was John Smith, jeweler. "I will give you $5 if you will let me add something to your subscription list," he said. Permission was accorded him and he wrote at the bottom of the list:

John Smith, jeweler $5.00
Sears, Roebuck & Co..... 0
Montgomery, Ward & Co... 0

The church people saw the point when the minister read from the pulpit the list of donors to the building fund. Since the dedication of the church there have been no mail orders sent out from that little town.

ADOPT MODERN DISPLAY METHODS.

Time is money and space is money. The storekeeper who has not installed the most up-to-date system for displaying his goods is losing money every day. He is doing business under a handicap which his enterprising competitor will some day appreciate, and before he has awakened from his nineteenth century sleep his twentieth century competitor will have convinced the public that he is abreast of the times and carries the most complete stock.

How can you induce your customers to throw away an old, out-of-date article and buy a new one with latest improvements? How can you expect them to adopt the latest improvements when your own store is an advertisement for everything that is out-of-date?

No investment which improves the store and facilitates waiting on the trade is excessive. When you lose fifteen minutes looking for some articles which you know you have in stock, you not only lose a quarter of an hour yourself, but you annoy the customer.

Goods well displayed are half sold. For a hundred dollars or so you can put in the latest system of shelving on the market. It will be attractive and will often suggest to customers some article which they had not thought of buying.

Three millionaires exist in royal splendor in Los Angeles, California, in consequence of having transformed a sun-scorched, barren, desolate, lonely wind-swept desert island into a popular watering place. An island that was once exchanged for a saddle horse is today worth $70,000,000 because three men undertook to make it an attractive place for tourists. Make your store attractive and people will flock to it.

A veteran general merchant at a recent convention remarked that 80 per cent of the men who failed in business failed because they did not know how to display their goods to advantage and often made what should have been an attractive store look like a second-hand junk shop.

Don't be one of the 80 per cent., and don't run a junk shop instead of a twentieth century store.

ANOTHER RAILWAY.

If proof were wanting of the confidence which the shrewdest capitalists repose in the future of the Canadian West, it is afforded by the definite announcement by James J. Hill of his intention to extend the Great Northern to Canada and build from Winnipeg to the Pacific coast. It is even hinted that it is his intention to build a transcontinental, but however that may be, Western Canada is now assured of four trunk lines. The Great Northern lines in the west will be completed as soon as the Grand Trunk Pacific, and thus there will be two new arteries draining the rich transportation areas hitherto jointly and jealously conserved by the Canadian Pacific and the Canadian Northern.

A few eastern papers hold to the view that the Hill invasion is unfortunate from the standpoint of Canada's national development as the Great Northern will divert to the south trade which should be retained in Canadian channels. But it is impossible to prevent communication with the south even if that were desirable, and the Canadian roads will be compelled in self-defence to allow rates from east to west that will permit Eastern Canada manufacturers to compete with the Americans.

The new road will be another important factor in the development of the Great West, and as such it should be welcomed by Cananians in every province.

OUR SPECIAL PRIZE OFFER

Now is the time to send in your competitions for the advertising prize. Before our next issue is out the competition will close.

A fountain pen for nothing is not to be despised. You are writing your advertisements weekly, perhaps daily; why not select your best achievement in this line and send it along? It may be the very one to win the prize.

A fountain pen is one of those useful, indispensable articles, ever ready for use, ever to hand, and you can win it so easily. You have but to send on to our office one of the papers in which your advertisement appeared, according to particulars which have been appearing in The Canadian Grocer and which again appear in this issue on page 39, and the writer of the best ad submitted will receive the fountain pen. The enterprising clerk must get the hustle on him.

TRADE ORGANIZATION.

At a gathering of newspapermen the other evening, one who had been a reporter and had left newspaper work to join his father in the manufacture of sewer pipe, stated that when about to make the change his managing editor had said to him, "Oh well, there isn't much difference between molding sewer pipe and molding public opinion." It was intended as a joke, certainly, but public opinion does often get very riley, chiefly because of the deleterious matter injected into it by some ignorant, ill-balanced newspaper writers who very imperfectly understand the situation they are dealing with.

This was never more evident than in regard to the subject of trade agreements that has been agitating the public mind for some months. As long as the plumbers' organization operated merely to insure a fair profit on the work done, there was no objection to it. The law officers of the Crown and the Minister of Customs said so. But when they plunged into "graft" and cold-bloodedly loaded tenders with rake-offs for men who had nothing to do with the work, why the law against theft was for them.

Then followed the prosecution of the Wholesale Grocers' Guild officers as conspirators in restraint of trade, and it was confidently heralded as a parallel case to the plumbers.' The Crown Attorney had the guild books and papers for weeks, and during several days' sittings of the court showed nothing the accused had not admitted at the start, and still it is asserted to be a case of the plumbers over again.

The arrangement in regard to sugar is the overwhelming sin. The arrangement enables a gross profit of 4 per cent. and the cost of doing business is from 7 to 9 per cent., leaving a net loss (and why should not sugar bear its share of the cost of carrying on business?) of 3 to 5 per cent.

Any sane person upon being informed of the facts immediately asks: "What's the matter with the law that enables such a prosecution?" The law provides that everyone is guilty of an indictable offence and liable to a penalty not exceeding $4,000 or two years imprisonment, who conspires, combines, agrees or arranges with any other person, to restrain or injure trade in relation to any article or commodity, to unduly prevent, limit or lessen the manufacture thereof, or to unreasonably enhance the price thereof, or to unduly prevent or lessen competition in relation thereto.

Now, what does "unduly" and "unreasonably" mean?

Surely it was time the Government should be asked to classify the law and show what it means. The wholesale grocers handle the bulk of the foodstuffs of the people; their aggregate business is enormous. They are a reputable body of men highly esteemed in the community. Why should they, or the merchant class at large, for they all are in the same boat, be the only people in the country prohibited from forming associations for the betterment of trade conditions, while transportation companies, telegraph, telephone, and insurance companies each take concerted action in regard to rates, doctors fix their fees collectively, lawyers are assisted to fat remuneration by Act of Parliament, and trade unions exist to increase the remuneration of artisans and laborers?

Of course, the consumer must be protected. No class of men can be trusted with a monopoly of food products or with power to exclude others from the trade. We boast this a free country; then why shouldn't a merchant be free to say to his neighbor "You do business on a fair basis, an honest basis that will enable us to pay for the goods we sell, and so will I?"

In addition to the very necessary amendment of the law the deputation that waited on Premier Laurier and Mr. Fitzpatrick last Friday asked for a commission of business men to examine into trade questions. Of course the lawyers would object because a lot of legal buncome would be displaced by commonsense and knowledge of trade conditions, but such a commission would be a great boon to the business interests of the Dominion.

THE BILL TO AID CO-OPERATION.

Mr. Monk has introduced into the House of Commons a bill to facilitate co-operative banking and trading in Canada. Co-operation in production, marketing and the purchase of breeding stock, machinery and fertilizers, aided and in many cases made possible by co-operative banks, has effected the redemption of the agricultural industry in Europe. In England, where agricultural co-operation is just beginning, co-operative stores in towns and cities have aggregated an enormous trade and have very seriously affected the individual retail interests.

Three conditions here render unlikely any serious attempt at co-operative stores as they have them in England, the comparative thinness of population, the more prosperous condition and higher standard of living of the Canadian working classes, and the department stores.

Agricultural interests might, however, be greatly benefitted by the extension of the co-operative system in the production and marketing of commodities. Anything that benefits agriculture benefits trade. If, however, any retailer thinks the movement a menace to his interests, his business is to send a post card to his representative in the Commons and ask him to oppose the bill.

THE REPORTER AS DOCTOR.

Publicity would prevent a multitude of sins.

The Wholesale Grocers' Guild is an organization to better the conditions of the grocery trade. Every retailer is intimately interested in what the guild does. Everything that affects the making or marketing of food stuffs it is his business to know. Why, then, should the guild meeting be conducted with such overwhelming secrecy? It is that that has aroused suspicion against it and more than anything else precipitated the present criminal prosecution. The wholesaler cannot raise the grocery trade on his own shoulders, but with the help of the retailer he could do a great deal. If the wholesale trade gets off behind the door and mumbles away to itself the retailer naturally imagines there's something doing and he is going to get the worst of it. Suspicion and bad feeling are engendered.

Any movement that is not contrary to sound public policy will benefit by reasonable publicity. It disarms suspicion without and within prevents the class of action that leads to investigation and exposure.

ATTORNEY-GENERAL WILL WAIT AND SEE.

As anticipated last week, the prosecution at Hamilton of the Wholesale Grocers Guild officers has been postponed. Hon. J. J. Foy, Ontario's Attorney-General, told The Canadian Grocer representative on Monday that he had instructed Crown Attorney Washington to postpone the proceedings for a month in order to see what the Dominion Government would do about amending section 520 of the criminal code, under which the indictment for conspiracy in restraint of trade is laid.

"They came to me and said they wanted to obey the law, would obey it, if they knew what it was, but the word 'unduly' as used in the code had not been defined," said Hon. Mr. Foy. "They want the Dominion Government to amend the law. I think we should wait to see what will be done."

MARKETS AND MARKET NOTES

Quebec Markets.

FLUCTUATIONS—

Sugar—Advanced 10c.

Fish—Thoroughly revised.

Dried fruits—Thoroughly revised.

Montreal, April 26, 1906.

The grocery business is showing improvement as the general trade conditions of the country improve. The opening of navigation has given a spur to all branches of the trade, groceries included. As yet only local boats are running, but even so, a very large increase in business is noticeable. Once the ocean vessels commence to arrive still better business will be transacted. The sugar market is very weak at present. A further decline of 10 cents took place Tuesday of this week. There is a disposition on the part of buyers to hold off until a better market prevails. As it is, the market is in an uncertain condition and therein lies the hesitation on the part of buyers. The tea situation is, if anything, a little better than it was last week, although things generally are on the quiet side. Japans are moving more freely. There is a better inquiry for Young Hysons, and for the better grades of Ceylons there is a good demand at firm prices. Reports from the Barbadoes state that the crop of molasses is just about cleared up, and that indications point to good business. Locally very good business is being transacted. Canned goods do not present any new features. Coffee is unchanged since last week, and spices are firm. Evaporated apples are in limited supply, but are not in great demand. Business in fish is very quiet. In dried fruits reports state that there is a likelihood of small crop of apricots. Currants are moving freely and raisins are firm. Shelled almonds are away up and Tarragona almonds have experienced quite an advance also.

CANNED GOODS—The market is a very featureless one at present. Business generally is very quiet. The demand for tomatoes still continues, although they are not so much demanded on the part of the retail merchants as they have been. Corn and peas are in good stock and orders for them are readily met. Other lines are also in good supply and the fair orders for them are quite easily filled. Canned fruits are obtainable in all lines at prices which have not changed for weeks. The arrival of new fruit is expected to curtail considerably the demand which at present prevails for these lines. Canned salmon is reported as opening up at higher price than for some years past on account of the short estimated pack this season.

Quotations in last week's issue remain unchanged.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White, 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie, 3	1 27½	1 25
Pie, not peeled, gal.	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie, 3	1 27½	1 25
Pie, notpeeled, 3	3 80	3 77½
Pie, not peeled, gal.	3 27½	3 25
" gal.	....	2 50
Pineapples—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 20
2½'s " " " "	....	1 57½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " "	....	1 62½
3's " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " "	....	1 72½
3's " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " "	....	1 80
3's " " "	....	2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz.		0 85
Gallon, per doz		5 00
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins	....	0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz.	....	1 20
Gallon tins, per doz	....	3 02½

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	95
½-lb. " less than 5 cases, "	....	97½

SUGAR—A further decline of 10c. has taken place in sugar. The New York market declined earlier on same day. Very little business has been done in sugar lately. All branches of the trade show an inclination to hold off buying until the market is in a better state than it is at present. As yet it is difficult to say when an improvement will take place, but until something does turn up to produce a better situation there will be practically no large business transacted.

Granulated, bbls.	$4 00
" ½-bbls	4 15
" bags	3 95
Paris lump, barrels	4 55
" " half-barrels	4 65
" " boxes, 100 lbs	4 55
" " boxes, 50 lbs.	4 65
Extra ground, bbls.	4 40
" " 50-lb. boxes	4 50
" " 25-lb. boxes	4 60
Powdered, bbls	4 20
" 50-lb. boxes	4 40
Phoenix	3 85
Bright coffee	3 80
" yellow	3 75
No. 3 yellow	3 70
No. 2 "	3 60
No. 1 " bbls.	3 50
No. 1 " bags	3 45

SYRUP AND MOLASSES—Latest reports from the Barbadoes say that the crop there is about cleaned up. The total advance is 2 cents over opening price. Indications point to good business now that the market at the islands is not influenced by crop rumors. Locally the demand is fairly good at prices quoted. Corn syrups are fair, being put on the side, as it were, by the new maple syrup.

Barbadoes, in puncheons	0 28
" in barrels	0 30½
" in half-barrels	0 31½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA—The situation generally is still on the quiet side. Japans are moving a little more freely this week than they did last. The advance of ½c. on the freight on Japans will, no doubt, have some effect on the price asked for the new crop tea when it arrives. A better inquiry is reported for Young Hysons. There is a good demand for the fine grades of Ceylons at firm prices. These are very hard to obtain, and are apparently becoming cleared up. Other lines are fair.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingauey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32
Congous—Moning, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 12½	0 15
Pakling,—boxes	0 15	0 20
fine	0 23	0 30

COFFEE—The situation is practically unchanged since last week. Prices are unaltered. Business, according to reports from wholesale houses, is about the same as it usually is this time of year; grocers are inclined to order only for immediate use. Watt, Scott & Goodacre, in their report of April 23, say: "The general opinion is that the next Rio crop will turn out 3,000,000 bags, and the next Santos crop, 9,000,000 bags. The trees which I have seen are vigorous and well fruited, in fact all vegetation is much more luxuriant than I have found it in recent years. The success of the valorization scheme is believed to be doubtful, and its results are expected in the event of enactment to be only temporary."

Brazilian Exchange has recovered from the lowest point, £14 3s. 4d., to £15, 7s. 16d.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 19	0 19
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

FOREIGN DRIED FRUITS—Prunes are strong and supplies are small. Apricots are about done. The outlook for prunes is fairly good. Raisins, which are now in an unsettled condition, promise to be very good also. It is expected, however, that there will be an exceedingly small crop of apricots. These conditions may be changed by rains in the fruit growing district.

Shelled almonds are away up, the last report received quoting them at 26½c. Taragona almonds have also advanced very considerably. Currants are moving freely in Canada, principally cleaned stock, but they are reported as being "stiff" in England. Valencias are firm.

Quotations in last week's issue advancing, but no quotable change.

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05½
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " " boxes		3 50
" Excelsior Window Clusters,"		4 50
" " " ½s		1 3
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½	0 09½
" " choice seeded, in 1-lb. pkgs	0 08½	0 09½
" " 2 crown	0 07½	0 08
" " 3 crown	0 08	0 08½
" " 4 crown	0 08	0 08½

Prunes—	Per lb.	
30-40s	0 09½	0 09½
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 08
" " " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07½
" " " 90-100s		0 06
" " " 100-120s		0 05
Currants—		
Filiatras, uncleaned, barrels		0 04½
Fine Filiatras, per lb., in cases		0 05
" " cleaned	0 05½	0 06
" " in 1-lb. cartons		0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

SPICES—The continued advance in gingers is about the only feature of interest in the spice market. This applies especially to Jamaica gingers, which are not in the best supply in the large markets of the world. Prices of all spices are firming up. Pepper is in good demand in some quarters, while in other centres business is reported very quiet. Nutmegs are on the quiet side.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 35
Ginger	0 16	0 24½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

RICE AND TAPIOCA—There is a fair demand for tapioca at the prices quoted. Indications point to a firmer market later on. Some houses are now quoting $5.35 for May and June shipments, which would arrive here in July and August. There is the usual demand for rice.

B rice, in 10 bag lots		3 05
B rice, less than 10 bags		3 15
C rice, in 10 bag lots		3 05
C rice, in less than 10 bag lots		3 15
Tapioca, medium pearl		0 06½

BEANS—There is nothing new since last quotations. The stocks are not heavy. There is a very fair demand.

Choice prime beans	1 60	1 65
Lower grades	1 55	1 60

HONEY—There is nothing new in honey. Stocks are pretty well cleared up. The demand is slow.

White clover, extracted tins	0 07½	0 08
Buckwheat	0 06	0 06½

MAPLE PRODUCTS — The maple sugar and syrup business is going on briskly at present. Good orders are arriving every day and manufacturers and jobbers in most cases are able to meet these. Prices do not show any change since last quotations.

Maple syrup, in wood, per lb	0 05½	0 06
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 08
Pure Beauce County, per lb	0 08½	0 09

EVAPORATED APPLES—Owing to the very high prices demanded for evaporated apples the sales of them have been very small, indeed inquiries have been very limited, prunes and other dried fruits obtainable at more reasonable prices seemingly having taken the place of this line. Quotations range from 10c. to 12½c.

FISH—The market is rather quiet and has been so since Lent. Fresh fish are arriving in larger quantities every day and prices are becoming lower in consequence. Lake trout and whitefish are now arriving in small quantities and larger shipments are expected after May 1. Other fresh lines expected include shad, mackerel and alewives.

Salt fish are not very much in demand and sales of smoked lines are falling off. Oysters are quiet also.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, April 26, 1906.

BUTTER—Supplies still coming forward. Nothing new has developed. Lower prices expected at any time.

CHEESE—Market in about the same condition as described in detail report.

EGGS—Steady market prevails. Prices remain unchanged.

PROVISIONS—Market unchanged. Dressed hogs doing very well. Abattoir dressed quoted $10 to $10.25 per 100 lbs.

Fresh haddock, per lb		0 04
Fresh steak cod		0 05
" halibut		0 09
" grass pike		0 06½
Fresh frozen fish—		
Single frozen steak cod, per lb., heads off		0 04
B.C. salmon, per lb		0 08
Dore, per lb		0 07
Large frozen Halifax herring, per 100 fish		2 00
Smelts, No. 1, per lb		0 06
Extra large		0 08
Mackere., per lb		0 09
Sea trout		0 07
Smoked fish—		
Haddies, fresh cured express, 15 and 30-lb. boxes, per lb		0 07
Kippered herring, per box		0 75
St. John bloaters, 100 in box, per box		1 10
New smoked herring, in small boxes, per box		0 13
" " salmon		0 20
Oysters and Lobsters—		
Standards per imp. gal		1 40
Oyster pails, pints, per 100		0 90
" " quarts, "		1 25
Prepared fish—		
Boneless cod, favorite, 1 and 2-lb. bricks		0 06
" fish, 1 and 2-lb. bricks, per lb		0 05½
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, 100-lb. cases, per case		6 00
Salt and pickled fish—		
No. 1 Labrador herring, per half-bbl		3 50
" " " per pail		0 80
" " salmon—		
" " " in bbls		13 00
" " " in ½ bbls		7 50
" B.C. salmon, bbls		12 50
" " half bbl		7 00
" mackerel, per pail		1 80
" large green cod, per lb		0 05
" medium, "		0 04
" small, "		0 03

Ontario Markets.

FLUCTUATIONS—

Sugar—Declines 10c.

Almonds and Shelled Walnuts—Higher.

Georgian Bay Fish—Supply slow.

Small and Shoulder Hams—Up 1-2c.

Lard—Advanced 1-4c.

Heavy Mess Pork—Up 50c. to $1.

Butter—Easier.

Eggs—Firm.

New Cheese—Lower.

Strawberries and Pines—Cheaper.

Southern Vegetables—Coming in better.

GROCERIES—Trade is light this week with markets firm in all lines but sugar. The further decline of 10c. on Tuesday came as a surprise to some wholesalers, others think the situation might justify a further decline in the near future, but no one has any pronounced views upon it.

CANNED GOODS—All lines are going pretty steadily into consumption at last week's quotations. Tomatoes are still the interesting feature. All class distinction is wiped out. Some houses continue at $1.25, though it is alleged the guild members agreed upon a price of $1.30. Some of them are quoting the lower price. It is stated a retailer who was fortunate enough to have a large stock, sold 50 cases to a wholesaler at $1.27 1-2. A further upward movement is expected within a week or two.

Quotations in last week's issue remain unchanged.

SUGAR—A decline of 10c. was announced by the Canadian refiners Tuesday. The raw sugar situation continues weak and unsettled. In New York large receipts, small demand and limited sales under increased offerings reduced quotations to 2 1-16c. c.i.f. for 96 degrees test centrifugals. This is 34c. per 100

lbs. below the parity of beet sugar, and all the advantage of the Cuban reciprocity is wiped out. At the end of last week Willett & Gray expected the next important business would be on a basis of 2c. There would be purchasers at that price, but some commission houses have been instructed to store rather than accept that price.

The Cuban crop continues to fulfil expectations, with the full quota of centrals grinding, and receipts for the week 45,000 tons, against 27,000 tons for the corresponding week last year. The total stocks in the United States and Cuba last week were 20,536 tons less than in last year's corresponding week, but the week before the difference was 32,145 tons, so that the gap is rapidly closing. Visible supplies of the world are given at 3,926,725, against 4,128,332 a month ago, and the reduction is interpreted as a favorable sign, but the total visible is still 1,102,364 tons ahead of last year.

In European markets beet was quoted Monday 1d. lower at 8s. 4d., a shade below 3.74c. duty paid New York for centrifugals 96 degrees test and a trifle under 2.39c. c.i.f. for Cuban centrifugals 96 degrees test for shipment to New York. It is not yet known what effect the earthquake had on the California refineries.

Paris lumps, in 50-lb. boxes	4 73
" in 100-lb. "	4 63
St. Lawrence granulated, barrels	4 08
Redpath's granulated	4 08
Acadia granulated	4 03
Berlin granulated	3 98
Phoenix	4 08
Bright coffee	3 88
Bright yellow	3 93
No. 3 yellow	3 98
No. 2 "	3 78
No. 1 "	3 68

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES — The market continues firm without change of quotation

Syrups—	
Dark	
Medium	0 33 0 34
Bright	0 35 0 37
Corn syrup, bbl., per lb.	0 02½
" ½-bbls "	0 02¾
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal. " "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 25
" 20-lb. " (in ¼ ") "	2 10
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

TEA—The tea market is generally steady with teas of fine flavor becoming scarcer and commanding better prices. Locally dealers report business lagging this week.

COFFEE—"I told our men not to push sales at present prices," said the coffee expert of one of the largest wholesale houses this week. He has been oloking some time for an advance and this expresses his present view of the situation. Willett & Gray say the only information available from reliable sources regarding crop prospects is that the next Santos crop promises to be larger than the present one and the next Rio crop is likely to be smaller than the present one. But it is asserted it will be very difficult for Brazil to raise a crop equal to the consumption of 12 1-2 million bags of Santos and Rio coffees. Willett & Gray say: "The buyers in the interior, both here and in Europe, have been holding back hoping that the May liquidation may bring about a lower market, the same as they have been hoping for lower prices for some time past. If in the face of largely reduced supplies prices have stood still, it affords all the greater safety to present prices when the buying comes from the necessities of consumption instead of coming from speculative quarters."

FOREIGN DRIED FRUITS — Since last week's report some further business has been done in currants for importation at a further advance of 6d. An order for valencia raisins was cabled to London at prices which have been current for some time and the reply came that sound uncandied fruit could not now be had under 2s. 6d. more. This fruit has been quite cleaned up on spot from first hands and all stocks are now in the hands of wholesale grocers. Prunes are very firm, in line with other dried fruits. Quotations, however, remain unchanged, though a merchant just in receipt of a car of prunes exjust in receipt of a can of prunes expressed the view that the margin in the present prices was not large enough.

Prunes, Santa Clara—	Per lb.			Per lb.	
90-100s, 50-lb boxes	0 06¾		60-70s, 50-lb boxes	0 07¼	0 08
80-90s "	0 07½		50-60s "		0 08½
70-80s "	0 07½	0 07¾	40-50s "	0 09	0 09½
			30-40s "	0 10½	0 10½

Note—25 lb. boxes ½c. higher.

Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 18	0 20
Orange	0 11½	0 12½			
Figs—					
Elemes, per lb				0 10	0 14
Tapnets, "					0 04
Apricots—					
Californian evaporated, in 50-lb boxes				0 14	0 15
Peaches—					
Californian evaporated, " "				0 14	0 15
Pears—					
Californian evaporated, per lb					0 13
Currants—					
Fine Filiatras	0 35½	up	Vostizzas	0 07½	0 08½
Patras	0 06¼	0 06¾			
Cleaned ½c. more.					
Raisins—					
Sultana				0 05½	0 07
" Fancy				0 10	0 14
" Extra fancy				0 15	0 16
Valencias, selected				0 05½	0 05½
Seeded, 1-lb packets				0 09	0 10½
California, loose muscatels—					
3-crown					0 07½
4-crown					0 09
Dates—					
Hallowees	0 04½	0 04½	Fards new choicest	0 09	0 10½
Sairs	0 03¾	0 04	" new choice		0 09½
Domestic evaporated apples				0 10	10 11

SPICES—The spice market is a strong one generally. The price of Jamaica ginger is now about 100 per cent. higher than three months ago and about the same level as three years ago. Ginger got so slow that producers stopped harvesting it and when supplies ran out the market rapidly improved.

Spices—	Per lb.	
Peppers, blk	0 18	0 19
" white	0 27	0 28
Ginger	0 18	0 25
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 28
Allspice		0 15
Mace	0 80	0 90

NUTS—The business for shelled almonds continues to be quite active for importation, although two shillings more had to be paid this week to buy Malaga 3 crowns. Locally almonds and shelled walnuts have advanced.

Almonds, Tarragona, per lb	0 13	0 14
" shelled Valencias	0 26	0 28
Walnuts, Grenoble, "	0 14½	0 15
" Bordeaux, "	0 10½	0 11
" shelled	0 26	0 28
Filberts, per lb		0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish		0 08½
A 1's, banners and suns		0 08
Japanese Jumbo's		0 08½
Virginia "		0 10

RICE AND TAPIOCA—The market remains firm with prices unchanged.

	Per lb.	
Rice, stand. B	0 03¾	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Java	0 06½	0 07
Sago		0 07
Carolina rice	0 08	0 08½
Tapioca, medium pearl	0 06	0 07
" double goat		0 07½

HONEY—Maple syrup has to some extent displaced honey in the market for the time being. Stocks are not large, however, and quotations continue unchanged.

Honey, extracted clover, in 60-lb. cans, per lb	0 08½	0 09
" " " in 5 lb. & 10 lb. cans, lb.		0 09
" sections, No 1, per doz		2 00
" " No. 2, "	1 40	1 60
" Buckwheat, per lb	0 04½	0 05

FISH—The new catch has been slow to arrive, but reports from the north indicate that it will move more freely next week with a resultant decline in prices. Fresh mackerel are quoted at the fancy price of 10c., king fish, blue fish and sea bass at 15c., and sea salmon 18c.

Fresh hallibut	0 12	0 15
Haddock, fresh caught, per lb	0 06	0 07
" frozen		0 05
Fresh cod, per lb	0 07	0 08
" fresh winter caught		0 08½
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal		1 25
Whitefish, per lb		0 12
Salmon trout, per lb		0 10
Pickerel, per lb	0 07	0 07½
Finnan haddies	0 07½	0 09
Ciscoes		1 25
Mackerel, per lb		0 10

BEANS—Western Ontario dealers are credited here with a pious endeavor to advance prices, but quotations thus far are unchanged.

Beans, handpicked, per bush	1 85	1 90
" prime, No. 1	1 70	1 75
" Lima, per lb	0 06½	0 07

DRIED AND CURED FISH — Prices continue according to last week's quotations.

Boneless fish, per lb		0 05
Cod fish, 1-lb. bricks		0 07
Quail-on-toast, per lb	0 05½	0 60
Flitched cod fish, cases of 100 lbs		6 50

HIDES—The supply continues light with prices unchanged. The 14c. tug-of-war between holders and tanners last week in Chicago ended in victory for the men with the hides. Nevertheless buyers here say there will be no further advance. For fur skins buyers are offering more for dark mink, muskrat and skunk.

Hides, inspected, steers, No. 1		0 11
" " " No. 2		0 10
" " cows, No. 1		0 10½
" " " No. 2		0 09½
Country hides, green flat, per lb		0 08½
Calf skins, No. 1, city		0 14
" " No. 1, country		0 13
Dekins	0 75	0 85
Sheep skins	1 45	1 65
Horse hides, No. 1	3 15	3 55
Rendered tallow, per lb	0 04½	0 04¾
Pulled wools, super, per lb	0 22	0 24
" " extra "	0 24	0 25
Wool, unwashed fleece	0 16	0 17

N. S. Markets.

Halifax, April 25, 1906.

The volume of business in the local grocery markets continues good, and now that Spring appears to have opened up in earnest there is every prospect that trade will show even greater advances. Collections, generally, are good. The jobbers say that so far trade is much in advance of the same period last year. Some changes have occurred in prices, perhaps the most notable being a decline of 10c. per hundred pounds in the price of sugar. This drop affects all but bag sugars. The provision market is very strong, with a further tendency to advance. During this season the advances in American clear pork have totalled $2. It is now quoted at $16.50 per barrel, to import. This does not include duty or other charges. Beef is very firm, but it has not increased in the same proportion as pork. Lard is also scarce and high in the local market. American firms are quoting lard at 10c. per pound in bond, which is equal to 12½c. per pound duty paid. The nominal price here in pails is about 12½c. per pound. Rice is very firm, but there is no scarcity of it on this market.

FRUITS—Jamaica oranges continue scarce. The steamer Beta on her last trip brought quite a large shipment, but the fruit is only fair quality. They are quoted at $7, and then they have to be picked over, as they are in poor shape. Valencias, large, 420's, are $5.75; ordinary, $5, and 714's, $6.25. California navels range from $4 to $4.50, and California blood oranges from $2.50 to $2.75. Lemons are quoted at $3 to $3.25. The arrival of the Beta with a lot of bananas relieved the market. The fruit is of a much better quality, but the bunches as yet are small. They are quoted from $1.75 to $3. Good pines are selling from 25 to 30c. each. They are of good quality. Strawberries are 35c., and tomatoes $4.50 per crate of half bushel. The first shipment of Egyptian onions has arrived, and they are quoted at 2¼c. per pound. The quality is only fair. Very few good apples are to be had on the market, the best Nonpareils selling at $4 to $5. Very few evaporated apples are held here. The stocks on hand are quoted at 12c., and it is expected that they will advance still further. Canned apples are now finding good sale.

VEGETABLES—The choicest Prince Edward Island potatoes are selling at 45 to 50c. per bushel. Some recent shipments from the Island have improved the market, the quality being much better than the potatoes from vessels lying at the wharves. The potatoes on the Island Winter well. All stocks of vegetables held here now Wintered well. Carrots, parsnips and turnips are of unusual good quality. Carrots are worth $1.75, turnips 90c., and parsnips $1.50.

BUTTER AND EGGS — The butter market has not undergone any change as regards prices. The receipts are somewhat disappointing, new-made butter coming on the market much slower than was expected. Pasture is improving very rapidly, and the receipts should be better than they are. Creamery prints are quoted at 25 to 26c., and some retail dealers are even asking 30c. for the very choicest. The average price of small tubs is about 25c. The receipts of eggs improved slightly, both from points in the province and Prince Edward Island. The former are quoted at 15c. and the latter 17c. On the Island they are selling at 15½c.

CHEESE—Is quoted at 14c. for large.

FISH—The receipts of fresh fish are very heavy, especially halibut, and in consequence the price has dropped and the demand has fallen off since Lent. Last week halibut retailed at two pounds for 25c. Now three pounds can be had for the same money. Fresh cod and haddock have each dropped half a cent per pound. The first fresh shad and also a few salmon are on the market. The price of both are beyond the reach of the ordinary consumer. Prince Edward Island oysters are becoming very scarce. They are quoted at $7 and $7.50 per barrel. Trout are coming in quite freely, and are selling at one dollar per dozen. Lobsters of medium size are quoted at one dollar per dozen. Good grocery herring are very scarce. From points along the shore come reports of large catches of lobsters, better than for some years. The live lobster trade with the United States has grown to great proportions, and hundreds of cases are sent from here every week to the American markets. Not only are large shipments made from this port, but from Yarmouth, the steamers sailing from there direct to Boston carrying even greater quantities than from Halifax. Sometimes these crates have sold as high as $27.

N. B. Markets.

St. John, April 25, 1906.

In common with all, a gloom has been cast over St. John because of the awful calamity which has overtaken San Francisco. Anxious hours were spent by many because of having near relatives and friends there. It brings back our own trying times of 1877, though in many ways there is no comparison. There has been a generous response to the subscription list which was at once voluntarily offered.

Business in general is good. Navigation is practically open. Winter port business is about closed. It has been a record year, far and beyond any previous season. With the increased facilities which will be ready for the opening of the Fall shipments, great things are expected next year.

MARKETS show little change. Sugar is again lower. Molasses is held firm. Pork products continue to advance. Cheese, evaporated apples and prunes are very scarce. In spice, pepper rather easier; ginger, high; nutmegs, after an advance are again easier; cloves are still high. Some rather lower prices are quoted on hops. Rice, which has been bought quite freely, is higher.

OIL—In burning oil there is just steady business; prices have remained unchanged for some time; values are low. At this season there is large business in lubricating oils. Paint oils also sell freely; values, particularly in turpentine, are high. In gasoline, prices hold firm at the advance; sales are large. In cod oil, stocks are light and full prices asked.

SALT—Arrivals of Liverpool coarse salt continue large, and there is free movement. This is the active season; prices quite low. In fine salt, prices unchanged.

CANNED GOODS— Sales are quite active. Tomatoes are the firm line: our trade are carrying fair stocks. Corn, while firm, is still being sold at quite close figures. Peas are lower. In fruits, gallon apples higher and firmly held. Strawberries are somewhat a line of interest. Salmon is firm; the outlook for the future, particularly in sockeye fish, is said to be higher prices. Oysters firmer. In domestic fish there is little stock except sardines.

GREEN FRUIT—The banana season is open and for the Summer this is the big line; quality and prices are now satisfactory. In oranges, nice messinas, in both bloods and regulars, now offered. Valencias are rather higher. Californias held at full figures. Lemons, a fair sale; prices continue quite low. Apples are about out of the market.

DRIED FRUIT— In raisins, seeded, which have been ruling lower, are firmer. Valencias and Malaga loose unchanged; just fair business. Prunes are scarce and higher. It is practically impossible to replace the smaller sizes. Peaches and apricots are held firm. Dates rather higher. In peels, prices will rule high, particularly citron. Evaporated apples are getting scarce; the high price affects the demand. In onions Egyptians are quoted at rather lower figures; quality this year is good. Some Americans continue to arrive. Some Bermudas here; quality but fair; many are not expected.

SUGAR—Price is again lower; coming after the rather firmer figures, market is somewhat unsettled. There have been quite large arrivals of Scotch granulated.

MOLASSES—The last West India steamer landed over twelve hundred packages of Barbadoes molasses. The importation of Barbadoes is the largest for years. A large quantity of fancy is coming; prices higher. The first cargo of new Porto Rico has arrived.

FISH—In fresh fish, a good variety. Halibut is quite plenty. Gaspereaux are being freely caught and prices are lower. Dry fish, while rather easier, are still high. Pickled herring continue high and scarce. Smoked herring are rather lower; it is getting late for large business in haddies.

FLOUR, FEED AND MEAL — In flour a good steady business at even prices. Feed is quite high. Cornmeal is firmer. While oatmeal is unchanged, rather higher prices expected. Beans somewhat dull; prices, particularly Yellow Eyes, low. Barley very quiet. There is some demand for blue peas if at a low price.

THE GREAT WEST

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Officers of the Association.

Officers Retail Merchants' Association of Western Canada at President, J. F. Hunter, Boissevain, Man.; vice-presidents, R. Bogue, Moose Jaw, Sask.; J. A. McDougal, Edmonton, Alta.; secretary, W. A. Coulson; treasurer, J. D. Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-presidents, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.

Association offices, 53 Scott building, Main street, Winnipeg.

In the Retail Merchants' Journal of Canada for March appears a belated account of the proceedings at the annual meeting of the Retail Merchants' Association of Western Canada held in Winnipeg last February. The first copies to reach Winnipeg arrived here last Saturday and the account created some interest among those members of the trade whose attention was drawn to it.

Under the heading "The Retail Merchants' Association of Western Canada" and the sub-heading "Amalgamation with the Retail Merchants' Association of Canada'" appears the following:

"The great feature of this meeting was the affiliation of the association with the Hardware and Stove Dealers' Association of Western Canada, and the amalgamation of the two associations with the Retail Merchants' Association of Canada, and the formation of a western board of the parent association."

As this statement of the proceedings was in the nature of strange news to The Canadian Grocer, a representative of this paper called on Secretary W. A. Coulson to learn his views on the matter.

"Have you seen the March number of the Retail Merchants' Journal of Canada?" Mr. Coulson was asked.

"Yes, it has just come in this morning," was the reply.

"I suppose then that you have noticed the heading 'Amalgamation with the Retail Merchants' Association of Canada.' Might I ask if this is a correct statement of what occurred in the meeting last February?"

"No, most decidedly it is not a correct statement," was the prompt response. "Our Retail Merchants' Association of Western Canada has not 'amalgamated' with the Retail Merchants' Association of Canada; we retain our complete independence, our own separate organization and our own separate executive. In no respect whatever do we recognize the authority of the Retail Merchants' Association of Canada and we do not consider ourselves in any way an integral part of that association. As the Retail Merchants' Association of Western Canada we have no relationship with the Retail Merchants' Association of Canada, except through the affiliation of the western board with that association as per the report of the affiliation committee.

"I have here the minutes of the meeting last February which state that at the afternoon session on February 14 President T. J. Lawlor brought in the following report of the committee of the general merchants appointed to meet a committee of the Western Retail Hardware Association:

"The Western Hardware and Stove Dealers' Association and the Retail Merchants' Association of Western Canada have decided to affiliate and the following are the terms of affiliation:

"The two associations are to elect jointly a western board which, for certain common objects will affiliate with the Dominion board, whose head offices are in Toronto. The Retail Merchants' Association of Western Canada and the Retail Hardware and Stove Dealers' Association of Western Canada each retain their own identity and control their own affairs. A per capita tax of ten cents per member is to be paid to the treasurer of the western board from each association and the treasurer of the western board will pay the same to the Dominion association. It is further agreed that a special assessment not to exceed 50 cents per member is to be at the call of the western board executive and is to be used for legislative purposes only. These amounts are to be paid out of the present membership fee of each association."

"The situation is just this," continued Mr. Coulson, "and I hope you will make it clear to the western trade through the Canadian Grocer: the Retail Merchants' Association of Western Canada have affiliated with the Retail Hardware and Stove Dealers' Association of Western Canada for certain well defined, well-understood and clearly specified purposes. We recognize that we have some interests in common and that we require to watch legislation that affects the whole retail trade. So, in order that we may work together effectively in watching such legislation as affects our common interests, the two western associations in joint session elected an executive known as the western board. The main duty of this western board is to watch and promote legislation; it has no authority over the Retail Merchants' Association of Western Canada and no authority over our friends in the Western Hardware Association; each of these bodies retains its own identity and its own independence. In fact, the two bodies may not always agree, as there are questions on which our interests may not exactly coincide. We are two separate organizations and we have a right to differ if we want to. The western board does not control us in any way."

"What is the relation of the western board to the Retail Merchants' Association of Canada? Is it subordinate to that organization?" asked The Canadian Grocer.

No., most decidedly it is not a subordinate body," was the reply. "We recognize that there are many matters in which the retailers in all parts of Canada have the same interests, and that there are times when it is advisable that the merchants of the Dominion should be able to speak to the Dominion Parliament as one body. For legislative purposes, and other common objects, our western board has affiliated with the Retail Merchants' Association of Canada. We are prepared to act with the organization in Toronto along legislative lines and to that end we have affiliated, but we have not amalgamated. There is a great difference between the two terms as any one can see, and the Retail Merchants' Journal of Canada has no authority for its statement that we have amalgamated."

"One word more, Mr. Coulson. This account says that there was formed a western board of the 'parent association.' Do you consider the Retail Merchants' Association of Canada the preent of the western associations?"

"No, I don't. The eastern organization had absolutely nothing whatever to do with the formation of the western associations."

President J. F. Hunter, of Boissevain, was in Winnipeg on Friday of last week, and, in conversation with The Canadian Grocer, expressed his satisfaction with the progress the association is making. He is anxious to see the association given as much publicity as possible in The Canadian Grocer, as the only sure way to keep the trade interested is to keep them informed as to its work. The most effective way to do this is through the trade press.

During the Winter months association members in many sections made a determined effort to grapple with the credit problem, it being mutually agreed among the dealers that they would refuse all credit between November 1 and April 1. From reports received at this office during the Winter, it would seem that the

plan met with fair success. This paper will welcome communications from association members, telling of the measure of success that attended their efforts. Adress the Winnipeg office.

WSTERN BROKERS DINE.

On Saturday night, the 21st inst., a jolly party of Winnipeg wholesale grocery brokers assembled around the festive board in the grotto of "the Mariaggi," the occasion being the first annual banquet of the Western Wholesale Brokers' Association. This flourishing body was organized one year ago, its chief object being to bring business competitors into closer relationship, thus softening the asperities of business warfare. And the association has not only accomplished this object, but is opening up new fields of usefulness which were not thought of at the time of its organization. Certain it is that the gathering in the Mariaggi last week brought together men who are friends as well as competitors.

Those Present.

President E. Nicholson, of Nicholson & Bain, presided, and there were present twelve other brokers. But lest it be thought by the superstitious that the gathering of thirteen brokers had an inauspicious aspect, let it be added that the presence of a representative of The Canadian Grocer swelled the number to fourteen. Those present besides President Nicholson were: A. E. Scott, of Scott, Bathgate & Co.; G. B. Thompson, Geo. Adam, Stuart Watson, J. M. Scott, Jos. Carman, Jos. E. Huxley, John A. Cheyne, E. W. Ashley, R. B. Wiseman, Charles Duncan, G. J. Cameron, of W. L. Mackenzie & Co., and F. R. Munro, of The Canadian Grocer.

The Toast List.

A substantial menu occupied the close attention of the gathering for some time, and when it was disposed of President Nicholson rose amid applause to call the gathering to order. He had been out of town at the time of the annual meeting, and he wished first to thank his fellow members for the honor done him in electing him to the presidency. The association had prospered in its first year, and he believed its future was bright.

When the toast to "The King" had been honored in the usual loyal fashion the president proposed the health of

The Wholesale Grocery Trade.

and called on Geo. Adam and A. E. Scott to tell what they thought of their customers.

Mr. Adam in a brief speech expressed the opinion that, taking them all in all, the Winnipeg wholesale grocers are jolly good fellows.

Mr. Scott followed with a strong tribute to the many good qualities of Winnipeg's wholesale grocers. It was always a pleasure to do business with Winnipeg's wholesale grocers for the reason that they are men of their word, always reasonable, and prepared to give and take. They are men who carry out their contracts to the letter, men who are prepared to put the best construction possible on a broker's actions. He would be sorry if business should ever call him to another city.

Western Wholesale Brokers' Association

The next toast was that to the association, responded to by Jos. Carman, G. B. Thompson, Chas. Duncan, E. W. Ashley, Stuart Watson, and Jos. E. Huxley.

Mr. Carman expressed his pleasure at meeting his fellow brokers, and was only sorry that it had not been possible for every member to attend. He believed the association could be made a real benefit to its members if they would meet and discuss their problems. He thought the visits of outside brokers selling to the retail trade as well as the wholesale demanded some attention.

G. B. Thompson said that from the first he had had faith in the association. It was a good thing to make the acquaintance of one's business rivals. There had been a time when he was suspicious of them; now he knew them one and all to be good fellows.

Chas. Duncan spoke briefly to the toast, and was followed by E. W. Ashley, who, in a speech full of dry humor, demonstrated that his faith in the association was greater than he had ever acknowledged. Banquets were hard on the digestion, but he would endure even a banquet to meet his broker friends. He had never had any confidence in the association, of course, but perhaps he was getting over that lack of confidence. His view had been that the brokerage business was a cut-throat business anyway, and what could you do to better it? But business rivals need not be bad friends, and he hoped there would be many similar meetings.

Stuart Watson vowed that speech making wasn't in his line, and he gave way to Jos. Huxley. Mr. Huxley was sorry that the association usually meets on Saturday nights, because he found that an inconvenient night. He was like Tom. Johnson, of Cleveland, who, it is said, goes to church once in seven years. He remarked to his wife on the occasion of his last visit that if the church didn't get a better preacher he would stop going so regularly.

The Ladies.

G. K. Cameron, a happy benedict, and John A. Cheyne, an envious looking bachelor, were asked to defend the ladies. Mr. Cameron was of opinion that they needed no defence, and he didn't think a speech was necessary to prove their good qualities. Mr. Cheyne confessed that he had learned to envy the married man since he came west. His friends were rendered hopeful by the announcement that he had advanced one stage on the road to domestic happiness, but they were saddened when they learned that he had merely moved to new lodgings.

The Press.

The concluding toast on the programme was that to "The Press," by which in this case was meant the trade press. President Nicholson was ungallant enough to say that this toast ranked second only to "The Western Wholesale Brokers' Association," which caused Messrs. Cameron and Cheyne, the champions of "the ladies," to look to their weapons.

F. R. Munro, of The Canadian Grocer, responded briefly to this toast, thanking the association for their courtesy, and assuring them of the hearty sympathy of The Canadian Grocer with their aims and objects.

Toasts not on Programme.

The gathering did not disperse until the popular chairman, vice-president and secretary had been honored in enthusiastic fashion. Retiring President Jas. Tees was also toasted, and the secretary was instructed to convey to him the regret of the association that ill health prevented him from attending. A vote of thanks to Messrs. Cameron, Chevne and Watson, the banquet committee, was passed, and it was also voted that the association contribute $5 per member to the relief of the San Francisco sufferers.

"Auld Lang Syne" brought to a close a most successful and thoroughly enjoyable function.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, April 26, 1906.)

FLUCTUATIONS—
Sugars—Reduced 10c.
Prunes—Advanced ½c. per lb.
California Dried Fruits—Advancing.
Lard—Advanced ½c. per lb.

As was expected, sugar has declined 10c. per cwt., owing to the decline of the New York market and the opening of lake navigation, with the consequent reduced lake and rail rates from the east. The great disaster in California is having a marked effect on the foreign dried fruit market. Owing to the unfavorable outlook for the new crop prices were already on the advance, but it is now believed that large stocks held in San Francisco have been destroyed, and local prices are advancing in consequence. Prunes were immediately advanced ½c. per lb., and other advances in other lines are considered probable.

CANNED GOODS—Tomatoes continue very scarce on the local market, and it is difficult to obtain any fresh supplies.

Quotations in last issue remain unchanged.

SUGAR—The expected decline in all grades of sugar has brought quotations down to a basis of $4.85 per cent., f.o.b. Winnipeg, for Montreal granulated.

Montreal granulated, in bbls	4 85
" " in sacks	4 80
" yellow, in bbls	4 45
" " in sacks	4 40
Wallaceburg, in bbls	4 75
" in sacks	4 70
Berlin, granulated in bbls	4 75
" " sacks	4 70
Icing sugar in bbls	5 45
" " in boxes	5 65
" " in small quantities	6 05
Powdered sugar, in bbls	5 25
" " in boxes	5 45
" " in small quantities	5 70
Lump, hard, in bbls	5 55
" " in ½-bbls	5 65
" " in 100-lb cases	5 55
Raw sugar	4 40

SYRUPS AND MOLASSES—As noted last week, New Orleans molasses is now quoted at 40c. per gal. in ½ bbls.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80

Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 02½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—Prices are quoted as follows :

Whole green Rio, per lb	0 10½ 0 11
" roasted " per lb	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb. "	0 24

MATCHTS—Prices are quoted as follows since the recent advance :

	Per case.
"Telegraph,"	4 70
"Telephone"	4 60
"King Edward"	3 35
"Head Light"	4 15
"Rising Star"	5 50
"Eagle"	1 80
"Victoria"	3 00
"Silent," 200's	2 15
" 500's	4 65

FLY PADS, ETC.—Wilson's fly pads are quoted this year at the same price as last, viz., $3 per box or 3 boxes for $8.40. "Tanglefoot" is also unchanged, the quotations being 45c. per box or $4 per case of 10 boxes.

FOREIGN DRIED FRUITS—All California dried fruits are advancing sharply, and are a "good buy" at present prices. Quotations have been very firm for several weeks, and there have been a number of advances because of the unfavorable crop reports, which indicate a greatly reduced yield this year. It is now believed that large stocks held in San Francisco were totally destroyed in the terrible disaster last week, and that in many lines it will be practically impossible to secure new supplies until the new crop is on the market. Accordingly higher prices are inevitable. Prunes have already been advanced ½c. per lb., and further advances in other lines may be expected at any time.

Sultana raisins, bulk, per lb	0 6½
" " cleaned, "	0 08
" " 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 25
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 35 1 50
" " selected	1 60 1 75
" " layers	1 70 1 85
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ¼-lb. packages per package	0 09
" " fancy seeded in ¼-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 10½
" " fancy seeded, 1-lb. packages, per package	0 12
Prunes 100-120 per lb	0 07½
" 90-100 "	0 07
" 80-90 "	0 07½
" 70-80 "	0 08
" 60-70 "	0 08½
" 50-60 "	0 09
" 40-50 "	0 09½
" choice silver, per lb	0 11½
" silver, per lb	0 08
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filfatras, per lb	0 06
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 13½ 0 14
Apricots, standard in 25-lb. boxes, per lb	0 12½
Slab apricots in 25-lb. boxes, per lb	0 12½
Peaches, choice, per lb	0 13½
" standard "	0 13
Pears, choice (halves), per lb	0 16
" standard "	0 15
Plums, choice (dark pitted) per lb	0 11
Nectarines, choice	0 12½

NUTS—

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 10
Peanuts	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, in 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz	0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy combhoney, 2 doz. to the case, per doz	2 50
" " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60 lb. tins, per lb	0 10

SAUCES—

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz	1 90

BUCKWHEAT—Quoted as before at $1.70 per half sack.

OATMEAL AND CORNMEAL—

Rolled oats, 80-lb. sacks, per sack	2 05
40-lb. " "	1 05
20-lb. " "	0 54
8-lb. " "	0 25
Granulated oatmeal, per sack	2 55
Standard " "	2 55
Cornmeal, "	1 60

FISH—

Lake superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 12½
Red Snapper	0 15
B C. Salmon	0 09
Halibut	0 08½
White fish, per lb	0 07
Pickerel	0 05½
Jacknsh	0 03½
Finnan haddie	0 07½
"Hanfax" brand salt cod, fish cakes 24-1's	0 07½
"Acadia" " " " 2 -1's	0 18
"Bluenose" " " " 20-1's	0 07
"Acadia" " 2-lb. boxes	0 0
" " 4-lb. boxes	0 10
" " shredded, 24 cartoons, per bx	1 80
" " " bulk, in 15-lb. bxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb	4 00
" " " per 2-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12
Smoked halibut strips	0 11
Kippered gold eyes, per doz	0 45½
Yarmouth bloaters, 60 in box, per box	1 50
Lobsters, fresh boiled, per lb	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz in box, per doz	0 40
Oysters, selects, per gal	2 25
Standards, per gallon	2 00
Holland herrings, in kegs, per keg	0 70 0 72
Herring ½-barrels	4 00
Digbys, chicks per box	0 17
Herrings, ½-bbls	4 25 4 50

GREEN FRUITS—It is not expected that the disaster in California will interfere to any appreciable extent with the shipments of oranges and lemons from the coast. The bulk of the California orange and lemon crop is grown in Southern California, in the vicinity of Los Angeles. This district has been only slightly affected, and shipments will not be interrupted.

Quotations as last issue remain unchanged.

VEGETABLES—

Quotations as last issue remain unchanged.

TRADE CONDITIONS AT KENTVILLE.

Kentville, N.S., April 17, 1906.

Once more Easter has passed and the up-to-date grocer has found that trade can be made at this season equal to the Christmas festival. Good Friday dawned bright and clear after a week of rain, snow and chill. The grocery stores kept open until noon only. All other places of business did not open that day. Easter Saturday was a lovely day, and although the country roads were in very bad condition the town was thronged with people up to midnight and trade was extra good.

Each year sees more interest taken in this Spring festival, and the railways never carried more passengers at this time. So many visitors in town added to the demands on the grocers, and no doubt helped out the other lines.

Those stores that read The Grocer and profit by the advice given from week to week, did the largest trade. The ideas you set forth about the grocers making a display at Easter had their effect, and they found that seasonable novelties help out the staple lines. More attention was paid to window display, and we noticed that the firm of DeWolfe & Lamont devoted one of their large display windows to potted plants, and they had them all sold by noon. It is just such little things as this at the right time that tells and also adds to the profits. The grocer is too prone to let someone else benefit by such lines, and as a rule pays too little attention to novelties and to the confectionery end of the business.

I think your remarks are opening the eyes of many to the importance of the biscuit and confectionery department. The Kentville merchants report the best Easter trade they ever had and a good cash trade at that. Although the apples were of poor quality this season, they sold at high rates and brought a lot of money into the country. The potato crop realized good prices.

Prospects for the future are good and merchants seem to be in good shape. Wages in all lines are at high-water mark.

HINTS TO BUYERS

The firm of L. Chaput, Fils & Cie., of Montreal, have a good stock of Valencia raisins. These raisins, it is understood, were bought at the lowest price, and there being a good demand just now buyers will do well to get prices and samples before placing their orders.

A car of Egyptian onions in sacks arrived to White & Co., Toronto, Wednesday last.

Three carloads of white wine vinegar, "Owl" brand, are on the way to Montreal for L. Chaput, Fils & Cie. The firm state that prices and strength are guaranteed the best. A trial order will convince you.

White & Co., Limited, have their first car strawberries for the season arriving this Friday morning, followed by cars almost daily for the balance of the season.

G. C. KOOPMAN

Commission Merchant,
Agent and Broker

AMSTERDAM AND ROTTERDAM

Offers on demand

All Products of the Dutch Colonies (East Indian)

AS

COFFEE, TEA
SPICES of all kinds
GUMS for Varnish Manufacturers
COCOA, COCOA BUTTER
Cassia Vera, Chinchona-barks, Rattans, Drugs, etc.

Also COCOALINE (substitute for Cocoa Butter)
VEGETALINE (Vegetable Butter)

Agents wanted everywhere in Canada.

WE GIVE advances of 75% against documents on consignments of all Canadian Produce fit for this market. Ask for reports about every article you wish to sell.

Sawyer's

50 Years the People's Choice.

CRYSTAL

See that Top

Blue.

For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Boxes

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.

M. F. EAGAR & SON, *Mitred Agents*
HALIFAX, Nova Scotia

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

GONE TO ITALY.

Mr. Chevalier-Mariotti, of Montreal, has gone to Italy to join Mr. Hutchinson in connection with the Milan Exhibition. Mr. Mariotti, who is well known in Montreal, left on April 18. Mr. Catelli, as announced in The Canadian Grocer two weeks ago, is the honorary representative of the Canadian Government.

CONDENSED OR "WANT" ADVERTISEMENTS

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

GROCERY BROKER—Gentleman wishes either for partnership or to buy out established brokerage business of good standing. Apply, Box 113, CANADIAN GROCER, Toronto. [18]

BUSINESS CHANCES.

BEST opening in Ontario for one or two bright young men to go into general retail business; turn-over twenty-five thousand cash; stock seven; opposition light; good stand; established business; eight thousand to be done next three months; at once. Box 112, CANADIAN GROCER, Toronto.

GROCERY BUSINESS FOR SALE—That formerly carried on by J. D. Mears & Co at Niagara Falls, Ont.; stock and fixtures about $2,200, with annual sales of about $13,000 to $15,000; business is in first-class shape and stock in best of order; must be sold at once. Send offer to E. J. Leith, Drawer 199, Hamilton. [19]

COMMISSION LINES WANTED.

EDMONTON firm of commission brokers is open for a few good lines; highest references. Address, Scott Bros., Box 123, Edmonton.

FOR SALE.

FOR SALE—Spot cash grocery business, Yonge street, Toronto; no book accounts; best of reasons for selling; large living apartments; long lease. Box 114, CANADIAN GROCER, Toronto.

Expert Bookkeeping

Investigating and auditing of all classes of accounts undertaken. Trading, profit and loss and balance sheets prepared. Set of books opened and office system devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT
Chartered Accountant
78 Bannatyne Avenue, Winnipeg

AND HOW ABOUT YOUR

FLAVORING EXRACTS?

You may not sell many—but—see that those you do sell are the best procurable and your repeat orders will come easy.

GOLD STANDARD FLAVORING EXTRACTS

"guaranteed the best," represent perfection in extract manufacture: The best ingredients, the most improved methods, producing the finest results.

WRITE US FOR QUOTATIONS

The Codville-Georgeson Co.
Limited
Winnipeg, Man.

EASTERN MANUFACTURERS AND SHIPPERS

Keep in touch with the

WESTERN TRADE

We sell all lines handled by the

Wholesale Grocers

Write or wire us your offerings

Nicholson & Bain
Winnipeg and Calgary

Wholesale Brokers and Commission Merchants.
Established 1882
First-class storage for all kinds of goods

Easter

Your Easter trade requires

THE REAL THING

In mild cured

HAMS

AND

BREAKFAST BACON

We cure it to perfection. Please order now to ensure prompt shipment.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

Cheese

New Cheese are now on the market and are of good quality.
We can supply you at lowest market prices and ship promptly.
Only a few September Cheese left.

F. W. FEARMAN CO.,
HAMILTON LIMITED

The merchant who knows his business talks

QUALITY

to his customers.

Cheap canned meats means goods made from cheap meat.

Do you ask your butcher for cheap meat when you want a good dinner?

When your customer has once tried our goods he will stick to our brand and to your store.

GROCERS

Ask your jobbers for our brand and compare with others.

All our goods are made in Canada from first-class Western Stock.

Corned Beef, Roast Beef, Chicken, Turkey, Potted Meats, Lunch Tongue, &c.

NICHOLSON & BAIN, Winnipeg and Calgary
Western Agents for
THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA

"Corona" Meats

PRONOUNCED UNEXCELLED

CHOICE BUTTER, CHEESE, EGGS,

Send for trial order and mention THE GROCER. No Retail Stores.

The Montreal Packing Co.,
MONTREAL, P.Q. Limited
MONTREAL STOCK YARDS.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

Montreal, April 26, 1906.

There is practically little change to report this week over the conditions prevailing in the cheese and butter trade last week. The cheese market, which had maintained a firm tone even in the face of the new fodder makes, has shown a tendency to sag. The increase in the make of fodder goods has increased very materially. Farmers are well supplied with excellent hay and until the new grass made is available the quality and quantity is likely to be good and plentiful. Old Canadian cheese is weaker, due to the increased supply of English cheese through the shipments of fodder stock that had gone abroad, and the increasing supplies of fodder goods in this market. Dealers anticipate lower prices in consequence on held stocks.

The trade look forward to an interesting season and in some quarters it is hinted that there will be "wigs on the green" when the newly formed Anglo-Canadian combination bucks up against the old-time home firms of exporters.

The past season on the whole has not been so satisfactory a one as to profits by dealers as to make anything but straight competition between dealers themselves a wise or desirable policy to pursue; of course, unwise actions will only leave profits for the banks and the farmers—the latter will be sure of a good price while the security of the former is always a safe one. It is to be hoped that shippers will fare better this year than last.

The feeling as to butter is of an azure hue, and from reports from the United Kingdom, English importers are also looking for lower prices during the next few months. The local trade, however, base their hopes of permanency or advance on the local demand continuing equal to the supply. This hope is unfortunately built upon slight framework as the supply is constantly increasing. When the receipts from the creameries exceed the local requirements, which can only be a short time away, the shipments will go forward freely, and a weakening follow. Reports from the the Eastern Townships are that the cows have wintered well and are in splendid condition, as also have the western cows, and butter should continue plentiful. In the meantime farmers' hay stocks are good and sufficient to guarantee good make and supplies until the grass make is available. The export basis this week is given as 18c. to 18½c. here. At country points fine quality was sold early part of present week at 19c. f.o.b. Buyers are none too keen to venture in to any extent at these values and are looking for lower prices. The weak position of the English market at present, and the good supplies of Siberian reported available there, leaves little hope at present of anything but lower prices.

THE PROVISION SITUATION.

The present condition of the provision industries increases in difficulties as the season advances. A fear was expressed in our last review that the last rush of hogs was in view of farmers concentrating their attention to seeding, and that a short supply was again in sight. This fear has been realized; from all points latest reports denote considerable shrinkage in arrivals at the factory. Competition has in consequence opened up sharp and keen amongst buyers, resulting in prices soaring away up.

On the top of this it has become clearly evident that the English market is disposed to "set the upper lip" against the continual advancing prices on account of short supplies, and the standing fear is that some other field of supply may secure the place which Canada now has on the British market.

We hear of one factory which has already partly closed down for want of hogs, and two other large factories are preparing for short time working, unless greater supplies of hogs arrive during the current week.

The situation in the States appears to be but a repetition of our own, with the difference that the shortage is not of so serious a nature to them; it would simply mean a curtailing of the home demand in favor of export or vice versa.

The National Provisioner has the following summary in its latest review, which is a fair idea of the situation in the United States:

"The average price of hogs for the week is a little more than one dollar per hundred pounds higher than at the corresponding time in the previous year, and the shippers still stand in in competition with the packers for the daily arrivals of the hogs at the packing points, on account of which it is seldom that more than small concessions are had in the prices of hogs.

"The hog receipts at the packing points have been, latterly, less than they were at the corresponding time last year, while the demands for the products are greater than then.

"On the whole, we look to see meat packing taken up close enough to prevent more than moderate holdings of supplies at the packing points this side of June at least, and perhaps July, but as to the later month the probability that way depending more upon the results from the coal labor troubles, with any possibility of its disturbing labor more particularly in the manufacturing interests.

"The general exports of hog products keep abreast of those made at this time last year, and the home consumption is larger than then. For that matter the consumption upon the continental and United Kingdom markets is larger of the American products than it was in the previous year at this time, but it is met in part from accumulated stocks abroad on the steady before larger buying through a number of weeks, than ever before.

"That the supplies are taken up as freely as they are at present by the European markets, either from consignments or upon direct demands, implies the urgency of the needs upon them."

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—The market is in very good condition. Business has been fairly active for the time of year. The opening of navigation has given business a spurt and once ocean vessels begin to arrive still better results are expected. Hams are in good demand at prices quoted and bacon is meeting with very good sale. Lard, while it might be doing better, is in rather good demand.

Lard, pure tierces	0 11½
" 56-lb. tubs	0 12
" 20-lb. pails, wood (10½)	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12½
" " 5-lb. "	0 12⅝
" " 3-lb. "	0 12⅝
Lard, Boar's Head brand, tierces, per lb.	0 09
" " ½-bbl., per lb.	0 08½
" " tubs	0 08½
Cases, 20 3-lb. tins, per lb.	0 09
" 12 5-lb. tins "	0 08⅞
" 6 10-lb. tins "	0 08⅝
20-lb. wood pails, each	1 70
20-lb. tin pails, each	1 60
Wood net, tin gross weight—	
Canadian short cut mess pork	$22 00 $22 50
American short cut clear	21 00 22 50
American fat back	22 50
Breakfast bacon, per lb.	0 17
Hams	0 13½ 0 15
Extra plate beef, per bbl.	12 00 13 00

BUTTER—The market is easier this week, and lower, on account of the increased production. Still lower prices are expected as the make exceeds the home consumption. Prices will have to decline considerably to get down to an export basis, and as this is the only outlet for extra production, lower prices are bound to come sooner or later. The English market is in better condition this week than it has been for some time past.

Choice new milk creamery	0 20 0 20½
Western dairy	0 18
Manitoba dairy	0 15½ 0 16
Fresh rolls	0 18 0 18½

CHEESE—The market is quiet and prices are lower. All the cheese arriving are being rushed over to England, as prices are declining week by week. The make is mostly from Ontario so far, but now Quebec is commencing to make a few. Prices will have to decline as English importers do not show much eagerness in buying fodders at current figures.

The English market has declined about ¼c. during the week on old cheese.

Finest new colored, Ont.	0 12
Finest new white, Ont.	0 11¾

EGGS—Stocks are coming in from the country in good quantities. Pickling

will soon begin, and as the demand on the part of grocers is not as large as it has been, the eggs are beginning to accumulate. Prices range from 15c. to 15½c., but are expected to decline still further shortly.

TORONTO.

PROVISIONS—Every week for some time now has seen an advance in one or more lines, and the movement continues. This week it is small hams, shoulder hams, heavy mess and lard. Of course but one reason is given, short hog supply and consequent limited operations of packing houses.

Long clear bacon, per lb	0 12
Smoked breakfast bacon, per lb	0 14½
Roll bacon, per lb	0 12
Small hams, per lb	0 14½
Medium hams, per lb	0 14
Large hams, per lb	0 13½
Shoulder hams, per lb	0 11½
Backs, per lb	0 16
Heavy mess pork, per bbl	20 00 21 00
Short cut, per bbl	23 00
Lard, tierces, per lb	0 11½
" tubs "	0 11¾
" pails "	0 12
" compounds, per lb	0 09
Plate beef, per 200-lb. bbl	12 00 12 50
Beef, hind quarters	8 00 9 25
" front quarters	5 25 6 50
" choice carcases	7 00 8 00
" common	5 50 6 50
Mutton	0 08 0 10
Yearling lamb	0 12 0 13½
Veal	0 10
Hogs, street lots	9 80 9 85

BUTTER—The market has turned markedly easier under pressure of increased supplies. Quotations, though, are still a cent above the same time last year. There are practically no creamery solids offering.

	Per lb.
Creamery prints	0 23 0 24
" solids, fresh	0 21 0 22
Dairy prints, choice	0 18 0 20
" ordinary	0 16 0 17
" large rolls, good	0 17 0 18
" large rolls, ordinary	0 16

CHEESE—Old cheese is still firm at former quotations, but the new is in the same boat with butter and increasing supply has made an easier market.

	Per lb.
Cheese, large	0 14
" twins	0 14½
New cheese, large	0 12½
" twins	0 13

EGGS—The market has a little more than held its ground, contrary to expectations. Bad rural roads may have impeded the supply, but the commission men are anxious to commence pickling and storing, and that may have been a factor in sustaining prices. Lower levels are looked for next week, however.

WINNIPEG.

BUTTER—Prices of creamery butter are unchanged, but the market is weakening owing to increasing supplies. Prices to the retail trade are as follows :

Finest fresh creamery, in 56-lb. boxes	0 23
" " in 28-lb. boxes	0 23
" " in 14-lb. boxes	0 23
" " in 1-lb. bricks (eastern)	0 27
" " " (western)	0 23 0 25

Local produce houses are paying 14c. to 15c. per lb. for No. 1 dairy butter delivered in Winnipeg, and 10c. to 12c. for No. 2.

CHEESE—Prices are advancing and quotations are now as follows :

Finest Ontario, large	0 15½
" Manitoba, large	0 14½
" " twins	0 15½
" " small	0 15½

LARD—There has been a further advance of ½c. per lb. and the tierce basis is now 11½c. per lb. Quotations are :

Tierce basis, per lb	0 11½
Small packages take the following advance :	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19
Backs, " " "	0 16
Hams, light, 10 to 12 average	0 15
" medium, 14 to 16 average	0 14½
" heavy, 20 to 30, for slicing	0 14½
" heavy skinned 20 to 30 for slicing	0 14½
Picnic hams, light, choice, 6 to 8	0 11½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 15½
" " clear bellies 12 to 14	0 15
Clear backs, b bacon light	6 14½
" b bacon 12 to 14	0 14½
Spiced rolls, long if in stock	0 15
" short	0 13
Dried beef ham sets	0 11½
Smoked hams boned and rolled, 2c. per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear	0 12½
" " smoked	0 13½
" " boneless backs	0 12½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
" " per ½ bbl	11 50
Standard mess pork, per bbl	22 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb	0 03½
" hocks, " "	0 04

EGGS—Local produce houses are paying 13c. per dozen at country points for fresh eggs.

ST. JOHN, N.B.

PROVISIONS—In barrel pork high prices still rule ; sales are small. Beef is firm ; there is but little business. Smoked meats continue high. In pure lard, Ontario stock more freely offered. Prices rather below American, which continues to advance. Refined compound, while again higher, is relatively low ; sales large. Business in fresh beef is dull this week, market quite firm. Veal is rather lower. Lamb is still very scarce and high, season too early for active business. Mutton is scarce. Pork hardly as firm.

Mess pork, per bbl	$20 00 $22 00
Clear pork, "	21 00 22 00
Plate beef, "	13 50 15 00
Domestic beef, per lb	0 05 0 07½
Western beef, "	0 08½ 0 10
Mutton, "	0 08 0 10
Veal, "	0 08 0 10
Lamb, "	3 00 5 00
Pork, "	0 08½ 0 11
Hams, "	0 13 0 14
Rolls, "	0 10 0 13
Lard, pure, tubs, "	0 12½ 0 13
" pails, "	0 13 0 13½
Refined lard, tubs	0 09 0 09½
" " pails	0 09½ 0 09½

BUTTER—Some new now being received. Where quality is right full prices are obtained.

Creamery butter	0 24 0 25
Best dairy butter	0 20 0 23
Good dairy tubs	0 18 0 20
Fair "	0 16 0 18

EGGS—Rather easier prices rule. There is just a fair sale.

Eggs, strictly fresh	0 25 0 31
Eggs, fresh	0 20 0 24
" case stock	0 18 0 20

CHEESE—Prices are still very high. Market bare of old stock and few new offered.

Cheese, per lb	0 14½ 0 15½

Little Amzi (who has an inquiring mind)—"Do you s'pose, Uncle Bill, that a hen knows the difference between a real egg and a wooden one ?"

Uncle Bill Bilderback—"Sartin she does, Amzi. Ye never heard of a hen layin' a wooden one, did ye ?"

BUSINESS NOTES.

J. A. E. Beaupre, general merchant, Gleichen, Alta., loss by fire.

The Canadian Bank of Commerce has opened branches at Canora, Sask., Vonda, Sask.

W. B. Strachan, Huntsville, Ont., is selling out his business and going to Cobalt, to start store there.

W. H. Harrison, Brockville, is putting a new plate glass front in his store, which will very greatly improve it.

G. Reeves, furniture dealer, of Orillia, Ont., has purchased the Preston & Reed bankrupt grocery stock at Midland.

E. G. Andrews, general merchant, Maple, Ont., has sold out and has gone to the Northwest. Edmonton is his objective point.

R. Smith, Seaforth, Ont., has purchased the business of his former employer, A. Young, recently deceased, and will continue it.

Geo. McNab, who sold out his grocery business in Barrie, Ont., a year ago, has gone back to his old stand with a fine stock.

James S. Martin, Cameron, Ont., has sold his general store business to Langford & Co., a new firm from Toronto. Mr. Martin is off for the Cobalt.

R. S. Thomson, Maple, Ont., has sold out to H. C. Bailey, of the same place. Both are general merchants. Mr. Thomson is drawn by Cobalt's silver lodestone.

D. R. Dewolf, of Harrington, has opened a grocery business in Westport. He is an old resident and well known there, but removed to Harrington four years ago.

The firm of A. A. Osborne & Co., Limited, Midland, Ont., has been dissolved, and the business has been taken over by Osborne & Ferrier, two members of the company.

"Just you say that Wm. Hay, of Kincardine, Ont., the noted tea man," said a traveler to the Canadian Grocer this week, "still defies competition in his own special line."

J. W. Irwin, Clinton, Ont., tells the travelers that trade is good. Mr. Irwin has two sons in the west, one a dentist, the other a grocer, and both send home rosy reports.

Red Rose tea demonstrators operated in Stanley Mills & Co.'s fine store, in Hamilton last week, and stirred up so much business that manager Campbell told them to keep at it another week.

Firman Cross, Lansdowne, Ont., general merchant, has sold out to H. S. Merrill who until three years ago was in the hardware business in Lansdowne, when he disposed of his interests to E. E. Johnston.

W. Howell, grocer, at Beach avenue and Queen street east, Toronto, has enlarged and refitted his store to meet the requirements of his rapidly increasing business. He has put in some silent salesmen and other modern fixtures.

B. B. Gunn, M.P., is now at Ottawa, ably representing the south riding of Huron in the Commons. Business goes on satisfactorily, for he has a fine staff of clerks who look after things very closely and they report business good.

W. J. Snell, grocer, East Toronto, will build him a branch store to accommodate his city trade at the Beach. It will be on Queen street, near Lee avenue. The undertaking is another evidence of the rapid growth of that section of Toronto.

Walsh Bros., Stratford, Ont., retail grocers and jobbers, have enlarged their grocery premises, put in a new front, and refitted in anticipation of an increasing Spring trade. Ed. Walsh, of the firm, told a traveler indications were good for big business.

Isaac Hord, of Isaac Hord & Co., general merchants, Mitchell, Ont., is contemplating a pleasure trip for the coming Summer, as usual, the travelers say, and is encouraged thereto by a good trade during the past few months and prospects of a better during the months to come.

P. Whitelock, grocer, 1926 Queen street east, Toronto, has removed to the new store he built at Kippandavie avenue and Queen street. Mr. Whitelock is a pioneer trader in the Beach section of the city and his new store does credit to himself and this popular residential section.

It's not a question of Taste, only—

But quality, skill, and absolute cleanliness that makes

Clark's Meats

The best to buy or sell.

Values That Convince

You don't have to sell

Nicholson's Mince Meat

very long before you see where the value comes in—steady trade, handsome profits. When will you start selling "real value" Mince Meat?

Have we an order of yours for

N. & B. JELLY POWDER — N. & B. ICING POWDER
N. & B. PUDDINE — N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK

9 Jarvis St., TORONTO, ONT.

FINEST FAMILY POLISH ON THE MARKET

Black Jack

AT YOUR JOBBERS'

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

AGENTS WANTED

We want the Calfskins, Hides, Sheep Pelts, Tallow Bones, etc., collected in your vicinity.

Can't you arrange to purchase these goods for us this spring? We will furnish the cash with which to buy; we will also furnish tags, advice sheets, taking off directions, cloth posters to enable you to advertise the business, etc., etc.

We pay highest cash prices and keep our customers thoroughly posted on the condition of the market and pay the freight.

To any one writing us and mentioning this paper, we will mail full particulars.—Address,

CARROLL S. PAGE, Hyde Park, Vt.

SAUSAGE

Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

WILSON'S FLY PADS

Sales increased 45% last year

From all

Wholesale Grocers

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

FLOUR AND CEREAL FOODS

The general condition has shown little change; domestic demand continues steady for requirements. The Chicago wheat market has made some remarkable fluctuations during the week under review, but at the finish markets closed fairly strong.

In sympathy with the continued strength of wheat and the steady advance in prices during the week, a much better feeling has developed in the flour market and the undertone to the market is firmer. The export demand for both Spring and Winter wheat grades has improved considerably. The latter have been worked at an advance of threepence per sack for May shipment.

* * *

There has been a fair amount of business done on local and country account and now that navigation has opened, the prospects are encouraging for the future. Cables from London on Saturday reported the market for Canadian flour stronger, and noted an advance in prices of threepence per sack.

* * *

The past week has seen an improved demand for flour from the Maritime Provinces, some of the mills, finding orders coming in faster than they can secure Winter wheat to cover, have advanced their prices 10c. per bbl, making 85 per cent. Winter blends $4.40 St. John, N.B., freights.

* * *

There is also a better export demand and flour brokers report 22s. freely bid, but they find it impossible to buy Winter wheat flours to fill the orders, although they are willing to pay $3.10 per bbl., in their sacks, for 90 per cent. Winter wheat patents, and possibly a little more.

* * *

There is no No. 1 northern wheat left in store at elevator ports east of the lakes on the Grand Trunk Railway, and only a few cars of No. 2 northern unsold. On the Canadian Pacific Railway at Owen Sound there are about three or four thousand bushels of No. 1 northern, but no No. 2 northern unsold.

A good deal of Manitoba wheat was sold for export during the early part of the week, but at the close exporters claimed the price was about a cent a bushel out of line.

* * *

Millers are particularly gratified at the number of cable orders they are receiving. These are not confined to any one market but are coming from Great Britain, Europe, South Africa, the West Indies, and from Japan. The opening of navigation seems to be the factor which has started export business moving.

W. W. Hutchison, of the Lake of the Woods Milling Company, is holidaying in New York at present.

NEW WHEAT COMPANY.

The Western Cereal Co. is a new concern which has just been organized at Winnipeg for the purpose of putting a new wheat product upon the market. The company is to be managed by Mr. S. Groff, who is already well known to the trade of the west as a wholesale merchant. It will have premises in the new Leadley block on Ross avenue.

The wheat product which the company is to sell will be known as meat of wheat. This is simply the gluten and phosphates separated from the rest of the grain and left in a granular form. It is as the cream to the milk, the richest and best part of it.

It will be put up in packages under attractive labels and sold through the regular channels of trade. Meat of wheat is not exactly a new idea, as similar goods have been coming into Canada from the United States for some time, and have now quite a large sale. It is, however, a new Canadian product, and being made from No. 1 hard wheat may safely be said to greatly excel in quality many of the other lines in this market. It can be produced, too, at such a relatively low cost, so it is stated, as to sell at fully one-third less than any rival line.

PRIZES FOR WHEAT.

As due recognition of wheat-growing as the leading industry of Western Canada, the Winnipeg Industrial Fair board will hang up prizes for that cereal this year aggregating $500.

The first prize will be $200, which is believed to be the largest award for exhibit of grain made at any fair on the continent. This will be for red fife only.

Prizes will range down to $35 for fifth place. Provision will also be made for Alberta red Winter wheat, but all white varieties are excluded from honor.

IN LIQUIDATION.

Dawson & Co., St. Lawrence street, Montreal, have made an assignment at the request of Walter Marshall & Son. Dawson & Co. had been carrying on a flour and feed business. The assets consist of the stock in trade and rolling stock. An effort is being made to have the matter arranged outside of court.

MONTREAL MARKETS.

FLOUR—The market is at present very firm. Business has been brisk, and a good export demand is reported. Although wheat is higher, no change has taken place in the price of flour.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 50
Glenora		4 10
Manitoba spring wheat patents		4 50
" strong bakers	3 90	4 10
Buckwheat flour	2 00	2 10
Five Roses		4 50

GRAIN—Oats have advanced a cent a bushel. The demand for all oats is very strong, but there is little offering. No. 4 barley is now quoted at 50c. Corn is strong at unchanged prices.

No. 4 barley	0 50
Rejected feed barley	0 48½
No. 2 white oats	0 41
No. 3 white oats	0 40
No. 4 white oats	0 39
No. 3 yellow corn	0 58
No. 2 peas, basis 78 per cent. points	0 75

ROLLED OATS — Rolled oats have been advanced by many millers throughout the country. The rise averages fifteen cents. Ninety pound bags are now selling at $1.95 to $2.15. The market is firm.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	1 95	2 15
" 80-lb. bags	1 85	2 15
" bbls	4 55	4 70

FEED—The market presents very little that is new. Bran and shorts are as scarce as ever, and the demand for them shows no sign of becoming less active. Manitoba shorts are now quoted from $20 to $21, but otherwise there are no changes in the prices.

Ontario bran	20 00	20 50
Ontario shorts	20 00	21 00
Manitoba shorts	20 00	21 00
" bran	19 00	19 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed Flour	1 15	1 25

HAY—The hay market is at present much stronger than it has been for some time past. Prices have advanced considerably for No. 1 and No. 2. It is stated in authoritative quarters that this advance has been caused by a rumor to the effect that stocks are not large. American buyers have been in Canada for some little time now, and this is said to have something to do with it also.

In the U.K. stocks are only large enough to meet the demand. Quotations, according to latest cables, are unchanged.

No. 1	9 00	9 50
" 2	8 00	8 50
Clover mixed	6 00	6 50
Clover, pure	5 00	5 50

TORONTO MARKETS.

FLOUR—Local trade has made little change since our last report. The usual steady demand for immediate use, but no disposition to lay in stocks. Export trade has been somewhat slower.

On track, Toronto.		
Manitoba patents, No. 1, per bbl. in bags	4 40	
" " No. 2, " "	4 00	
Strong bakers " "	3 90	
Ontario patents, No. 1, " "	3 65	
" " No. 2, " "	3 40	
Straight roller " "	3 30	

GRAIN—The market has shown some remarkable fluctuations since our last review, but has at the present moment settled down to a more even basis. Most prices are revised. The export of grain has considerably fallen off, owing to Liverpool prices falling below what is considered the reasonable figures of this side.

(F.o.b. elevator; 5c. more N. Bay.)		
Manitoba wheat, hard, No. 1, nominal		0 86
" " Northern No. 1		0 84
" " " No. 2	0 81	0 82½
" " " No. 3, nominal		0 81½
Red, " per bushel. 78 per cent. points		0 79
White, " " " "		0 78
Mixed, " " " "		0 76½
Spring, " " " "		0 73½
Goose, " " " "		0 73½
Barley, No. 1, " " "		
" No 2, " " "	0 48½	0 49
" No. 3x, " " "	0 46	0 47
" No. 3, " " "		0 46
Oats, white, " " "		0 37
" mixed, " " "		0 36
Peas, " " "		0 77
Buckwheat "	0 48	0 48½
Rye, per bushel, "	0 69	0 70

"MADE IN CANADA"

The Best Cereal Food to Eat, and the Best Cereal Food to Sell is

Shredded Whole Wheat

It is made in two forms, Shredded Wheat **BISCUIT** and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "breakfast food." It is used as toast in place of ordinary bread toast, and for all purposes for which the common white cracker of commerce is used.

Shredded Wheat **BISCUIT** is the standard wheat food of the world, delicious for breakfast, or for every meal for every day in the year. It contains all the nutriment in the whole wheat in digestible form. A good seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

"From Golden Grain to Package Form

NO HUMAN HAND

touches

Canada Flakes"

No food could be purer or more wholesome than Canada Flakes, or greater care taken in its manufacture.

Do not recommend Canada Flakes because you make more profit on it than on others, but because you believe it to be purer and the best value to your customers.

Peterborough Cereal Co. Limited
ROELOFSON & ROELOFSON, Ontario Sales Agents
152 Bay Street, TORONTO

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

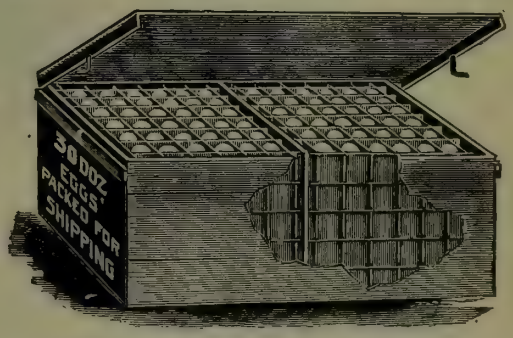
A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

EGG CASE FILLERS



HAND AND MACHINE MADE FOR
25, 30, 36 and 49 doz. egg cases with standard size egg spaces (1¾-in. sqr. x 2¼-in. deep)

Also

SPECIAL SIZE FILLERS
(Machine Made)

30 doz. Fillers egg spaces 1⅝-in. sqr. x 2-in. deep
" " " 1¾-in. " x 2⅜-in. deep
" " " 1¾-in. " x 2 7-16-in. deep

(Hand Made)

30 doz. Fillers egg spaces 1 13-16-in. sqr. x 2½-in. deep

The Miller Bros. Co., Limited
30-38 DOWD STREET
MONTREAL

Board Mill and Filler Factory at GLEN MILLER, ONT.

INQUIRIES FOR CANADIAN TRADE

The following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries, with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

366. Apples.—A fruit and produce broker on the East Coast of Scotland, with a large and increasing outlet for Canadian produce, desires to make arrangements with Canadian shippers for handling consignments of apples and other produce during the coming season.

367. Grain superintendents and samplers.—A London firm of grain superintendents and samplers who protect the interests of shippers in the weighing and sampling, have asked to be placed in touch with Canadian exporters. They are also in a position to give good selling agents in Great Britain.

368. Dried apples.—An Amsterdam firm offering good references is seeking the agency for Holland of a reliable packer and exporter of Canadian dried apples.

371. Pickled sheep skins.—A London firm handling pickled sheep skins desires the addresses of Canadian importers.

373. Chickens.—An East Coast produce merchant desires to get in touch with Canadian exporters of chickens.

391. Barley.—An importer of barley, on the East Coast, invites correspondence with Canadian shippers with prices and samples.

392. Butter in casks, etc.—An East Coast produce firm invite correspondence and quotations from Canadian shippers of butter in casks or boxes, glycerined eggs and cheese.

393. Canned fish, fruit, etc.—An East Coast firm of produce merchants invite correspondence with Canadian shippers of canned fish, fruit, meat and condensed milk; also cereal wheat.

394. Canadian bacon, etc.——An East Coast firm invite correspondence from shippers of finest Canadian bacon, hams and cheese, with quotations.

395. Butter, cheese, etc.—An East Coast firm of produce merchants desire correspondence and quotations from Canadian shippers of butter, cheese and glycerined eggs.

396. Canadian hay.—An East Coast importer of hay, ready to buy 500 tons per week of Canadian hay, invites correspondence with shippers; quotations either direct to Hull, Manchester or Liverpool.

397. Egg cases and fillers.—A South African firm of produce merchants desire quotations from a Canadian manufacturer of egg cases and fillers.

399. Tomatoes.— An East Coast wholesale fruit firm invite correspondence with Canadian shippers of tomatoes in bulk or canned.

402. Canned meats and fruits, pea-fed bacon, hams, etc.—A Sheffield firm of produce importers desire to get in touch with Canadian packers of all kinds of canned meats and fruits, especially tomatoes; also pea-fed bacon, hams, etc.

403. Wheat.—A Sheffield milling firm invite correspondence with shippers of Canadian wheat in large and regular shipments.

404. Eggs, butter, cheese, canned goods, hog products, cereal foods and dried peas.— A large Sheffield produce firm, making a specialty of Canadian eggs, invite correspondence with Canadian shippers direct, of glycerined eggs, butter, cheese, canned goods, hog products, cereal foods and dried peas; requirements, 200 cheese per week, and from 200 to 300 sides of bacon per week.

405. Hog products— A Sheffield firm of produce merchants, doing both wholesale and retail trade, desire to get in touch with Canadian packers of hog products in large quantities.

Major John Sloan,
President of the Toronto Irish Protestant Benevolent Society.

408. Tomatoes.—An English firm invite correspondence with growers of Canadian tomatoes, put up in attractive form for shipment to Great Britain; large demand for these goods.

411. Wheat.—A large association of millers in Yorkshire requiring from 65,000 to 80,000 bushels of wheat per week, invite correspondence with Canadian shippers prepared to send prompt and regular shipments.

412. Wheat.—A Sheffield miller desires correspondence with Canadian shippers of wheat; large quantities.

413. Wheat, oats and barley.—A Sheffield milling firm desire to get in direct communication with shippers of Canadian wheat, oats and barley, in large shipments to either Hull, Manchester or Liverpool.

415. Hay and oats—A Yorkshire firm of hay and corn merchants are open for negotiations with Canadian exporters of hay and oats in large quantities and regular shipments.

419. Olive oil.—A firm in Nice, exporting olive oil, desire to be put in touch with Canadian wholesale grocers.

WAS FORTY YEARS IN BUSINESS.

W. M. Wightman, for many years a general merchant in Prince Albert, Ontario County, Ont., died in St. Michael's Hospital, Toronto, on Saturday, the 21st. After 40 years in trade Mr. Wightman was widely known and his death at the age of 68 will be regretted by a great many business associates as well as a large circle of personal friends.

In the early days he had charge of a branch store established at Prince Albert by J. & W. Cowan, then in the dry goods business in Toronto, now respectively president of the Standard and Western banks. Mr. Wightman eventually succeeded to the business. Mr. Wightman gave up business in 1897, and since then lived retired. Although he had been ailing for some time, death came rather suddenly at . He was unmarried and leaves two brothers and two sisters.

HONORED OF IRISHMEN.

John Sloan, of John Sloan & Co., wholesale grocers, was last week honored with the presidency of the Toronto Irish Protestant Benevolent Society. The society includes nearly all the prominent Irish Protestants in the city, and to be elected president is regarded as no small distinction.

The society's annual meeting was held on Friday, and it was that prevented Mr. Sloan attending the annual meeting of the Dominion Guild in Montreal last week. The firm was represented by his son, Mr. Frank Sloan.

"CLOVER LEAF" AND "ARROW" SALMON.

Mr. Corby, of the Corby Commission Co., the company to whom reference was made in a recent issue of the Canadian Grocer as successors to the Pacific Selling Co., has been visiting the principal cities of Canada arranging with the company's representatives for the coming season's trade. The favorable selling conditions this company are adopting have been already pointed out and comprise the following :

"Guaranteed full 100 per cent. delivery, stability of prices of season's pack, redemption of swells at all times and without restriction as to quantity, protection of limited selling prices, guarantee of quality, oil and flavor." J. Alex. Gordon & Co. are selling agents for Montreal city, and Kyle & Hooper, Toronto, are Ontario agents.

MR. GROCER,—

Adams Tutti Frutti Gum

SWELLS YOUR BANK ACCOUNT
BECAUSE YOU MAKE 80% PROFIT.

Adams Tutti Frutti Gum

PLEASES YOUR CUSTOMER
BECAUSE IT IS THE BEST.

GIVE IT A PROMINENT PLACE ON YOUR COUNTER.

AMERICAN CHICLE CO.,
Logan Ave., - Toronto.

SEED CORN

Try us for choice seed corn naming varieties required—germination guaranteed—samples and prices on application.

FRED B. STEVENS & CO., Chatham, Ont.

The McLEOD MILLING CO., Limited
Stratford, - ntario.

olicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

The GRAY, YOUNG & SPARLING CO., Limited
Salt
Manufacturers
Granted the highest awards in competition with other makes.
WINGHAM
Established 1871

ROLLED OATS

Fresh made. You want your Rolled Oats Fresh. We have them no other way. We carry no old stock. Write us for prices.

Woodstock Cereal Co., Ltd.,
WOODSTOCK, ONTARIO.

QUANCE BROS.
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. *DELHI, ONT.*

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

YOUR ADVERTISEMENT IN SPECIAL GROCER
SHOULD BE SENT TO US AT ONCE

Our Pineapples

are ripened by an expert and are ready for sale. We pay particular attention that all are in proper shape before leaving our warehouse, so you make no mistake in placing your Pine order with us.

Oranges
Bananas
Lemons

Strawberries and all Southern Truck now arriving in quantities.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

Trade has continued good at all leading points, in fact from all accounts to hand it would appear as though the slight abatement of trade which is usually manifest after Easter has been conspicuously absent this year. Reports from the fruit districts of Ontario all denote excellent prospects for the coming season. At Niagara this is particularly so, and reports state unanimously that there will probably be a bumper crop of fruit in that district this year. Everything has wintered exceedingly well, and there is every prospect for a large crop of peaches, cherries, plums and pears. There are not an over-abundant number of apple trees left in the Niagara district, owing to the ravages of the San Jose scale, but what trees are standing show excellent indications. The crop of apples this year will be much better than last, which was an off year for apples. Very few peach trees died this past Winter owing to the mild weather, and this was the case with other fruit trees.

* * *

Whilst generally speaking the demand for oranges is slowing down, still prices on this side are well maintained. At New York recently a slight drop was in evidence, but later sales recovered the loss and left the market firm and strong. Conditions in the orange market of Southern California are somewhat changed. As was expected, the heavy shipments being rushed to the eastern markets just after the late heavy rains have caused prices to fall, and they will continue to fall gradually until the market gets under better control. There is a noticeable decay in oranges being shipped since the heavy rains of March, which will run from 5 to 20 per cent. While the fruit has kept up very well, indeed, the necessity for heavy icing is evidenced forcibly where proper icing has been overlooked. It is estimated that there are at this time about 2,000 cars of navel oranges left and growers are advised to hold them just as long as possible before shipping them, then ice properly, if they wish their fruit to reach the eastern markets in good shape. Good fruit means better prices.

* * *

The lemon market looks very unsatisfactory at this writing, prices being weak and demand poor, but the growers are living in anticipation that there may be a repetition of last year's phenomenal record, and that good times will prevail as the season advances. The report that the Sicily lemon crop is short has added to the hopes of the California growers, and then, too, the news from foreign markets that the California lemons are growing in popularity over the foreign grown product causes their buoyant feeling to remain with them.

LARGE SHIPMENT EXPECTED.

The S.S. Bellona is expected to arrive in Montreal any day now. She is reported as being laden with 40,000 cases from Messina, chiefly lemons, and 10,000 cases from Sorrento, all oranges. Lemons are expected to bring a good price, and dealers anticipate high prices for oranges.

GOOD PROSPECTS AT NIAGARA.

Judging from what the fruit growers around St. Catharines say, there will probably be a bumper fruit crop in Niagara district this year. Everything has wintered exceedingly well, the growers declare, and there is every prospect for a large crop of peaches, cherries, plums and pears. There are not a very great number of apple trees left in the Niagara district owing to the ravages of the San Jose scale, but what trees remain show excellent indications. Crab-apples this year will be very much better than last, which was an off year for apples. Very few peach trees died this past Winter, owing to the mild weather, and this was the case with other fruit trees. The strawberry plants wintered well. Other crops in the district also look well.

SALMON FACTORY REMOVES.

The Dawson-Buttimer Co. at Fraser River, B.C., are removing the whole of their plant and equipment to the Rivers Inlet district. The Fraser River cannery has therefore been dismantled and the whole machinery, retorts, can fillers, can-making machinery, everything that goes to equip a cannery, was recently shipped on board the Otter. Besides this large outfit, the steamer also took a crew of men to set up the machinery in the Rivers Inlet building, which is now in course of construction, and also the Chinamen to work in the cannery for the season.

VEGETABLE GROWERS' ASSOCIATION.

Branches of the Ontario Vegetable Growers' Association have been recently formed at Ottawa, Kingston and Napanee. The organization, which was only instituted last year, now has nine branches and over 400 members.

A GOVERNMENT REPORT.

The Fruit Division, Ottawa, reports the following prosecutions under the Fruit Marks Act:

Geo. Vipond, of Montreal, P.Q., was convicted, April 10, of violating section 6 of the Fruit Marks Act, and was fined 25c. per package.

Geo. A. Aulseybrook, of Burford, Ontario, was convicted, April 14, of marking inferior fruit "No. 1," and for this offence was fined $1 per barrel. These apples were examined by J. J. Philp, Dominion fruit inspector, in Sault Ste. Marie. The Fruit Division has a large number of complaints of violations of the Fruit Marks Act in that town. It is insinuated that the absence of a fruit

inspector in that district accounts for the fact that a poorer sample of apples has been sent there apparently than to places likely to be visited by an inspector.—A. McNeill, chief, Fruit Division.

LARGE PRICES FOR CHERRIES.

Probably the highest price ever paid for California cherries was realized recently at a commission merchant's establishment, when a box of fruit was sold at auction for $2,440. The money was added to the relief fund for the earthquake sufferers. The cherries were the first received this season from California, and a box of them was sold at auction, each cherry being offered for sale singly. About five hundred commission merchants and others attended the sale. The first cherry sold for $105, and the others sold for amounts ranging from $100 down to 50 cents.

MONTREAL MARKETS.

GREEN FRUITS—There is a fair demand for green fruits. Cranberries are off the market, as the season for them is over. Pineapples are selling now from $4.25 to $5, which is a decline. Still lower prices are expected as stocks increase. Navels are steady at figures quoted. New strawberries are still very high, selling from 35c. to 45c.

Messina blood oranges, half box	2 50	2 75
Oranges, Florida, case	5 00	5 50
Tangerines	3 25	3 75
Navels	3 75	4 00
Dates, per lb	....	0 04½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	....	3 85
Pineapples	4 25	5 00
Jamaica grape fruit, per box	....	6 00
Apples	4 75	5 75
Lemons, per box	....	2 50
Jamaica oranges, per bbl	....	5 25
Grapes, Almeria, extra fancy Longkeepers	6 00	7 00
" Fancy	....	6 50
" Choice	....	6 00
Spanish onions, cases	....	2 75
Grape fruit, Florida	....	6 00
New strawberries, per small basket	0 35	0 45

VEGETABLES—On the whole, the vegetable market is on the quiet side. It has not yet recovered the after effect of Easter. Business shows signs of improvement in the near future, however. Navigation having opened, will give trade in all lines a lift towards better things. There have been considerable changes in the prices since last week, all reductions. New vegetables are constantly appearing in the market and gradually prices are becoming reasonable. They are still, however, much too high to suit the bulk of the trade. It will be noticed that we are quoting this week new turnips and cucumbers by the basket.

Potatoes, per bag	0 70	0 80
Parsley, per doz. bunches	....	0 40
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	1 00
Home-grown cabbage, per bbl	0 75	1 25
Cabbage, Florida, bbl. crates	2 75	3 00
Tomatoes, Florida	4 50	5 00
Egg plant, per doz	2 00	3 60
Red onions, brl	2 75	3 00
Turnips, bag	0 50	0 60
New turnips, per doz	....	1 50
Water cress, per doz	....	0 75
Grand Rapids lettuce, per box	2 00	2 50
" per doz	0 60	0 75
Boston lettuce, per doz	0 80	1 10
Sweet potatoes, per basket	2 00	2 25
" per bbl	....	5 00
New Bermuda potatoes, per bbl	7 00	8 00
Celery, per crate	6 50	7 00
Green top celery, per crate	7 50	8 00
Spinach, per bbl	1 75	2 00
Cucumbers, per doz	....	1 50
" per basket	....	6 00
New potatoes, per bbl	8 50	9 00
Mushrooms, per lb	....	0 80
Carrots, per bag	....	0 50
New carrots, per doz	....	0 75
Horse radish, per lb	....	0 15
Radishes, per doz	....	0 50
New beets per doz	....	1 50
Green spring beans, per basket	....	5 00
Wax beans	....	5 00
Asparagus, per doz	7 00	9 00

PINEAPPLES

Prices Much Lower this Week.

600 Crates "GODINEZ BRAND" Fancy Cuban Pineapples for this Week.

Insure yourself and your pineapple business by handling our brand of high-grade, perfectly ripened, all sound pineapples. Sizes 18s, 24s. 30s, 36s and 42s. To sell at 10c., 12½c., 15c., 20c. and 25c. each.

WHITE & CO., LIMITED

TORONTO and HAMILTON

W. B. STRINGER **ALWAYS** J. J. McCABE

Buy the Best,—and the Best is always

ST. NICHOLAS

W. B. STRINGER & CO., Sole Agents, **Toronto and Montreal**

Strawberries — To-day's prices: Quarts, 24c.; Pints, 15c.

New Cabbage — Barrel crates, $3.00

Egyptian Onions — $3.00 sack (about 112 lbs.)

Full lines of all Fruits and Vegetables in season.

THE F. T. JAMES COMPANY, Limited

76 Colborne St. 33 Church St. ***TORONTO*** *Wire, Phone, or Mail your Orders*

FRESH ARRIVALS OF

STRAWBERRIES, TOMATOES, PINEAPPLES, SPINACH, CABBAGE

and other New Fruits and Vegetables every day. Prices closest possible.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

EX. FANCY MEXICAN ORANGES, all sizes, at $3.00.

PINEAPPLES—18s, 24s, $5.00; 30s, 36s, $4.50.

CABBAGE, LETTUCE, RHUBARB, Etc.

They are all right if "E.D.S." is on the Label

No glucose, hayseeds, preservatives, colorings, etc.—just the pure fruit and granulated sugar—

E.D.S. BRAND

Jams, Jellies, Sealed Fruits in Glass

Selling at the right price, and every jar guaranteed, ought to be welcomed by all the grocers of this country.

There is a satisfaction in selling goods that are **honest**. Selling the **E.D.S. Brand** will give you that satisfaction.

W. G. Patrick & Co., 29 Melinda St., are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

BANANAS

Extra Fancy Bananas, Extra large bunches, ***Cheap*** this week

Also

Fresh Strawberries, Celery, Lettuce, Radishes, Rhubarb and Onions, arriving daily.

Send along your orders

HUGH WALKER & SON, WHOLESALE FRUIT **Guelph, Ont.**

TRADE MARK

This design a guarantee of quality.

DO YOU PUBLISH A CATALOGUE?

IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

YOUR PRINTER CAN SUPPLY IT.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

Manufacturers' Agents—Continued

Winnipeg Storage in BOND or FREE

For all kinds of Merchandise.
Negotiable Receipts Issued.
Low Insurance

TEES & PERSSE Limited

Wholesale Brokers and Warehousemen

WINNIPEG CALGARY EDMONTON

W. A. TAYLOR

BROKER and WAREHOUSEMAN

243 Main Street

WINNIPEG, MAN.

HIGHEST REFERENCES

JOHN A. CHEYNE

Wholesale Commission Broker and Manufacturers' Agent

Correspondence Solicited.

141 Bannatyne Ave., Winnipeg, Man.

W. H. WILSON CO., Limited

HIGH GRADE VINEGARS

CIDER AND EVAPORATED APPLES

TILLSONBURG, CANADA

ONTARIO MARKETS.

GREEN FRUITS—The fruit trade is very brisk, and all lines are moving freely. Oranges are losing their supremacy, and in about a week the great army of housewives will be marching to the capture of their supplies for the annual replenishing of fruit cellars. Already the luscious fruit is arriving in carload lots. The price is down half a dollar, and it is expected that next week will see them $3.75 to $4.25. Strawberries are cheaper, and the North Carolinas are in. The banana trade is getting into Summer form but prices are unchanged from last week.

Oranges, California, 96's to 216's, per box	4 00
" " 250's to 324's, per box	3 50
" Mexican, 126's to 250's, per box	2 75
" Valencia, ordinary 420's	4 75 5 00
" " large, 420's and 714's	5 75 6 00
" " Blood, 200's, 324's	3 50 4 00
Lemons, Messina, 300's 360's, per box	3 00 3 25
Grapes Almeria, per barrel	6 00 6 50
Apples, Spies XXX, per bbl	5 00 5 50
" " XX, per bbl	4 00
" Baldwins, XXX, per bbl	4 50
" " XX per bbl	3 75
" other Winter varieties XXX, per bbl	4 00
" " " XX, per bbl	3 00 3 50
" farmers', pe bbl	2 00 3 00
Bananas, per bunch	1 75 2 25
Red bananas, per bunch	2 20 2 25
Strawberries Florida per quart box	0 22
Strawberries, pints, Louisiana	0 13
Pineapples, Cubans 18's, 24's, 30's per case	4 50 5 00
Grape fruit, Florida, 28's to 64's, per box	5 00 6 50

VEGETABLES — Southern stuff is coming on more freely now, but the demand is increasing, too, and supplies are kept well cleaned up. Prices vary almost from day to day, but the tendency naturally is downward. The new things in since last week are wax and green beans and green peas. Radishes and rubarb, both local products, are scarce.

Potatoes, kiln dried sweet, bushel hamper	2 00
" New Brunswiek, per bag	1 00
" Ontario, per bag	0 75
New potatoes, Bermuda, per bush	3 00 3 25
Onions, per bag	1 00 1 15
" Egyptian, per sack	2 75 3 00
" Bermuda, 50-lb. crates	3 75
" green, per doz. bunches	0 15 0 20
Cabbage, per bbl	1 50 2 50
" new South Carolinaf per crate	2 25 3 00
" Florida	3 00
Cauliflowers, California, per crate	3 00
Wax and green beans, per bush. hamper	4 00
Beets, per bushel	0 50
" new, per doz. bunches	1 00 1 25
Carrots, per bag	0 40 0 50
" new, per doz. bunches	1 00
Lettuce, per doz. bunches	0 35
" Boston head, per doz	1 00 1 25
Radish, per doz.	0 50
Cucumbers, hothouse, per doz.	1 75 2 00
Mushrooms, 1 lb. boxes, per lb	0 80
Celery, Californian, per case	4 00 5 00
" Florida, per case	3 50
Asparagus, per bunch	0 70 0 75
" per doz. bunches	2 00 2 75
Beans, white, prime, bush	1 75
" " hand-picked, bush	1 90
" Lima, per lb	0 07
Tomatoes Floridas, 6 basket crates	4 25 5 50
Rhubarb, 1 doz. bndls.	0 90 1 20
Spinach, bush	1 00
Leaks, per doz	0 25
Artichokes, per bag	0 60 0 90
Parsnips, per bag	0 50 0 75
Watercress, per doz. bunches	0 20
Egg plant, per doz	1 55
Peppers, green, per small basket	0 75 0 85
Parsley, per doz	0 20
Turnips, per bag	0 35
Mint, per doz	0 25

AUSTRALIAN MINISTER COMING

It has been announced that the Australian Minister of Trade and Commerce, Sir William Lyne, will visit Canada, leaving Australia by the turbine steamer Maheno, on her first trip from Sydney to Vancouver. It is said that Sir William is in very poor health and that he will stay some time in the Canadian west before coming east.

MORE COMMODIOUS QUARTERS.

McMahon & Broadfield, wholesale crockery and glassware, Toronto, are removing from their present quarters on Adelaide street to new and more commodious quarters at 70 King street W. The present warehouses of this firm, taken after the big fire of two years ago, have not been adequate, but when installed on King street they will have very comfortable quarters.

HEADQUARTERS

For Canned Goods and Jams

ALL KINDS OF CANNED FISH, FRUITS, VEGETABLES, JAMS AND JELLIES

CONSTANTLY IN STOCK

PROMPT SHIPMENT. CLOSE PRICES.

J. W. WINDSOR, (Head Office) Montreal

Canadian Agents:

Hamilton & Toronto, A. E. Richards & Co.
Kingston, James Craig.
Ottawa, James N. McIntosh.
St. John, N.B., W. S. Clawson & Co.,
Winnipeg, Nicholson & Bain.
Calgary, Nicholson & Bain.
Vancouver, C. E. Jarvis & Co.
Halifax, Seeton & Mitchell.

To Our Trade Friends

We beg to advise that we have purchased the plant of The Beaver Harbour Trading Co., Ltd., at Beaver Harbour, by which purchase we will control one of the largest factories on the Bay of Fundy. This in addition to our three factories at Black's Harbour, which are equipped with up-to-date machinery, will place us in a better position than ever to supply you with the choice pack of Brunswick Sea Foods.

Price Lists and information furnished promptly on application to

Yours respectfully,

CONNORS BROS., Ltd.

—THE—

PINNACLE OF PERFECTION

King Oscar Sardines

The most delicate sardines packed and in the purest olive oil. Keep them to the front. They pay you.

JOHN W. BICKLE & GREENING, Hamilton, Ont.

CANADIAN SELLING AGENTS

JAMES' DOME BLACK LEAD

THE BEST YOU CAN BUY

ALWAYS A GOOD SELLER

W. G. A. LAMBE & CO., Canadian Agents.

PUZZLE

FIND BETTER CHOCOLATE than

TOBLER'S

Grocers, as well as their customers, have tried this, but always with the same result—Failure.

It would be easy to find "better" chocolate if it was made. But the making—"there's the rub."

TOBLER & CO. have a scientific process exclusively their own. The machinery used is nickel-plated, thus preserving purity of materials, and the milk is obtained from their own cattle—rich Swiss milk, not milk from "other" cows for convenience sake called "Swiss."

Much of the chocolate on the market is half sugar and chemicals. With this class of chocolate, instead of it being "Once used, always used," it is "once used, always shunned."

BE WISE. SELL TOBLER'S

Maclure & Langley
AGENTS Limited

152-154 Pearl St., - TORONTO
30 Hospital St., - MONTREAL

FOR

QUALITY,
TASTE,
FINISH AND STYLE

STEWART'S

Chocolates and Bon-Bons

Are Positively Unequalled.

THEY ARE IN A CLASS BY THEMSELVES.

MADE ESPECIALLY
for you and your trade.

Send us your requirements. Return Mail will bring you Samples and Prices.

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S: No better Chocolate

"**The Best** is none too good for my trade."
is an old remark—

In selling your customers

MOTT'S
CHOCOLATE

"**Diamond**" and "**Elite**" brands you are giving them goods that are **Pure** and the **Best** for the most critical customer—

ALL JOBBERS SELL THEM

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, Montreal — R. S. McINDOE, Toronto — JOS. E. HUXLEY, Winnipeg

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

CANDIED FRAGRANT FLOWERS.

One of the latest developments of luxury is said to be the candying of fragrant flowers. The notion is not altogether new, for violets have been made into confections for the palate, as well as into bouquets for the olfactory organs, from time to time for a long period.

At any rate, it seems that the fashion has got a new impetus of late, and a candied violet is coming to be regarded as an acceptable "bonne bouche" to be presented to a lady.

There is also, we are told, a demand for sugared rose petals, which is being catered for by some enterprising artists in sugar. It can hardly be pretended that nowers made into "sweets" are of any medicinal efficacy, though damask rose leaves have long held a recognized place in the materia medica.

Whether the violet has any therapeutic qualities does not appear, though the leaves (not the flower) have just now some reputation—outside the medical faculty—as a cure for cancer.

The best that can be hoped for, if flowers are to be eaten as well as to be seen and smelled, is that they may in all cases prove to be innocuous. It is a nice question whether the perfume is always a safe guide.

Perhaps the modern craze is, after all, only a form of luxury. A candied violet or a dish of rose leaves cunningly prepared for the tea table could not possibly enter into the category of cheap sweet for the million.—London Globe.

PURE MAPLE PRODUCTS.

Canada supplies over three-sevenths of the world's output of maple syrup and sugar. There are enough maple trees to increase the quantity now made five or six times. According to the census of 1901 the average annual output approximates 17,804,825 pounds, the money value of which is placed at $1,780,482.

There has been an increased demand during the last few years for the pure maple syrup and sugar, and there is at the present time every assurance that an enhanced price would be paid for the genuine article.

During the past year the Minister of Inland Revenue has been taking active steps in the enforcement of Foods Adulteration Act. Instructions were given on February 1, 1905, to have sample syrups and sugars obtained and analyzed. It was decided that two collections of these should be made ; one previous to the maple sugar season, in the Spring of the year, and another after the product of the season had been placed on the market.

In the first collection only 24.3 per cent. of the samples were found to be genuine, whereas in the second collection there were a great improvement, 63.4 per cent. being found to be genuine.

What the trade in sugar and syrup demands is an article that can be placed on the market, giving the name and address of the producer who made and put up these goods, and also on this same label conspicuously lettered in large type, the words, "Pure maple syrup," or "Pure maple sugar."

BISCUIT FACTORY FOR CALGARY.

Biscuit factories seem to be the crying need of the Calgary district. There are applications and inquiries pouring in from every quarter concerning the city and the prospects for the establishment of such an enterprise.

The board of trade recently received application from a Minneapolis firm asking the city to make no arrangements with any other form of industry until such time as their representatives should reach the city.

They claim to be backed by any amount of capital, and to have all that is necessary to start an enterprise of that kind. Representatives of the company are expected to be in Calgary in a few days.

THE BEET ROOT.

Berlin's beet contracts are 778 acres more than last year on this date, the contracts to date numbering 1,927, involving an acreage of 4,250. Waterloo county alone has given 717 contracts of 1,769¾ acres, while some seventeen other counties contribute to make the above total acreage. On the 602 renewed Waterloo county contracts there is an increase in the acreage over that of the same contracts last year amounting to 71¾ acres. The 642 renewed contracts of the outside counties give an increased acreage of 198¾ over the same contracts last year. 683 new men begin beet growing this year. There are, therefore, increases all along the line in sugar beet cultivation which confirm the conclusion that farmers are making a success of beet cultivation. Between 200 and 300 acres are being added weekly to the acreage list, which is now nearly as large as the factory can accept.

BUSINESS PERSONALS.

F. S. Urstadt, Waterloo, was one of the merchants trading in Toronto last week.

Roy Colborne and wife, Tillsonburg, spent the Easter holidays in Toronto.

T. B. Cramp, Orillia, Ont., spent the Easter holidays in Toronto.

J. R. Calderwood, of Huntsville, Ont., has been painting up his boat and getting ready for his Summer visitors. Among these he includes the grocery travelers. Some day he'll get two or three of them out together, and if the tales they tell don't sink the ship he'll know he was not born to be drowned.

Your Opportunity

Made from the best materials, by the best process, put up in the best way, selling with regularity.

Perfection Cream Sodas

offer splendid inducements to the Grocer, no matter where his store is.

We advertise

in the newspapers. The people READ, then go to their grocers TO SEE.

What are you going to say when your customers call ?

3-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

DIAMOND
Brand

MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

THE IDEAL JAMS and MARMALADES

When there is so much adulterated sealed fruit on the market, it behooves a grocer to move with caution.
You cannot afford to experiment with doubtful quality or unknown brands.
Your policy is to hold fast to the recognized leaders—

SOUTHWELL'S JAMS AND MARMALADES

The name **SOUTHWELL** on Jams and Marmalades is synonymous with Merit. It means the goods are A1 quality, pure.

You are too wise to pass by Southwell's.

FRANK MAGOR & CO.
Canadian Agents
MONTREAL

There are other Cocoas

offered for the acceptance of the trade simply because they are

Dutch Van Houten's Cocoa

gained for Dutch Cocoa the reputation that causes others to seek shelter under the name.

Van Houten's Cocoa

continues to appeal to the trade and the public only on its Superlative Quality and Superiority.

"Best and Goes Farthest."

Made simply by adding boiling water.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

"Dublin Made"

JACOB'S IRISH BISCUITS

Many people—grocery men among them—have been surprised to find Biscuits of such quality coming from Ireland. Each order and repeat order serves to increase the wonder of buyers, for we are always bringing out novelty after novelty, and our Biscuits never get into the rut of the commonplace

Write our agents for descriptive pamphlet and quotations.

Canadian Agents:

Kenneth H. Munro
324 Coristine Bld. Montreal
C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

W. & R. JACOB & CO., Limited
Dublin, Ireland

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLE'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

Always in the Lead

That's where you will find

Shirriff's Flavoring Essences

when the quality race is on.

Don't Buy Unreliables.
The Best is Obtainable.

MANUFACTURED BY
IMPERIAL EXTRACT CO.,
Toronto

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS

AND

CHOCOLATES

Registered U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 st. Peter St., Montreal, Can.

MAPLE SYRUP

JUST MAPLE SYRUP THAT'S ALL

Pure Tested Maple Syrup only is sold under **Small's brand.** When customer asks fort in of **Maple Syrup** it's nice to be able to produce same, and particularly a world-renowned brand.

Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark syrup in the British Empire. 2nd—Small's Brand has been awarded with but one exception all Gold and Silver Medals ever offered in Canada, and many from abroad.

You certainly have a first-class line.—WOOD & STEVENS, New York.
Is superior to anything I have seen on the market.—H. MOCKFORD, London, Eng.

All Jobbers.

Product of **THE CANADA MAPLE EXCHANGE**
MONTREAL

GETTING THERE WITH THE HAMMER.

The traveling representative who follows also the innocent avocation of "clout plugging," a polite term for nailing up small advertising signs, will be interested in the following "warning" sent by J. F. Davis, of Tweed, some time ago to Mr. T. H. Estabrooks, St. John, N.B., proprietor of Red Rose tea. There may be some grocers throughout the Dominion who have a fellow feeling for Mr. Davis's protest. Here is what he said :

"Dear Sir,—I don't mind waiting for tea now under order, but I do mind and object to your man nailing placards on the front and most conspicuous part of my building ; placards that soon fade, look scabby very soon, and which people never notice, being too common now. I object to building a nice house and have some one or more making a bill-board of it. I wish you could see the front of our store, and could count the big holes, 7 or 8, left after removing just one of your cards, and there were several strung along under both windows, leaving moldy and discolored spots which paint only can efface. Your man, and the Cow Brand soda man, especially, are due to have my most assiduous regards hereafter, and you and those clout pluggers, if they would avoid trouble, will please regard warning from

"Yours truly,
"J. F. DAVIS."

There's a short sequel to the story. The next time the Red Rose tea man called Mr. Davis extended him a warm though far from cordial reception, but before he left peace prevailed and he had pocketed another order for the flowery beverage.

ENLARGEMENT OF PLANT.

The Robert Greig Co., White Swan Mills, Toronto, are making extensive alterations to their plant and machinery, which will practically give them a capacity equal to double their present output in spices and cereals. They have taken over the whole of the premises in which their present mills are situated.

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

IT'S A MONEY MAKER
every time, but you will never know it if you never try it. Catalog tells all.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

1845-1905

COX'S INSTANT POWDERED GELATINE

An old friend in a new guise.
Saves time and trouble — Recipes in every package

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

UPTON'S Jams, Jellies and Orange Marmalade

are standard goods. They are properly made and correctly labeled and have the confidence of the grocer and consumer.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

PAYNE PRINCIPLES

1. To render unto the seller that which is the seller's—Profit.
2. Never to take from the smoker one particle of his delight.
3. Always to make **Pebble** and **Pharaoh** Cigars as good as if they were for the King.
4. To stick to the Grocer through thick and thin.
5. To be Watchful in Buying, Careful in Making, Honest in Selling, Scrupulous in Charging, Prompt in Shipping, Courteous at All Times.

J. Bruce Payne, Limited, Mfrs., Granby, Que.

FISHING

is all right if you catch something. But you cannot "catch" unless you have the right bait.

You don't mean to say you are trying to land the smoking trade without the aid of

T. & B.

Might as well try to land a whale with a trout hook and a bamboo.

The average smoker will have his ***T. & B.*** and no other. It is dangerous to make other recommendations.

Get the right tackle. Get ***T. & B.*** It will help you to pull in dollars.

The Geo. E. Tuckett & Son Co., Limited

Hamilton, Ont.

TOBACCOS, CIGARS AND ACCESSORIES

CIGAR CUTTERS—STYLES AND PRICES.

While some men might be content with a cigar cutter that cost a dime, there are other men that like something a little finer, and for such smokers there are provided good cigar cutters, which are made in great variety.

In gold cigar cutters of one familiar type, made in the form of an elongated bell, and with a little ring at the top by which the cutter can be carried on the watch chain, there are fifty or more styles, alike in their general proportions, and yet varying more or less in shape, finish and ornamentation. Some of these cutters are plain and with a polished surface, while others have a dull finish.

Among them are some beautifully etched, while still others are set with diamonds and with other jewels. A simple cigar cutter of this type could be bought for $16, from which price they range upward in cost to as much as $125.

But there are cheaper gold cigar cutters. One of the disk type, of about the size of a twenty-five cent silver coin, but much thinner, made to be carried in the waistcoat pocket—$9.50 for this.

Another thin pocket cutter is oblong in outline, with a finger hole in either end. With the fingers through these holes the cutter can be closed together to cut off the tip of a cigar placed through a little opening at the centre. This style of cutter costs the same as the simplest of the bell type, $16.

Still another style of good cigar cutter is one designed for use on a smoking table, this cutter having a gracefully modelled handle, large enough to be conveniently grasped, something in a general way like the handle on a child's skipping rope in shape, only not so big. This style of gold cigar cutter costs $48.

While cigar cutters of some sort are more generally used, there are smokers who do not fancy cutting off the tip of a cigar, but who prefer to pierce it, and for such there are provided gold cigar piercers.

The cigar piercer is in appearance very similar to a short gold pencil, but pressure on its upper end causes to project from the other not a pencil tip, but a suitably shaped piercer with which the tip of the cigar may be pierced. Like the bell cutter, the cigar piercer is equipped with a ring by which it can be carried on the watch guard. Gold cigar piercers, according to style of finish, sell at $24 to $28.

AMERICAN TOBACCO CROP SERIOUS.

"Should the next domestic tobacco crop fail, then most assuredly the cigar manufacturing industry would find itself in a very desperate position," is how a man well versed in the affairs of the leaf market expressed himself yesterday. Continuing he said: "There is as yet, however, no call for worry: the supplies of both domestic and foreign tobaccos now in hand are sufficient to last the year, and in addition Pennsylvania, Ohio, Wisconsin and New York hope this year for the biggest crops on record. Prices are high and will certainly remain so for another year at least.

Very High Prices.

"Better grades of domestic tobacco are at least 40 per cent. above the values ruling in normal times, while lower grades run all the way from 100 to 200 per cent. above quotations of average years. This condition is due to the partial failure of the last crop, caused by excessive rains all through the northern tobacco belt, and to 'pole sweat' injuries, the latter reducing the supply in some sections by fully 30 per cent.

Due to Increased Demand.

"The reports that have been circulated regarding a corner in tobacco are all moonshine; there is nothing whatever in it. The present situation is due to natural causes alone—chief among which is the ever-increasing production of cigars and tobacco. The growth in the latter branch of the industry has been a veritable godsend alike to the farmer, the leaf dealer and the cigar manufacturer; it has caused a demand for the refuse, scraps and waste products of raw tobacco. Such stuff in past years was either thrown away as waste or was sold for a cent or so per pound; to-day it brings as high as 23c. This stuff, it is said, goes mainly into the manufacture of cheap smoking and chewing tobaccos."—N. Y. Journal of Commerce.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

A perfect article. Sell it.
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

To Help You Cultivate

high-class trade—trade that calls for the best in quality —the only trade that is lasting and profitable—we make this special offer on

SNIDER'S CATSUP

Made from Fresh, Ripe Tomatoes

Without Fermentation or Adulteration

1 Case Free with every - - - - 5 Cases
½ " " " an Order for - 2½ "

It takes more than the label to make Tomato Catsup. Your best customers can discriminate between **"Snider's,"** skillfully prepared from fresh, ripe Tomatoes, and so-called catsup made from the slop and drainings of the canning factory.

CATER TO THE BEST TRADE — IT PAYS.

SNIDER'S OYSTER COCKTAIL CATSUP AND SNIDER'S TOMATO SOUP

the same high grade as Snider's Catsup, are trade-winners.

Sole Agents for Ontario and Northwest Provinces:

A. F. MacLaren Imperial Cheese Co.

Head Office, TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

April 26, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " ½ lb., 5 doz.	0 90
" " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 45
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.	
Reckitt's Zebra paste, ½-gro. boxes, per gross.	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
8a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days,

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada flakes, "Standard" case, 36/15's	$4 40
Canada flakes, 5-case lots.	4 30
Canada flakes, "Jumbo" case, 2½/25's	4 90
Canada flakes, "Jumbo" 5-case lots.	4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz	2 55
Chocolate—	
Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 8's	0 28
Icings for cake—	
Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	2.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ½'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case per doz.,	$ .90
1 " " 4 " " "	2.40
½ " " 2 " " "	4.75
¼ " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's.	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.
Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25
Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	25c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.
Gold Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.
XXXX chocolate powder	
5-lb. tins, 10 tins in case	27c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " (20)	2 42

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THE EBY, BLAIN CO., LIMITED.

	Per lb
In bulk—	
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb.
Mecca	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	13 00
Roquefort—Large size	"	1 40
Small size	"	2 40

"Batger's"

Lime Juice Lemon Squash

The summer time is fast approaching, when there will be a heavy demand for summer drinks. The pure fruit juice of both, LIMES and LEMONS, have been and always will be the most popular and healthful snmmer drinks.

"Batger's" Lime Juice and Lemon Squash are absolutely pure and as good in flavor as modern ingenuity, the finest fully ripened fruits and over 150 years' experience can make them,

They are put up in two sizes—pints and quarts—two dozen in a case—are retailed at popular prices, allowing you a handsome profit..

Rose & Laflamme
Montreal - Toronto

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

PROGRESSION
Is the Order of the Day

The time was, when the possible utility of steam and electricity was a dream.

Great strides have been made in the direction of improvement in every department, by which the wheels of commerce are kept moving.

No greater improvement has been shown than in the perfection of manufactured Spices, and **BRAID'S AROMATIC SPICES** stand to-day on the highest point above all other spices for a pure unadulterated product.

Lay aside your prejudice! Keep pace with the times! Try **BRAID'S AROMATIC SPICES**, and they will be money in your pocket.

Braid's Best Teas and Coffees, just what the name implies. Nothing more, nothing less.

A postal will bring samples and quotations.

WM. BRAID & CO., - Vancouver, B.C.

BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails "	0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 08½
½-bbls.	0 08½
Tubs	0 08½
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09½
" 10-lb. "	0 09½
20-lb. wooden pails	1 80
20-lb. tin pails	1 70

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Julce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

Soda.

COW BRAND.

Case 5-lb. packages, containing 60 lbs., per box, $3 00.
Case of ¼-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

Per case.

No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 8-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel, per box	1 25 to 2 50

BORDEN'S BRANDS

Absolutely the product of Pure Milk—No skim milk—Hygienically and every other way the ***BEST.***

PROFITABLE BECAUSE THEY REPEAT ORDERS—

"Eagle" brand Condensed Milk.

"Peerless" brand Evaporated Cream.

ALL JOBBERS—

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—

Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	6½c.

Blue, white or assorted.

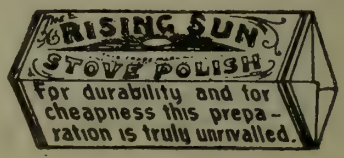
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 3J, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs. ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 28
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Embossed Label, 1's, ½'s and ¼'s	0 70	1 00

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55½

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 30 1-lb. }	0 35
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
span, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	...
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 38
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow," blend—

Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb. 0 35
No. 2	" 0 30
No. 3	" 0 25
No. 4	" 0 20
No. 5	" 0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05

When your Customers ask for Baking Soda you are always safe and just to them when you tell them that

"COW BRAND"

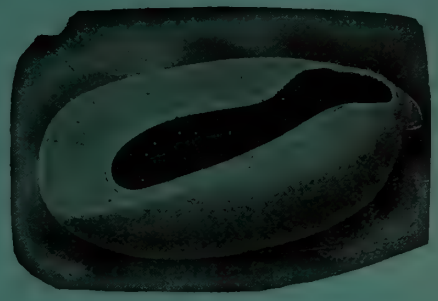
DWIGHT'S
BAKING SODA

BAKING SODA

is the Best to use—

CHURCH & DWIGHT, Limited
Manufacturers
MONTREAL.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

TEA HINTS
FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.
Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

Ten Cent Glassware

NEW LINE JUST RECEIVED—
ALL STAPLE PIECES—
JUGS, CREAMS, BUTTERS,
BERRIES, CELERIES, Etc.

WRITE FOR LIST

GOWANS, KENT & CO.
LIMITED
TORONTO

FOR A YEAR PAST

we have been quietly but firmly establishing ourselves in the manufacture of

CANNED FRUITS AND VEGETABLES

having, as our superintendent one of the ablest processors in America.

LAUREL CANNED GOODS

are now an assured success.

(Both consumer and grocer agree there.)

We have still some choice fruits on hand.

Write us.

J. H. WETHEY, Limited, St. Catharines
MANUFACTURER — CANNERS
Wethey's Mince Meats — Laurel Canned Goods

C & B

Crosse & Blackwell's Pickles

Mixed, Chow Chow, Walnuts, Girkins, and Onions

Corked ½ pts. and pts., and Octagon ½ pts. and pt. bottles

C. E. Colson & Son, Montreal

Agents

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, MAY 4, 1906. NO. 18.

Keen's Oxford Blue

Should SELL Everywhere in Canada

Are you selling

The Best Laundry Blue?

KEEN'S OXFORD BLUE!!

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

Benson's "Prepared" Corn

Best for Cooking

Edwardsburg "Silver Gloss" Starch

Finest Work in the Laundry

50 Years' approval of the people of Canada.

AT ALL JOBBERS

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

Soap For Family Use

"Queen's Laundry Bar" is a line every dealer who is in business for money should handle. It is a pure economical soap suitable for every household requirement—and a necessity in every home where there are always articles to be washed, which are of too fine a nature to send to the laundries. It is so pure that many use it for the bath. It is a soap that will make the people return to your store.

Queen's Laundry Bar

One of the excellent lines manufactured by Albert Soaps Limited, Montreal

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

R. S. McIndoe

elling Agent, 120 Church St., Toronto

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

Sense and Cents

Common sense or dollars and cents—which counts for most in making a trade?

Common sense says plainly "buy standard goods"; dollars and cents (your pocketbook) tempts you to buy cheap, nameless articles of trade that will grow dim, dusty, dirty on your shelves. ***Common*** sense counts for most in making a trade.

Griffin & Skelley's Dried Fruits

"The pick of the pack," please remember that. Don't forget, either, that they come from the largest vineyards on the Pacific Coast—picked and packed right in the vineyards and orchards where they grow.

Apricots, Peaches, Pears, Nectarines, Raisins, Dried Plums, Prunes. Clean as a whistle always. ***Choice Dried Fruits.***

"Thistle" Brand Maple Syrup The brand that stands for unequalled purity. Real simon-pure Maple Syrup that never varies from one standard. The "Thistle" brand.

Cox's Gelatine Standard Gelatine of known worth—known quality—known purity. Never disappoints the most particular housekeeper. Oldest brand and "best," because tried, tested, trusted. In powdered and shredded form.

Sold by leading wholesalers.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal.

20½ Front St. E., Toronto.

Manufacturers' Agents and Brokers' Directory

BARBADOES, W.I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CALGARY

The Dominion Brokerage Co.,
Wholesale Limited
Commission Merchants and Brokers
CALGARY and EDMONTON, ALBERTA
Excellent Trade Connection
Highest References

WESTERN CARTAGE CO.,
Cartage and Warehousing
Storage and Brokerage for Eastern Wholesalers.
Handling and Forwarding of CAR SHIPMENTS.
Largest and Best equipped STORAGE Facilities in the WEST.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. E., TORONTO
Calling on best Grocers and Mfg. Confectioners.
Could handle another first-class specialty for Manufacturers.

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

A. F. MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

TOMATOES
CORN
RAW SUGARS
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited.

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

Winnipeg Storage
We make a specialty of storing and distributing car lots for
Eastern Shippers
Negotiable receipts issued
Low Insurance Rates reasonable
R. B. WISEMAN & CO.
WINNIPEG
Warehousemen and Distributing Agents.
Best of references.

(*Continued on page 50.*)

ERUPTIONS

are bad things, especially in business. Low prices are sometimes the cause, and we would hate to be offenders; but when we get a good thing we want to let you know about it—so here goes:

Corn—Farmers' Canning Co. of Bloomfield This is not a job lot, but sound, sweet stock.	.. ..	.62½ per doz.
Peas—Belleville Sweet Wrinkle	.. .. ..	.60 "
Tomatoes—Usher	.. ..	1.20 "
Beans—Essex, Refugee	.. ..	.80 "
Plums—Garden City, Lombard, 2s	.. .. ..	.87½ "
Red Raspberries—Belleville, 2s	.. .. ..	1.50 "
Bartlett Pears—Usher, 2s	.. .. ..	1.60 "
Crawford Peaches—Usher, heavy syrup, 2s	..	1.70 "
Gallon Apples—Usher, export stock	.. ..	2.10 "

ALL ABOVE 1905 PACK

A Word About Tea

This is a line you can't beat us on for values. It has been a "hobby" with our tea expert for many years. He says he knows it all, and judging by results he knows how to please anyway.

We run specials on three lines:

"Gold Standard"—Flowery Ceylon Pekoe	..	28c.
"Maybell"—Ceylon Orange Pekoe	.. ..	16½c.
"Myrtle"—Ceylon Green	.. .. ..	16½c.

ALWAYS NEW, SWEET, CLEAN TEAS

All our Quotations are Net. *We Sell Everything in Groceries.*

CANADA BROKERAGE CO., Limited

PHONES
2282 MAIN
870 "

9 Front St. East
TORONTO

A satisfied customer is the grocer's best advertisement.

It is of the first importance, therefore, that the grocer sees to it that his every customer is pleased and satisfied.

Probably in no article does a customer exercise so particular a discrimination as in purchasing the refreshing cup-o'-tea. It must just suit the critical palate.

If the grocer is to capture and hold his customers, he can only do it on quality and uniformity—which means in tea,

Buy Only Ceylon Tea

(GREEN OR BLACK)

Canada's Favorite Beverage.

"It Will If You Use Red Rose."

The following is an extract received a few days ago from one of the best known firms in Nova Scotia. They have handled Red Rose Tea nearly ever since it was first put on the market, and I appreciate their friendly interest in writing me quite as much as I do the remarks which were made by their customers. Nothing but genuine merit will bring forth such remarks from the consumer or inspire such a friendly interest in the merchant.

Port Maitland, N.S., April 20, '06.

T. H. ESTABROOKS, ESQ.,
St. John, N.B.

DEAR SIR :—

A conversation which took place between two of our customers this morning will, we believe, be pleasing to you and perhaps of some value as an advertisement.

The writer had just sold one of them a pound of 40c. Red Rose. After taking the tea he said, "Well, 40c. should buy a good pound of tea," to which the other one answered, "It will, if you buy Red Rose." Then the first replied that he had been using it a number of years and it had always given him satisfaction. He had tried other brands several times but was always glad to get back to Red Rose.

Yours respectfully,

.....

T. H. ESTABROOKS

Tea Importer and Blender

Branches :
TORONTO, WINNIPEG

ST. JOHN, N.B.

The Salt that Saves Money and Time for You

"Time is money"—save time then, and you save money too. Waste no time and you waste no money. Is it really worth while to spend useless energy in an endeavor to push inferior articles of trade? We think not.

Windsor Salt is the standard because so often used for comparison—you hear "as pure as Windsor Salt" used everywhere to-day. You don't have to argue with a customer over its merits—its quality is too well known. It's pure white, dry, crystalline. It is nothing but salt.

You lose more than we do by not stocking up with it—lose time, lose money, lose trade.

Windsor Table Salt

THE CANADIAN SALT CO., Limited
Windsor, Ont.

"A Piquancy and Flavor Sweet, Perry's Sauce Gives to all Meat."

Yes, and a piquancy and flavor as much its own as "Perry" custom will be yours after you get in a stock of the Sauce.

Perry's Worcestershire Sauce

is nicely put up. It looks well. It has an English reputation back of it—the highest sauce reputation obtainable.

Are you going to get in line to-day or when your grocer-neighbor has gathered in the custom?

WRITE FOR PRICES

Selling Agents

Taylor & Pringle Co.
Limited
Manufacturers of ***Queen Quality Brand Pickles***
OWEN SOUND, ONT.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

GOOD BUSINESS FOLLOWS GOOD VALUE

HERE'S THE "TOP NOTCHER" and GOLD MEDALIST

"SALADA"

CEYLON TEA

The Value Incomparable
The Sale is Irresistible

14 MILLION PACKETS ANNUAL SALE

"SALADA"
Toronto and Montreal

Black, Mixed
or
Natural Green
Sealed Packets
Only

MAGIC
BAKING
POWDER

every wide - awake merchant handles MAGIC BAKING POWDER

the best advertised, most popular most profitable Baking Powder to handle—

makes
friends
and
customers
for
you—

Ask your jobber for it.

E. W. GILLETT COMPANY LIMITED
London, Eng. TORONTO, ONT. Chicago, Ill.
Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

NO GROCER has completed his stock for the new season's trade unless his shelves and counters contain a full range of

"Sterling" Brand Pickles
"Sterling" Brand Relishes
"Sterling" Brand Jellies and Marmalades

ASK YOUR JOBBER OR WRITE

THE T. A. LYTLE CO.,
LIMITED
TORONTO, CAN.

MAPLE SUGAR

Largest Exporters of

PURE BEAUCE COUNTY SUGAR

D. RATTRAY & SONS

QUEBEC **Montreal** **OTTAWA**

THEY

Sell Well

Show a Nice Profit.

Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

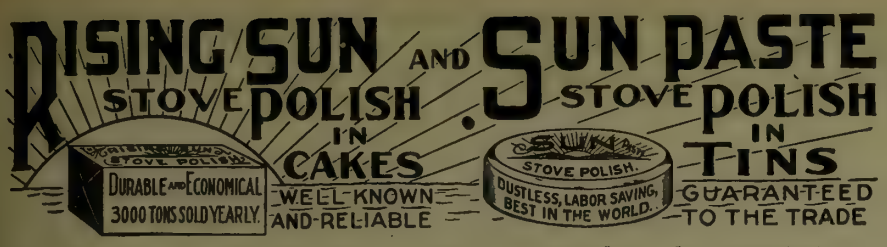
"The best business man is the one who learns wisdom from his own mistakes."

If you have made the mistake of not keeping

Paterson's Camp Coffee Essence

Learn wisdom—and learn it as soon as possible—you may have a call for Paterson's any time, as it is a fast seller, and then it looks so bad to be "just out."

ROSE & LAFLAMME, MONTREAL
AGENTS.


RISING SUN STOVE POLISH IN CAKES
DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY
WELL-KNOWN AND RELIABLE
AND
SUN PASTE STOVE POLISH IN TINS
STOVE POLISH
DUSTLESS, LABOR SAVING, BEST IN THE WORLD
GUARANTEED TO THE TRADE

LARGE ADVERTISING

Goods with merit have a claim upon the progressive grocer's attention, but when that merit is exploited by the manufacturer with such liberal methods of advertising as we pursue with our well known and deservingly popular RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins the real live dealer must recognize the help we give him in selling the right Stove Polish. Largely increased sales support our policy of merit backed by extensive advertising.

MORSE BROS., Props., - - Canton, Mass., U.S.A.

COMPARISON

Merit or value is determined by **Comparison**

If you will apply this test to your Coffees you will find the **best** are Chase & Sanborn's High-Grade Coffees.

Chase & Sanborn

The Importers, - MONTREAL

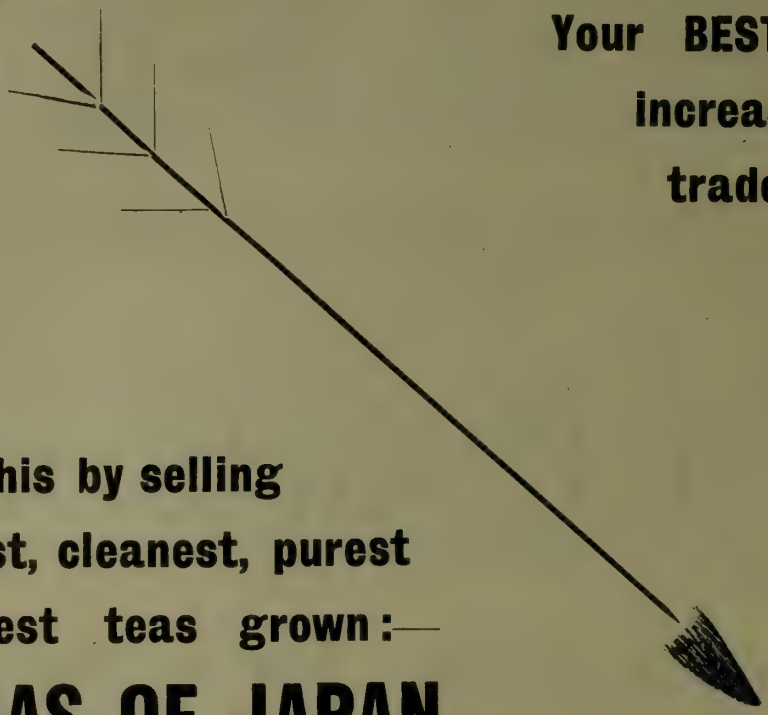
"HIGH-GROWN" TEA SELLS BEST

Only the young and delicate tips, grown in the high parts of Ceylon, are used in making

Blue Ribbon Ceylon Tea

This accounts for the "full flavor" and superior "taste-quality."
Sell **BLUE RIBBON CEYLON TEA** and make money.

JAPAN



Your BEST policy to increase your tea trade is to study the art of pleasing your customers

You can do this by selling them the best, cleanest, purest and healthiest teas grown:—

THE TEAS OF JAPAN

TEA

Just a Splendid Line to Stock This Year

"MOKARA" is a home drink for everybody. It is the best and cheapest substitute for **Tea** or **Coffee** on the market.

If you want a rapid seller and profit maker, write for sample and particulars of Mokara.

Retails at 10c. pkge.

Mokara Mills

21, 23, 25 Gosford Street, - - MONTREAL

THESE CANS CONTAIN

PURE MILK

REINDEER BRAND **JERSEY BRAND**

Sweetened **Unsweetened**

Every Can Guaranteed

The skill exercised in selecting milk, the methods employed in its manufacture, the strict discipline and supervision of workers and details combine to produce the best product.

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

CANNED HADDIE—

Extra Fine Goods Prices Right

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

For genuine all round quality, style and satisfaction to consumer

ROWAT'S

brands of

PICKLES and OLIVES

are lines every grocer should handle.

Place a trial order with your jobber and insist upon getting

ROWAT'S

Purnell's

Genuine Worcestershire

Sauce

Shews a good profit

Never fails to give satisfaction.

Do You Stock it?

If not, mail your order to-day.

PURNELL, WEBB & CO., Limited

BRISTOL, ENGLAND

ESTABLISHED 1750

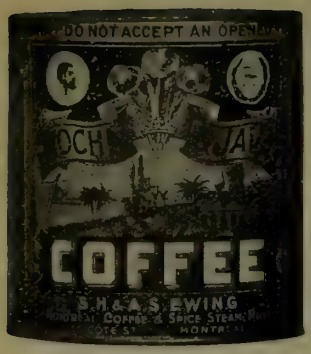
We are offering some exceptionally good values in new crop, fine flavory

CEYLON TEAS

If interested in **JAPANS** drop us a card for samples.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO



"PRINCE OF WALES"

MOCHA AND JAVA **COFFEE** **Packed in 1 and 2-lb. Tins**

It is RICH, AROMATIC, DELICIOUS—prepared by a special process that removes all the chaff, parchment, etc. This costs us a little more ; but the improved quality and steadily increasing demand show the wisdom. Are you handling it? A trial will convince you.

S. H. & A. S. EWING, MONTREAL

CROCKERY

Our stock is complete and "up-to-date" in every respect. We are offering many new and exclusive lines in **DINNERWARE** and **TOILETWARE**

—— UNPRECEDENTED VALUES IN ——

CHINA—GLASS—SILVERWARE—CUTLERY

CUT GLASS — LAMPS — LAMP GOODS

MAIL ORDERS are given careful attention. If in doubt just name your price and allow us to supply our "Best Sellers." Our long experience enables us to know what the public likes best.—

THE JOHN L. CASSIDY CO., LIMITED, MONTREAL

Get our prices on CANNED

PINEAPPLES

SLICED
GRATED
CHUNKS
WHOLE

QUALITY VERY FINE 1½ & 2½ lb. tins

—ALSO A SNAP IN CANNED PLUMS—

THE EBY, BLAIN CO., LIMITED

Wholesale Grocers, TORONTO

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Galvanized Steel Front.

Merchants of Canada!

This Concerns You!

In many cases you are transacting business in premises whose interiors prejudice certain people against you.

You look at your ceiling and exclaim: "It's getting pretty black; I guess I'll give it another coat of whitewash!" The whitewash is applied and in a year's time there is the same "looking up," the same exclamation and—some more whitewashing.

When twelve more months have elapsed you decide to paper the ceiling. In seven or eight months you notice the paper is beginning to discolor, particularly in those parts directly over the lighting apparatus. The old question again crops up, but in a new form—"What shall I try?"

Now, it is because you have never come our way for relief that we come your way with the relief. **At half the expense it cost to originally put the plaster ceiling up, repair it, whitewash it, paper it, we will supply you with**

CLASSICAL METAL CEILING

used and endorsed by merchants in all parts of the country. This ceiling goes in sections and can be nailed to stripping placed over the plaster, or, if the building is in course of erection, can be nailed to stripping over the joists. By giving it a coat of paint when erected it will simply look "rich" and attract customers to your store.

When **Classical Metal Ceiling** is up it never comes down—till the building comes down. It needs no repairing and in the event of fire will prevent its spreading; the ceiling will not be ruined, neither will the water come through and destroy your goods—many a fine stock has been saved from fire and water by our ceilings.

Should you also put in **Metal Walls** and **Galvanized Steel Fronts** your insurance will shrink about one-third.

If you would like to say farewell to the whitewash bills, the black ceiling scenery, the rainy day wet spots and have something in their place that will, for all time, settle the ceiling question we can make you a proposition that will appeal with particular force.

Send us your name and address, the size of your store, what you are prepared to spend, and we shall send you designs of Ceiling suitable for your special case with prices and full particulars.

Don't Delay. Write To-day.

Metal Shingle and Siding Co., Limited, Preston, Ont.

HANSON'S

DRY COLD AIR PRINCIPLE
Makers of the Best Refrigerators
PRICES MODERATE

Write for a catalogue ; it will not cost you a cent, and may be the means of doubling your Refrigerator sales. Our cheapest goods have all Brass Trimmings. No Elm used in the construction of our goods. The cheapest made in ash and the better class in oak, lined with Galvanized Iron or vitrified enamel, insulated with mineral wool, automatic refrigerator traps.

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MONTREAL

EVERY USER OF TIN CANS

is invited to get ready for the coming season by ordering now.

You will make no mistake in placing your order with

The Acme Can Works

We have had your interest in view and have spared no expense in equipping our factory with the latest and best machinery for making cans. With our new building, which is now almost complete, we will be able to double our capacity of former years and will supply the ***best*** cans available—cans made from British tin plate of the best quality and best workmanship — ***Prices Right, Liberal Treatment, Prompt Shipments.***

Acme Can Works, - Montreal

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

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LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

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Invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B C. 4th and 5th Eds.

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This space $15 per year.

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Provision Merchants.
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Liberal advances on consignments.

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are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

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PROVISION MERCHANTS, LIVERPOOL,
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We sell cost, freight and insurance. Western Union Code.
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General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES.

James Methven, Son & Co., St. George's House, EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
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How often you hear the retail merchant say he would be perfectly contented in business if it were not for the credit system ! Did it ever occur to you that you can to a large degree eliminate the credit business by having a simple method of rendering accounts? Our

Monthly Account System

is recognized as one of the greatest agencies to this end. By the use of carbon paper the same writing makes your day-book entry and charges the items direct to the customer's bill. It is simple, accurate and time saving.

Then render your accounts monthly and you will be surprised at the results. It is the nearest approach to a cash business.

Write us for information.

THE Rolla L. Crain Co
LIMITED.
OTTAWA, CANADA.

BRANCHES and AGENCIES:—Toronto Office—18 Toronto St. Montreal Office—74 Alliance Bldg., 107 St. James St. Winnipeg Office—Sylvester-Willson Bldg. St. John, N.B.—Schofield Bros. Vancouver, B.C.—White & Bindon.

Customers are Gained by

Accurate handling of cash
Correct credit charges
Never asking a customer to pay a bill twice
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All these good features may be had by using a system that is of advantage to customers. An investigation of the system afforded by a National Cash Register will prove a good investment.

Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing and places you under no obligation.

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Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

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DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest — ***We have it.***

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
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Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
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164 King Street West, TORONTO

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
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Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

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The New One Will Suit You

You have had enough experience with the old counter check book to know that, while it serves, it is **not fully serviceable.** The

SPECIAL DUPLICATING

Counter Check Book

is an improvement on the old style in every important respect. Instead of one color paper all the way through, the new book has alternate white and pink checks. Original and duplicate entries are thus simplified.

Our Traveller will call on you if you wish

The Carter-Crume Company, Limited
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Why not handle the **Best Goods,**
That give you the **Best Profit,**
And that are the **Best Sellers ?**

That is

Capstan Brand Worcestershire Sauce

It Gives you 50% Profit

Ask your wholesale grocer for it or write us for prices

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OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

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JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

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JOHN FORMAN, - 644 Craig Street
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THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

Just along these lines
FOR FISH
You can get nothing better
FOR FOWL
FOR GAME
FOR a relish, to use with
COOKED MEATS OF ALL KINDS, SOUPS & SALADS,
HEALTHFUL AND APPETIZING, ADDS ZEST & FLAVOUR
- SHOULD BE USED THE WORLD OVER -
What? LEA and PERRINS' SAUCE

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VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

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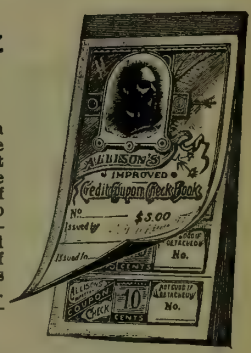
Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.



IF A MAN WANTS CREDIT

or $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

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C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.

Indianapolis, Indiana.

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Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

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Salt Manufacturers

Granted the highest awards in competition with other makes.

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Established 1871

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Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

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A NEW STORE AT SMALL COST

MAY BE HAD BY USING

WALKER BIN FIXTURES

IF you are going to fit up a grocery store, don't do it until you find out just what Walker Bins are.

your store is beginning to show signs of wear and tear, make a new one out of it by putting in Walker Bins.

you are getting a lot of damaged and soiled stock, get rid of it. You'll have no more if you put in Walker Bins.

They not only increase business, but give CHARACTER to it.

WRITE FOR ILLUSTRATED BOOKLET, "Modern Grocery Fixtures"

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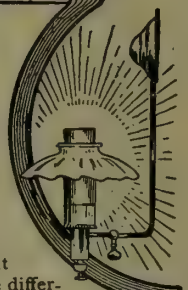

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Gives the light of 100 Candles and Costs less than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL

ELECTRIC POWER COFFEE MILLS

This cut shows one of the de signs we are making.

Fitted with ¼ H.P. Motor furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

BEWARE OF IMITATIONS

TWO BIG SELLERS

Maple Cream Hearts
Twin Block Pure Maple Sugar

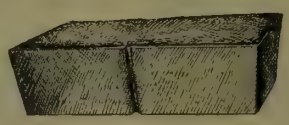
Maple Cream Hearts are pu up in Pails of 18 lbs. each, and sell for 20 cts. per lb.

Price Per Pail - ***$2.16***

(No charge for Pails)

Profit to Retailers on one Pail - ***$1.50***

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 ¾-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c sale; in handling this Sugar there is no weighing or waste

Price per Case - ***$3.00***

Profit to Retailer in one Case - ***$1.00***

We are the originators and sole patentees of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify ***Twin Block Maple Sugar*** and ***Maple Cream Hearts*** and you will get the genuine.

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.

Have you tried the tea that is making such a name for itself on account of its superiority?

MOTHER'S FAVORITE

"MELAGAMA"

is the name. Are you the man that handles it? There is a larger profit, pleased customers and better terms for you, if you do. If you don't, better let us send you along particulars.

MINTO BROS., (See prices on last page.) TORONTO

GREIG'S

White Swan

JELLY POWDERS

FLAVORING EXTRACTS

and

CAKE ICINGS

ALL TRUE FRUIT FLAVORS

Goods that the most exacting housewife can always depend on. Goods that are absolutely pure and good. Goods, too, that give the dealer a nice profit.

THE ROBERT GREIG CO., Limited
White Swan Mills
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ALL SOLD!!! THE FIRST CONSIGNMENT FROM ENGLAND OF

HOLBROOK'S VINEGAR

Strongest PURE MALT in 25 gallon casks and Quart Brandy shaped bottles

is now SOLD. Orders for the second consignment leaving England on May 19th will be received up to May 12th. WE ONLY SUPPLY the strongest English Pure Malt Vinegar. A guarantee with every invoice. Write immediately for prices to **Holbrooks Limited, 28 Front St. E., Toronto.**

Choice Line of
Bulk Pickles

We are offering an extra fine line of mixed bulk pickles, at an attractive price, worth looking into.

A varied assortment of high-class bottled pickles—for instance,

"GILLARD'S PICKLES"

Have you offered these to your customers yet?

W. H. GILLARD & CO.

WHOLESALE GROCERS

HAMILTON

PINEAPPLE

Singapore goods in heavy syrup

1 lb. chunks or cubes, a shilling line

1½ lb. chunks, a 15c. line

2 lb. whole, a 20c. line

1¾ lb. sliced or grated, a 25c. line

We recommend these goods

LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON, - ONT.

RAYON D'OR

THE FINEST PURE OLIVE OIL OF THE MARKET

A quick seller. A pleasure to use.

MENGERT CAGNOLI & CIE

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FOR THE SPECIAL SPRING AND EXPORT GROCER

Copy for your advertisement is required at once. Do not delay. The earlier your advertisement is received the better attention can be given to appearance and position.

Send in your copy direct to

THE CANADIAN GROCER

10 FRONT STREET E., TORONTO, ONT.

SUMMER TRADE

The approach of the Summer Season will create a brisk demand for ***Pickles.*** Our range is complete.

Crosse & Blackwell's — **Cillard's**
Williams Bros. & Co's — **Heaton's**
Flett's — **Hannah's**
Rowat's — **John Bull**

Also 1, 2, 3, and 5 gallon pails **Sour Mixed, Sweet Mixed** and **Chow.**

JAMES TURNER & CO., HAMILTON

WHAT DO YOU READ?

Reading matter is a great gift to mankind. It is the choice inheritance of the age. Observation, reading, thinking; these three should go hand in hand and when they do, **then the man who reads widely has a weapon placed within his hands before which the man who does not read may well tremble.**

THE BUSY MAN'S MAGAZINE

contains the cream of the world's current literature condensed for busy people, besides giving its readers clever character sketches of the men who are developing the resources of the Dominion.

THE BUSY MAN'S MAGAZINE

IS A SUCCESS

Unsolicited comment from one reader—we have many similar letters. They arrive daily.

McDONALD & MURPHY, Saskatoon, Sask.
Plumbers, etc. January 16, 1905.

I received copy of **The Busy Man's Magazine** for which please except thanks. I lost the blank order, so take this means of ordering it for one year. I think it is the best magazine I have seen. No truck in it. W. MURPHY.

Send for Sample Copy

The MacLean Publishing Co., Limited
MONTREAL TORONTO WINNIPEG

Tartan BRAND

The Sign of Purity

Specials in **Maple Syrup**
" **Canned Goods**
" **Prunes and Figs**

Wagstaffe Fig and Lemon Marmalade
IN GLASS, IS DELICIOUS

Phone **596,** *our expense, for particulars.*

BALFOUR & CO.

Wholesale Grocers
HAMILTON, ONT.

PROSPECTS OF TRADE WITH JAPAN

By Alex. MacLean, Canadian Commercial Agent

In proportion to its population Japan does not offer much of a bacon market. That product is on sale, however, and conspicuously displayed on the counters and in the windows of leading Japanese as well as foreign provision dealers. The brands thus offered are from Kansas City, Chicago and England. There may be some Danish. Reference here is to bacon and hams cured and in canvas. There is some in tins, as there is of almost every tinned product, but in that form it is scarcely of importance. Imported bacon is retailed here at 65 yen (32 1-2 cents); and ham at 60 yen (30 cents) per pound. The Canadian Grocer on the subject of bacon production, says that the Canadian bacon hog under general conditions costs five dollars per hundred pounds on an average. The question then is suggested: Is the margin sufficient to put the Canadian article here in competition?

Imports Fall Off.

In 1903 and 1904 the importation of ham and bacon was as follows:

1903...150,756 lbs., value $26,912
1904...112,829 lbs., value $18,887

To this invoice value add a cent per pound for duty, and the cost to the importer will appear to be about 18 cents, to which must be added the cost of transportation. The cause of the falling off in 1904 compared with 1903 is said to be Japanese production, which has made its appearance within the last two or three years. In the matter of these products of pork the Japanese are imitating, as they cleverly do in so many lines of production and manufacture. They appreciate the advancing taste for pork in its various forms, and would not be attracted by the industry unless increasing consumption promised them a fair prospect of returns.

During the nine years beginning with 1896, the highest importation was 186,868 pounds, at the invoiced value of $29,700; and the average value for the nine years, with the duty added, without transportation, would be about 17 1-2 cents.

The Bacon Industry.

The centre of the pork curing industry in Japan is at Kamakura, near Yokohama. There are five so-called factories, two of which are extensive. These five concerns supply the greater part of the home demand. Well known provision dealers say that the native product in ham and bacon is of a very fair quality, and that more than ten pounds of native to one of foreign are sold. The demand is a growing one amongst the Japanese; and foreign residents buy the native article because of its cheapness, and being fairly good. It goes too amongst ship supplies for merchant and navy vessels. It is almost incredible that this bacon and ham should be sold for half the price of the imported article; but that is the case according to prices asked.

By the time Alberta and British Columbia are in a position to export bacon there will doubtless be some inducement to exploit the Japanese market.

Canned Salmon.

Canned salmon was imported and in demand during the war with Russia, but since the declaration of peace there is practically none imported, for the reason of unsuitable price for this market, and strong competition by the domestic canneries, although the quality of the imported canned goods is higher. Canned fish of any kind is not very commonly used in Japan, unless by the people of the interior who find it more convenient than transporting the fresh fish.

Since the close of the war, the price of canned fish has fallen as low as 8.50 yen per case of 48 one-pound tins for the red cohoe (which is considered here to be better quality than sockeye); and yet the domestic production outbids it. The prominent dealers here say that no more canned salmon will be imported at any price for the present, because of over-importation for army and navy supply consequent upon the sudden closing of the war.

Salted Salmon.

The demand for salted salmon is almost unceasing in this country, and the trade is extending into Korea and Manchuria. The business last year in salted salmon alone of one firm reached the bulk of 8,000 tons, which, however, was to some extent on war supply account. Twenty-five per cent. of this was bought of the commission merchants in Yokohama. This would be from Canada and the States mostly. Thirty per cent. came from Hokkaido or Northern Japan, and the remainder was the production of Alaska and the Russian Coast.

The firms in this line of business are unanimous in assenting that dog-salmon (not dog-fish) as an article of food for the people of Japan has "come to stay." Being acceptable from the standpoint of taste or palatableness, it has the merit of comparative cheapness; it is therefore assured to continue to have the most important place in the imports of fish. The cohoe comes next, then the silver, and next the pink—that is, of the salmon family.

Japanese Industries.

An estimate of manufacturing industries in this country may be made from the change that has taken place in the classes of goods for export during the last ten years. During 1904 the value of manufactured goods exported, amounted to $35,700,000; that of commodities manufactured in part to $72,350,000; and that of raw products to $19,750,000. Compared with the conditions ten years ago, the value of raw products shows an increase of 92 per cent., while the increase in the value of manufactured goods is 216 per cent. and of articles partially manufactured 172 per cent.

The total number of factories in operation last year was 8,274, of which 3,741 were using motor power. Compared with the preceding year, the number of factories using motor power showed an increase of 38 per cent. Factories using steam power numbered 2,205; those using water power, 1,004; those using both, 107; electric power, 86; those using gas, 123; those using oil engines, 165.

The total number of operatives employed in the factories throughout the country was 483,839 at the end of 1904. Of this number, 182,404 were males and 302,435 females. Of the male operatives, 173,820 were above 14 years of age, and 8,584 under 14 years; and of the female operatives, 269,051 were above 14 years. The majority of the females are employed in spinning and weaving, which are among the principal Japanese industries.

VLADIVOSTOK MARKED FOR CANNED GOODS.

The American commercial agent at Vladivostok, Roger S. Greene, writes that there is a very fair market there for canned fruits and vegetables and for dried fruits, as well as for canned meats, crackers, etc. The amount of coffee used is not large. A great deal of tea is consumed, but it is bought direct from China.

At present there is no duty on goods of any kind entering that port, except a charge per gross weight, amounting to one-half cent per 36 pounds, on canned goods, etc. There are excise taxes, but they are levied only on spirits, malt liquors, honey, yeast, tobacco, matches, sugar and kerosene. It is possible, perhaps probable, that a customs tariff will be imposed at Vladivostok before long, but it is impossible to say now when the question will be settled. The final decision will be made by the new Parliament of the Empire. The principal difficulty is to get into relations with a house at Vladivostok, as most of the prominent merchants have their connections already established.

MR. CATELLI HAS SAILED.

C. H. Catelli, the honorary representative of the Canadian Government to the Milan Exhibition, left Montreal Monday of this week, leaving for Italy via New York on the Italian Navigation Company's liner Cecilia.

WINDOW AND INTERIOR DISPLAYS

THE IMPORTANCE OF WINDOW DRESSING.

Like almost all other things, window dressing is not as difficult as it looks. Frequently one takes it up for some special day and continues it because of the excellent results it brings. Trade is fickle to a certain extent, and all sorts of plans must be devised to secure the attention of buyers, but an enterprising dealer will bring buyers in plenty by adopting devices which will appeal to purchasers everywhere the same.

Catching an Idea.

Perhaps there is going to be some special celebration in your town this Summer, or in your vicinity. If there is, never fail to make use of such an opportunity. It will add to your prestige and will assist materially in advertising your business. Make your window decorations suitable for these special occasions and you will establish a reputation for enterprise which cannot be beaten.

Making a Beginning.

Get busy and there will be many things which will be used with a good deal of profit by every dealer who begins the work in earnest. It is not so difficult as it looks, and the dealer who undertakes to do as well as he can will end with doing much better than he expected and his business will improve accordingly.

What the customers want is a good, clean store, fair prices, good service and good quality. That is the kind of competition which is really hard to meet.

DON'T BE AFRAID TO SPEND MONEY FOR FIXTURES.

There are a lot of prosperous grocers who owe their success to the fact that they never allow themselves to get into a rut. There are a lot of others who are satisfied to do business with the same facilities that they enjoyed since they went into business, and while they may continue to make money, they do not, as a rule, forge to the front and reap the big returns that frequently come to the one who is willing to risk some of what he has in order to broaden out and handle more trade than he is now doing.

If you are not doing as much business as you think you ought to, or as you know you would like to do, think it over and see if you cannot get this increased trade by expending a little money on your store and especially on your store fixtures.

AN EXTREME NOVELTY.

Dealers in search of some unusually striking means of attracting attention to a special window display might try the device here described, which was recently utilized with success by a dealer in a large American city.

A four-foot, 2x8, plank has been taken and a triangular piece sawed from one end, so that when the square end was propped inside the window and the plank inclined against the plate glass at an upward slope of 45 degrees, the sawed end rested plumb against the inside surface. The triangular piece that was sawed off was then glued upon the outside of the glass in such a manner that it appeared as if the end of the plank had been shoved clear through the window.

The apparent break was then made more real by gluing numerous slender pointed strips of really broken glass, in the shape of an irregular, many-pointed star, on the inner surface of the pane, the centre of this star being, of course, the apparent hole.

The result was realistic in the extreme. When a person caught sight of the window they began to wonder how the plank happened to have dropped against the glass. Then they switched to wondering if the plank had been left as it fell to save the shattered window from completely capsizing.

Many persons crossed the street for a nearer inspection. Even after they reached the window it was half a minute before the truth dawned upon them. Then, when they saw that the whole thing was a scheme to draw their attention they couldn't refrain from taking a look at the goods in the window. It certainly was a good idea for attracting attention.—Ex.

A STORE WITH AND WITHOUT FIXTURES.

Comparison is an excellent way to determine the merit of an article. Are store fixtures a paying investment? To determine this, conceive, if you can, a store without fixtures.

As the store is approached it is observed that there are windows, but these windows are apparently for light only, as nothing is displayed in them, and therefore no interest is excited for the store in the mind of the customer while he is upon the walk in front of the store. Entrance into the store becomes necessary before there is any interest in the stock. And unless the customer enters the store the stock inside does not arouse any interest.

The store with show windows, well trimmed, has an immediate and distinct advantage over the store without them. A store to-day without show windows is similar to a roadman without samples. A store without fixtures is difficult to conceive of.

Nearly every merchant makes some attempt to supply something in store fixtures. But think of one, if you can, absolutely without them. The windows are uninviting. Entering the store, shelving and counters are the only method of showing the stock. No showcases are in sight, either counter or floor. No stock is shown upon the ledge because there are no fixtures upon which to display them. Piece goods are in the shelves, notions in the boxes, everything out of sight. Such a store has a restful appearance, but it is the rest of the dead—dead stock. Everything must be asked for. The customer desires a paper of pins. She must ask for a clerk before the stock can be shown. So in regard to every notion article and indeed in regard to every article in the store. You do not observe the customer walking through the store looking into showcases and examining merchandise shown in display with show cards attached. Think of a 10-cent store in which nothing was displayed! It is impossible to do so.

Contrast the store without fixtures with the store with fixtures. The latter has its windows attractive with displays of interesting merchandise. The fixtures lend attractiveness to the merchandise. A nickel display arm showing an inch or two beyond a piece of goods increases the value of the goods. Within the store with fixtures has a lively appearance. In contrast to the store without fixtures are floor showcases, immediately in front of the customer as she enters. These are filled with fancy goods and notions, merchandise is displayed upon the counters, fixtures being liberally used. Also upon the ledges, on tables, and everywhere some article or piece of goods is displayed or draped in an attractive manner. The public enjoys trading in a store that is lively. Goods displayed contribute to this effect. For displays fixtures are necessary.

WHO SHOULD BE BOSS?

Once upon a time a youth who had commenced to navigate the sea of matrimony, went to his father and said, "Father, who should be boss, I or my wife?"

Then the old man smiled and said, "Here are 100 chickens and a team of horses. Hitch up the horses, load the chickens into the wagon, and wherever you can find a man and his wife dwelling stop and make inquiry as to who is the boss. Wherever you find a woman running things leave a chicken. If you come to a place where the man is in control, give him one of the horses."

After seventy-nine chickens had been disposed of he came to a house and made the usual inquiry.

"I'm boss of this ranch," said the man.

"Got to show me."

So the wife was called and she affirmed her husband's assertion.

"Take whichever horse you want," was the boy's reply.

So the husband said: "I'll take the bay." But the wife didn't like the bay horse, and she called her husband aside and talked to him. He returned and said, "I believe I'll take the gray horse."

"Not much," said Missouri. "You'll take a chicken."—San Francisco Chronicle.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

A POTATO AD.

It is seldom one gets the privilege of reading an advertisement on potatoes. But, as is the case with soap, cigars and tobacco, and confectionery, there is need for a stimulus in the average grocery store along this particular line.

* * *

The Maple Leaf Grocery is situated in Fort William and their ads in the Times-Journal, as a rule, make good reading.

* * *

This ad on potatoes calls up a fact well worth noting here—the western grocer excels in specialty advertising.

* * *

Going over Winnipeg, Vancouver and Calgary papers, a grocer's ad is seen here and there on the subject of flour, tea, butter, etc.

* * *

In Ontario papers the single-theme small ad is on the increase, but in the Maritime Provinces there is almost a complete dearth.

* * *

Size up the lines in your store that really need advertising and be sure to advertise them—by themselves.

"OFF SIDE."

It is a peculiarity of merchandizing that one side of a street is often more lucky than the other in getting its share of profitable pedestrianism.

* * *

A grocer in one of our middle-sized cities was convinced that his trade was suffering from an attack of the "off side." He spoke to grocers farther up the street and most of them admitted that the other side had the people.

* * *

Grocer No. 1 advised concerted action and as a result of discussion they evolved this scheme :

* * *

All the grocers on the north side at a given time placed in their windows a large bulletin with the words, "This is the bargain side." Then on a certain day they all cut a cent or two.

* * *

This scheme proving very successful, they hired a man to parade the north side of the street and give away coupons entitling recipients to a rebate.

* * *

As long as the "north" grocers had an attraction they more than held their own. In time they equalized things. Which side of the street are you on ?

THE POSTAL CARD.

Few grocers use the postal card as a business getter. Yet it affords an inexpensive and effective mode of keeping in touch with the people.

Being first-class mail it is sorted with the letters and therefore goes on its journey without much delay.

* * *

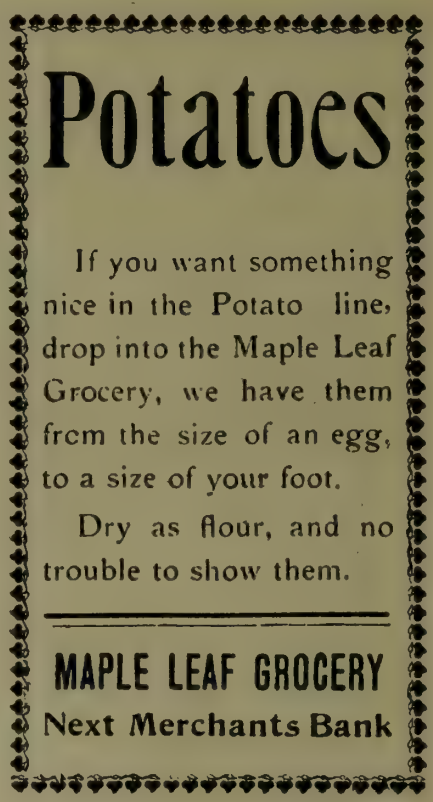
While the postal is small, there is sufficient room on it to give seasonable notes and hints.

* * *

About the price ; a thousand circulars in envelopes cannot be turned out much under $15. One thousand post cards would cost about $12.

* * *

In towns where there are no newspapers the post card especially recommends itself.


Potatoes
If you want something nice in the Potato line, drop into the Maple Leaf Grocery, we have them from the size of an egg, to a size of your foot.
Dry as flour, and no trouble to show them.
MAPLE LEAF GROCERY
Next Merchants Bank

CATCH LINES.

Have good catch lines on your ads. They play an important part in securing the reader's attention.

* * *

Catch lines should be thought out, though sometimes excellent ones are obtained through a flash of the mind.

* * *

Humorous catch lines, as a rule, have proven to be a failure. The same can be said about enigmatical lines.

* * *

A catch line to be a success should be strong and suggestive, complete in itself and yet be merely the forerunner to a talk. It should seldom be long and never bourgeois.

WHAT ONE GROCER DID.

One of the cleverest ways of meeting retail catalogue competition and holding home trade is to advertise three or four articles, delivered from your store or at your store, and side by side, using the "deadly parallel" with telling effect, the same articles priced from the retail catalogue, says the Commercial Bulletin.

It is not a hard proposition to do. The retail cataloguer does not carry everything advertised. Large as their stores are, they would be glutted to the roof with goods.

When orders for a certain line are received the city buyer starts out to buy the goods. The quality is nothing compared with the average purchase of your jobbing house and the price that is made is also higher than your jobber pays.

Now to this price must be added freight, some profit, for the retail cataloguer always makes a profit, and boxing charges. You have the goods in your store and you can beat the price and in all probability knock the spots off on quality.

Of course you are in business for the profit that you make, else you would better join the police force. But when the time comes that you can drive a nail square into the head of the retail catalogue merchant, you are missing your calling if you fail to take advantage of the opportunity. And you can do this not once, but every few days, until the people of your town and the farmers round about will be talking about it.

Take down the catalogues, wrap them up and take them home with you tonight. After supper put on your slippers and sit down for a thorough examination of the catalogues. You will be surprised to find that there are so many vulnerable points, so many places where you can get in a swipe at the catalogue man, to your advantage and the credit of the town.

Buy advertising space and tell about your discovery—side by side. Make prices to beat the catalogue — if you cannot, put it up to your jobber to help you out.

Here is a sample of a fighting firm, Wm. Bunting & Sons, of Albee, S.D. : —— & Co., Chicago, Ill.

Sold to Mr. ——, Albee, S.D.

25 lbs. choice Santos at 20c.	$ 5.00
25 lbs. rolled oats at 3c.	.75
10 lbs. tapioca at 5c.	.50
15 lbs. Jap. rice at 6c.	.90
15 lbs. fair prunes at 6c.	.90
19 lbs. seeded raisins at 10c.	1.90
25 lbs. choice apricots at 11c.	2.75
Freight charges	.76
Total	$12.46

Bunting & Sons say :

"All we ask you to do is to bring us the order you intend to give to —— & Co., or any other supply house, and

we will demonstrate to you that we can fill the order with exactly the same goods and for considerable less money; besides, you can see the real article you are buying, and not only a small sample. To illustrate: The above bill of goods has been bought by a certain party believing he was doing the right thing, and that he was getting the profit the local dealer would otherwise have.

"We are here to make a little more than a living and do not sell for cost. At the same time we can fill the above invoice to perfection for even $11, and at that we shall give you good prunes at 6c., while —— & Co. only promise you 'fair prunes.' We assure you that we can save you 8 per cent. —— & Co. want cash and no discount allowed. We are satisfied with your produce, your cash, or, if party is good, we are willing to book it during the Summer months without any additional charge."

A. A. B.

BUSINESS CHANGES.

J. W. Wight, sausages, etc., Ottawa, Ont., assets sold.

Robt. Hanson, grocer, Russell, Ont., assets seized for rent.

David Allan Millar, general merchant, St. Laurent, registered.

Johnston Bros., grocers, Barrie, Ont., sold to Thos. Lougheed.

V. L. Tasse & Co., grocers, Montreal, Que., have compromised.

Norman Millar, general merchant, St. Laurent, Que., registered.

Carson & Heasman, grocers, Barrie, Ont., sold to E. J. Armson.

J. M. Grant, baker, Balgonie, Sask., business advertised for sale.

Hughes & Ford, grocers, Boissevain, Man., stock damaged by water.

W. Bate, general merchant, Lakefield, Ont., business advertised for sale.

Hendry & Davis, grocers, Brandon, Man., succeeded by Hendry & Co.

Vaillant & Lamarre, grocers, Montreal, Que., have dissolved partnership.

Dale Bros., grocers, Shawville, Que., have been succeeded by H. A. Hodgins.

L. P. Forest, groceries and liquors, Montreal, Que., sold to A. B. Maloney.

E. Limoges & Co., grocers, Montreal (St. Henry), have dissolved partnership.

John K. Goodfellow, general merchant, Elmwood, Ont., has assigned to Richard Tew.

W. J. Hampton, confectioner, Dominion City, Man., has sold out to T. H. Jones.

R. McLean, general merchant, Rainy River, Ont., has sold out to S. McDonald.

Walter Bros., general merchants, Atwood, Ont., have sold out to L. J. Sinclair.

J. Albert Long, grocer, Montreal, Que., has assigned to J. M. Marcotte, assets sold.

R. W. Orkney, general merchant, Lloydminster, Sask., advertising business for sale.

Sager & Campbell, bakers and confectionery, Brantford, Ont., dissolved, Mr. Sager retiring.

Houle & Pregent, grocers, Chateauguay, Que., dissolved, succeeded by J. O. Houle & Co.

G. Thorsteinsson, general merchant, Gimli, Man., stock advertised for sale on the 3rd inst.

L. J. Treble & Son, grocers and bakers, Crystal City, Man., sold out to Richard & Pearce.

Furtney & Oliver, grain, coal, flour and salt, Burford, Ont., dissolved partnership, Mr. Oliver retiring.

A. M. McKay & Co., general merchants, Halbrite, Sask., succeeded by Saskatchewan Distributing Co.

CANNED GOODS FOR MEXICO.

Consul Worman, of Three Rivers, advises that the Canadian agent in Mexico reports a fair opening there for canned goods, and comments on the canned corn lately sent to Mexico from Canada. This leads Mr. Worman to make the following suggestions:

"As the United States is a notable producer of sweet corn, and among the wealthiest Canadians, American canned goods are preferred, it would seem as if the Mexican market should be carefully watched by American canners. Many mining and construction camps depend almost altogether on imported canned goods, and with the vast growth of such enterprises in Mexico this next door neighbor's wants should be supplied ere the Canadians take the market from us with their growing canning industry and a new Canadian steamship line direct to Mexico."

LOSS OF WINE IN CALIFORNIA.

In a letter from California to White & Co., Toronto, it is stated that little damage was done to the fruit crop, but the earthquake and fire caused the loss of large quantities of wine, which will be replenished from the present season's crop of grapes, also prunes, from which wine is largely made. Apricots are extremely short again. Peaches, plums and prunes are doing well, also pears and grapes promise a bountiful crop of superior quality.

BUILDING IN CANADA.

Building operations in Canada last year are treated of in the April number of the Labor Gazette, and the statistics collectable for twenty-nine cities and towns are submitted, showing on the whole considerably more building activity in 1905 than in 1904.

One very noticeable feature is the lack of uniformity in the municipal reports. If the municipalities throughout Canada would take concerted action to provide for uniformity in the preparation of reports their statistics would be of some value. As things are now figures submitted by municipalities are of very little use for the purposes of comparison. In many towns in Canada building permits are not issued, in others no record of values is kept. Then where the records are kept, in one place a single permit may represent 40 houses, and in another a permit may be required for every dwelling.

The following figures show as far as possible the extent of building operations in 1904 and 1905:

City.	Permits.	Value 1905.	Value 1904.
Winnipeg, Man.	4,122	10,829,300	9,809,900
Montreal, Que.	1,694	5,590,698	3,651,164
Toronto, Ont.	3,753	10,347,915	5,896,120
Ottawa, Ont.	.....	1,534,000	1,126,000
Vancouver, B. C.	940	2,703,000	2,004,131
Glace Bay, N.S.	.....	40,000	.....
Hamilton, Ont.	680	1,511,382	906,205
Halifax, N.S.	320	.....	.....
St. John, N.B.	107	38,105	.....
Hull, Que.	.....	138,000	.....
Peterboro, Ont.	.....	409,000	.....
Niagara Falls, Ont.	.....	497,920	.....
St. Catharines, Ont.	.....	400,000	292,000
Brantford, Ont.	259	196,398	179,100
Guelph, Ont.	.....	355,000	.....
Berlin, Ont.	.....	346,700	221,700
Stratford, Ont.	326	373,412	.....
London, Ont.	.....	439,650	.....
St. Thomas, Ont.	.....	444,492	Much lower.
Chatham, Ont.	.....	336,161	.....
Windsor, Ont.	.....	275,000	Almost same.
Brandon, Man.	189	408,645	413,273
Calgary, Alta.	.....	838,829	880,193
New Westminster, B.C.	.....	195,000	85,000
Victoria, B.C.	.....	554,250	400,000

NEW SALMON PACK PRICES.

The Columbia River Packers' Association and other packers on the river have announced their opening prices on the 1906 pack of Columbia River chinook salmon, at an advance of 5c. on talls and flats and 10c. on half-pounds over last year's initial figures. The quotations f.o.b. coast are, on fancy, talls $1.50, flats $1.60; half-pounds $1 and $2.20 on ovals, with 5 cents a dozen added for key-opening cans. On standard $1.15 is quoted for talls, $1.25 for flats and 85c. for half-pounds. In view of the probability of a small pack on the Columbia River, and considering the strong situation in salmon generally the trade seemed to look upon the new prices as being moderate, and many were agreeably surprised.

PROGRESSIVE RETAILING

WHERE TO GET THE PROFITS.

One of the secrets of success in the storekeeping business is in knowing where to put the profits.

Marking a level per cent. of profits on all kinds of goods will not work out right, as many merchants who have tried will testify. The merchant who succeeds has his "leads" and "drives" which he sells possibly at cost and possibly at less. Staple lines, too, are usually sold on a close margin. It is on those goods which are not exactly like his competitors, and on those the value of which it is most difficult to judge that the shrewd trader makes his money.

A Good Reputation.

The problem which is constantly before the merchant is how to get a reputation for selling cheap, at the least expense. It is not so very hard to get the reputation, but where some men make money is in knowing how to get the reputation without making the cost too high. They do this by knowing how to adjust their profits. The cheapest way to get a reputation for selling cheap is by buying for leaders well known articles not usually bought in large quantities. Such, for instance, are wide sheetings, table oil cloth, standard baking powders, carpet warp, rubbers, overalls, etc. Bargain prices on coffee, sugar, prints, etc., will bring the business all right, but they make very expensive leaders. They make up such a large portion of the sales in most general stores that it chops out a big hole in the profits to break the price of them.

Small Notions.

Staple lines in small notions sold uniformly at very low prices is one of the best advertisements a store can have. Women, especially, are quick to notice a cut price in such things as pins, needles, pencils, thread, combs, toilet soap, pearl buttons and curling irons.

Give Prominence to Leaders.

A merchant should buy goods especially for leaders, and these should be of a kind not easily duplicated from his competitor's stocks. A drive in 10 cent goods is always effective. Most merchants find that the medium grades of merchandise will stand a better per cent. of profit than the highest or lowest qualities.

LIVE AND LET LIVE.

It is not always good policy to pay too much attention to your competitor, but it is always wise to pay strict attention to your own business. You cannot give your business too much of your personal attention, unless you have clerks who are better posted, more agreeable, and better salesmen than you.

Looking Ahead.

Every merchant should build for tomorrow and the day after, rather than for to-day alone.

Satisfy your trade. There is nothing like it, and when you have accomplished it you will have made strides toward success.

Study to Oblige.

Give your customers what they ask for if you have it; if not, tender something else, but not invariably with the assurance that "it is just as good." Better yet, if the demand is not immediate and urgent, and a few days later will do just as well, promise to send for the goods or article wanted. And then send for it post haste. You cannot strive to please too much.

Cutting Dangerous.

When you have built up a trade on this basis you will be less liable to lose it to a newcomer, and losing a trade that you have worked and slaved for is exasperating and discouraging. It is your trade and you should be able to hold it. Do not cut your own throat in trying to meet competition if the competitor is selling goods at a loss. The only gainer in this kind of a fight is the third party, the general public, that is, for the time being, but in the end the competitors will sacrifice themselves on the altar of competition for the benefit of a newcomer who will grab the trade after the receiver has disposed of the warring merchants and their stocks.

Think Well First.

The homely old saw, "Live and let live," older than the hills, is yet worthy, now and then, of consideration. Think it over when you have about decided that it is time to rip things "wide open."

Boomerangs are nasty things. "Push trade," said the prophet, but, he added, "do not push it at the expense of your pocketbook, your bank account or your family."

A PERCENTAGE SYSTEM OF DOING BUSINESS.

A percentage system of doing business offers advantages to a business man, whether manufacturer or retailer, for it gives him a track on which to run his business, and a time schedule with which he must keep up. It fixes the mark at which he is striving, a certain reward for his work, or profits at the end of the year, and it guides him in buying and selling his goods during the year. Percentages in various enterprises differ, and for a general illustration a theoretical case may be taken, and business men may adapt it to their own conditions.

Figuring it Out.

In a retail store let the total volume of business be 100 per cent. Let it be divided into profit at 10 per cent., cost of operating, or selling goods, at 20 per cent., and 70 per cent., the cost of stock. Profit is the vital point to the retailer. He must earn enough money from his business to secure for him a reasonable living. If he wishes $2,000 a year in profits, and estimates his profits at 10 per cent. of his volume of business, he must do a business of $20,000 per year. His 20 per cent. for operating, or selling his goods, will allow him $4,000 a year for that purpose upon a basis of a business of $20,000 a year, and then allowing 70 per cent. for stock, he will have $14,000 with which to buy goods. This divides his annual business as follows: $14,000 cost of stock, $4,000 cost of selling goods, $2,000 profit.

Basis for Reckoning.

The percentages may differ, according to the nature of the business, but the system will apply to any business. A retailer or manufacturer must secure his own percentages and fix them according to his own judgment. He may secure a basis for reckoning by taking the total volume of his business for the previous year, and then figuring the percentages of profit, operating expenses and cost of stock. Naturally he looks upon his percentage of profits as the most important item.

Keeping up to Standard.

Having made up this table of percentages, he has a guide for buying and selling, and running his store. He has a mark at which he is striving, a certain profit at the end of the year, and he regulates his business accordingly. He does not worry and guess what profits his books will show at the end of the year. He has in mind a certain profit which his business must bring if managed rightly, and he devotes his energies to managing it rightly. He allows a certain percentage for new goods and a certain percentage for expenses, and he fixes them so that he will get a certain profit, of which he is ambitious.

An Illustration.

An ingenious illustration of this percentage system in minute detail may be worked out on paper. Consider an article that retails at $2—a hat, shoes, gloves, a razor or any other article. Let its cost be estimated at 70 per cent., or $1.40; the cost of selling it at 20 per cent., or 40 cents, and the profit on it at 10 per cent., or 20 cents. This brings the seling price to $2.00. To get a profit of $2,000 a year a retailer must sell 10,000 of these $2 articles, or $20,000 worth.—F. A. Gannon in Ad Sense.

BOWSER SAFETY PUMPS.

The illustrations on this page are all from photographs of the store of G. W. Spaulding a well-known grocer of Lexington, Mass. Mr. Spaulding is a merchant who, in the course of a year, handles a great deal of kerosene and gasoline. He kept these oils in metal faucet tanks and considered these tanks good enough for the purpose, and they did seem to answer very well until one

The Ruins after the Explosion.

day, late last Fall, a fire visited his store. Just when the firemen had it well under control, there was an explosion, the fire broke out with renewed vigor and the ruin was complete. One of the oil tanks had become too hot and blown the end out, and the oil was scattered all over the burning building. How complete the ruin really was is shown in the first picture.

When Mr. Spaulding rebuilt, he naturally paid considerable attention to the question of oil storage.

The second picture shows the Bowser pumps he then purchased and installed. He now has what might well be considered a model arrangement for handling the several oils. Briefly stated, this equipment is as follows :

The entire outfit was manufactured by S. F. Bowser & Co., Fort Wayne, Ind. There are two five-barrel, heavy galvanized steel tanks, buried under ground, one for gasoline and the other for benzine. These are connected by means of 1¼-in. galvanized iron pipe to the Bowser self-measuring long distance pumps, which pumps are located just outside of the building, in Bowser fireproof cabinets.

In the cellar of the store will be found one fifteen-barrel tank for kerosene, and a two-barrel tank for astral oil. On the store floor, almost directly above the tanks, are the pumps for these two oils. The two cellar tanks are constructed of galvanized steel, double seamed and soldered, and are then encased in strongly built, handsomely grained wood cabinets. They are furnished with lead bottoms and are guaranteed to remain in perfect working order for fifteen years.

All of the pumps are of the self-measuring type, are adjusted to measure at one stroke, gallons, half gallons or quarts, as desired by the operator.

S. F. Bowser & Co. manufacture oil tanks of any capacity, in any style, for all kinds of oils. They present an economical, clean, safe arrangement for handling the oils; they pump and measure the oils at the one operation in the least amount of time and with the minimum labor. They automatically compute the money value of the fractional parts of a gallon drawn, or enable the operator to determine at a glance the amount of oil to be drawn for a certain price.

The outfits, it is understood, are guaranteed proof against loss from evaporation, leakage or waste, are guaranteed safe under all conditions, are highly endorsed by fire boards, and meet every requirement of the insurance companies.

The Bowser Fireproof Cabinets.

COMPANIES INCORPORATED.

Provincial charter has been granted to Telfer Bros., Limited, to carry on and prosecute the business of general wholesale grocers and provision merchants and also the manufacture of biscuits and confectionery. The share capital of the company to be one hundred and fifty thousand dollars divided into one thousand five hundred shares of one hundred dollars each, the head office of the company to be at the town of Collingwood, and the provisional directors of the company to be Frank Foster Telfer, Herbert Young Telfer, Frank Hartley Telfer, Herbert Arthur Telfer, Arthur Haight Cuttle and Harry Sinclair Kirkland.

Provincial charter has been granted to Canadian Apple Exporters, Limited, to manufacture, purchase, or otherwise acquire, hold, own, hypothecate, sell and assign and transfer, transport, export and forward or otherwise dispose of, cure, dry, preserve, pack, re-pack, trade, deal in and with fruit, dairying, poultry, farm and fish produce and the by-products thereof, and all articles entering into the manufacture thereof, and the sale and disposition thereof, and generally to carry on the business of transporters, wharfingers, exporters, manufacturers of and dealers in fruit, dairying, farm and fish products and of by-products thereof, and in connection therewith to acquire by lease, license, purchase or otherwise trade marks, trade names, labels and designs and hydraulic, electric or other power, and to utilize the same and dispose of any surplus power, with incidental and subsidiary powers. The share capital of the company to be forty thousand dollars divided into eight thousand shares of five dollars each, the head office of the company to be at the town of Trenton, and the provisional directors of the company to be Walter Havelock Dempsey, Albert Brooks Arnott, John Starley Dench, William Peck and George Amy Labey.

Provincial charter has been granted the Cuban-Ontario Fruit Company to carry on the business of a land company with incidental powers and usual restrictions. The share capital of the company to be forty thousand dollars divided into four hundred shares of one hundred dollars each, the head office of the company to be at the city of London, and the provisional directors of the company to be Albert Samuel Hopper, William Gibson, William Charles Myers, Leslie Myers and George Karn Bradshaw.

Provincial charter has been granted to the People's Bakery of Peterborough, Limited, to carry on the business of wholesale and retail bakers, pastry cooks and confectioners. The share capital of the company to be fifty thousand dollars divided into two thousand shares of twenty-five dollars each, the head office of the company to be at the city of Peterborough and the provisional directors of the company to be James Murty, Alexander Elliott, Homer Orrin Fisk, Frank Adams and Henry Mulhern.

A GOOD CHANCE FOR MANUFACTURERS.

The village of Rigaud, Que., is looking for manufacturing industries, and is willing to do everything possible to induce intending manufacturers to locate in their village. The council has appointed the mayor, J. A. Chevrier, and A. Macdonald a committee to look after the securing of such establishments. The council has also offered a bonus of $12,000 with free site and water power to attract manufacturers. Mr. Macdonald, the proprietor of the Rigaud Flour Mills, is prepared to sell flour at cost to any biscuit manufacturer who will build and operate a factory in the village.

The Cellar Arrangements.

NEWS FROM THE ANCIENT COLONY.

St. John's, Nfld., April 26, 1906.

A cold storage plant will be erected here in the near future.

Royal Yeast Cakes still keep up the reputation of the E. W. Gillett Co., Limited, of Toronto.

A. Shedd, representing the Nonsuch Manufacturing Co., of Toronto, was a visitor the past week.

M. A. Block, the representative of Royal Baking Powder, is on his semi-annual visit to the colony.

C. F. Taylor, president Crown Manufacturing Co., is spending the Winter in New York City and Virginia.

J. Ryan, special ambassador of the Royal Stores, Limited, has just returned from a very successful trip around the bay.

H. J. McLeod, inspector of agencies of the Mutual Life of New York, is visiting the colony. He will make a tour of the colony.

J. S. A. Pitts' new building will be rushed through now. Ayre & Sons will occupy part of it for their grocery department.

A. McKinnon, representing Libby, McNeil & Libby, has left for Boston. Mr. McKinnon while here made a large number of friends, his order book being well filled.

Miss Annie Bell, formerly bookkeeper at the Crosbie Hotel, was a visitor to the city a few days ago. Her many friends were glad to see her looking so well.

Ellis & Co. have secured the agency for Peter's chocolates and Sunlight soap. This is a progressive firm, the manager, W. Ellis, being very popular with all classes.

Most of the buyers for the large firms who have been in Canada, the United States and England are now home. Every steamer is bringing large quantities of Spring goods.

P. Templeman, the merchant prince of Bonavista, has bought the McKay residence in St. John's and in future will reside here, still continuing his large business interests in Bonavista, Catalina, King's Cove and other places.

A company has been formed to take over the business conducted by F. P. Woods and the Crown Manufacturing Co. Both these firms manufacture confectionery, syrups, etc. Mr. Woods also runs three restaurants.

The Robinson Export Co., of Boston, who have an office here, have just received two schooner loads of American goods from Boston. There is no more popular visitor to this colony than the president of this company, Col. H. Robinson.

J. H. Roberts, manager for Newfoundland of the Vim Tea Co., returned the first of the week from spending Sunday at Carboneau. Mr. Roberts is making a fine showing with the tea he represents; being an expert tea man he is able to show his customers how little the other tea men know about tea.

The Royal Stores Choral Society will soon give a concert for some local charity. They have some fine talent and the general manager, S. MacPhearson, does everything to encourage it. He has furnished the society with a teacher, piano, hall, etc. By such things as these Mr. MacPhearson has endeared himself to all his employes.

SAN FRANCISCO EARTHQUAKE.

Edwin M. Levy, of Toronto, was in the Palace Hotel at the time of the earthquake and sent a few words by pencil, of the sad sights and calamity. The people had about two hours to remove all their effects before the fire reached the Palace Hotel. Lawrence J. Levy, of United Factories, Limited, is a brother to the above. Further particulars will be sent later on with photos of the wreck.

FISHERY AMALGAMATION.

At Gloucester the consolidation has taken place of four large fishing concerns under one name. The firms are Slade Gorton & Co., John Pew & Son, David B. Smith & Co., and Reed & Gamage, and will in future be known to the business world as the Gorton Pew Fisheries Co. John Pew & Son is the oldest in the fish business with a record of over a century in the fish producing and packing; David B. Smith & Co. are the biggest wholesale producers of fish on the coast and the owners of the largest fleet of vessels from any port on the Atlantic coast; and Slade Gorton & Co. and Reed & Gamage, as packers of fish, are equally well known.

The consolidation will enable the new concern to greatly increase its business, and the combined capitalization is estimated at $1,500,000, if not more. Each firm will continue its business as heretofore at its own address, while the general manager will have an office in the centre of the city.

The new concern will have a fleet of 39 vessels, 24 now going from the firm of David B. Smith & Co. and 15 from John Pew & Son, making the largest fleet of fishing vessels operated by any concern on the Atlantic coast. Combined with this are the two large fish packing concerns on the coast, so it can be seen at once that the consolidation of four such concerns is an event of importance not only to themselves, but to the city of Gloucester and the fishing interests of the world in general.

The consolidation of this quartette of big concerns means much. What effect this will have upon the prosecution of the herring fishery in Bay of Islands remains to be seen. Three of the above named firms have prosecuted herring fishery with success, and it is more than likely that the new concern will go into the business on a larger scale than it was possible by the individual firms.

A COMPREHENSIVE BOOKLET.

Swift & Company, packers, of Chicago, have issued a very comprehensive little booklet illustrated with excellent pictures of their plant and the different offices in the building from the ground up to the fifth floor. The reading matter is concise, such as will appeal to the busy merchant, and altogether the booklet is a credit to this enterprising company.

LOBSTER PROSPECTS.

The lobster catch on ports of the eastern shore promises well this season. The Plant liner Aranmore, which sailed recently for Boston, took 316 crates of live lobsters, which is nearly as large as any shipment last season. Last week she took only a small number of crates. Of the 316 crates shipped about 150 crates came in the steamer Dufferin from eastern shore ports.

BUSINESS PERSONALS.

Arthur Jones, of Gunn, Langlois & Co., Montreal, is back from his trip to Great Britain.

A. C. H. Froemcke, a well-known Montreal authority on cheese and butter, has cabled his arrival in London to friends.

James Patterson of Patterson Bros., East Toronto, united with the great army of benedicts on Wednesday, April 18.

H. George Price, one of H. P. Eckardt & Co's representatives in Western Ontario, is ill with typhoid fever and R. O. Robinson is filling the gap.

C. W. Griffin, of Griffin & Skelley, California, fruit merchants, in company with A. H. Tippet, of Montreal, left for Toronto and the West on a business trip last week.

A. Bodenweiser (Bode), of the Bode's Gum Co., Montreal, expects to leave shortly for his annual trip to the coast. He will visit Toronto, Winnipeg, Chicago and other centres.

Jas. Wilson, of Crookston, N.D., has been appointed manager in the sales department of Foley, Lock & Larson's Winnipeg biscuit factory. Before leaving Crookston he was given a complimentary banquet by his business associates and friends.

Chas. Sutherland, the Detroit manager of the "Salada" Tea Co., was in Toronto last week and reports business on the ground covered by his branch as being highly satisfactory. From the State of Michigan alone he states an increase of over 10,000 lbs. so far this year is shown.

HINTS TO BUYERS.

The first consignment of Holbrook's pure malt vinegar in 25-gallon barrels, which leaves England for Canada on May 5, is now all sold. The second consignment leaves England on May 19. The whole of this consignment is not yet placed. A few more orders can be booked up to May 12 at attractive prices.

White & Co., Limited, are receiving cars of berries from North Carolina daily, which are being sold at auction.

NEW AGENT APPOINTED.

Geo. E. Fisher, of the Burlington Canning Co., Limited, Burlington, Ont., was in Montreal last week and appointed J. H. Maiden, of that city, Montreal agent for his company.

MR. MONTGOMERY ILL.

Mr. Montgomery, of Thos. Montgomery & Sons, Montreal, is at present laid up at the hospital with an attack of appendicitis. He was taken ill in New York and compelled to return to Montreal. He went to the hospital immediately and underwent an operation. He is progressing favorably.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Malure & Langley, Toronto.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Nelson, H. W. & Co., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Benedict, F. L., Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Maclure & Langley, Toronto.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Cupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Cordials.
Montserrat Lime Juice, Montreal.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish
Bickle, John W., & Greening, Hamilton.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts, A. E., & Co., London, Eng.
Vincentelli, P. & F., Antwerp.
Whiteley, Muir & Co., Liverpool, Eng.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co,, Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
American Pure Food Co., Montreal.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Saratoga Chips Co., Hamilton, Ont.
Tanguay, Alf. T., & Co. Quebec.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Metal Shingle & Siding Co., Preston, Ont
Walker Pivoted Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Crain, Rolla L. Co., Ottawa.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Cheyne, John A., Winnipeg, Man.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgara, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McLauchlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Tees & Persse, Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Western Cartage Co., Calgary, Alta.
Wiseman, R. B., & Co., Winnipeg.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Farrow, J. & Co., Peterborough, Eng.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Laflamme, Montreal.
Purnell, Webb & Co, Bristol, Eng.
Rowat's Pickles, Montreal.
Suaut Co.
Sutton, G. F., Sons & Co., London, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Nickel Plate Polish Co., Chicago.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
James' Dome, W. G. A. Lambe & Co. Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.
Hanson, J. H., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
Duncan Co., Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
American Pure Food Co., Montreal.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Kenney, T., & Son., Hallerton, Que.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co, Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville & Co., Winnipeg and Brandon
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Koopman, G. C., Amsterdam and Rotterdam.
Minto Bros., Toronto.
Mokara Mills, Montreal.
Salada Tea Co., Montreal and Toronto.
Symington, T., Edinburgh, Scot.
Todhunter, Mitchell & Co., Toronto.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
Wilson, W. H., Co. Tillsonburg, Ont.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.
Reckitt's Blue—Gilmour Bros., Montreal.
Sawyer Crystal Blue Co., Boston, Mass.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Twine, Etc.
Canada Paper Co., Toronto.
Hamilton Cotton Co., Hamilton, Ont.

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The MacLean Publishing Co.
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THE UNIVERSITY ACT.

In the provisions of the University Act, which is now being considered by the Legislature of the Province of Ontario, it is gratifying to note an honest attempt to solve a question which has for too long a period been neglected or minimized. It has now been undertaken aggressively, and the present bill follows with fair exactness the recommendations made in the report of the University Commission recently issued.

The main features of the new legislation are the arrangements which have been made to guarantee the harmonious government of the university's business and academic interests, and to provide sufficient revenue for current expenses.

For the government of the institution it would, at first sight, seem that a multiplicity of bodies have been created, whose powers and privileges might in practice overlap. But in reality there is a distinct division of duties, the business management being quite separate from the academic.

The most important body is the board, to be known as "The Governors of the University of Toronto." They are to be the successors of the present trustees, but with enlarged rights, powers and privileges, including the government, conduct, management and control of the university, and of its property, revenues, business and affairs. Among the powers of the board may be mentioned the appointment of the president of the university, the principal of University College, and the deans of the various faculties; the erection of necessary buildings, and the alteration (if it should be deemed expedient) of any other body except the senate. The board will consist of the chancellor and president of the university, and thirteen persons appointed by the Lieutenant-Governor in Council. These latter will hold office for six years.

The senate will manage the academic affairs of the university, and among its members will be a generous representation of the graduates, with four representatives of the high school and collegiate institute teachers of the province. Both appointed and elected members will hold office for four years.

Convocation will be a body consisting of all graduates of the University of Toronto and federated universities. It may meet at the call of the chancellor to consider questions affecting the well-being of the university, and make representations to the board and senate.

The council of the faculty of arts is a body which, practically speaking, advises the senate upon the conduct of academic affairs within its own sphere. Although really managing the examinations for the faculty of arts, it looks to the senate for final approval. There is a similar council for all the other faculties and also for University College.

Perhaps the most radical change proposed is the new body to be known as the caput, which will consist of the president, principal of University College, heads of the federated colleges and universities, and deans of the faculties. The caput is to exercise powers as to discipline, and to deal with all such matters as may be assigned to it by the board or senate. It may also advise the president.

The ornamental head of the university is, as now, to be the chancellor, who will be elected by the graduates. He is to hold office for four years.

Finally, there is the president, who is to be, in fact as well as in name, the chief executive officer of the university. He will have general supervision over academic work, will be a member of all faculty councils, and chairman of the senate. It will, moreover, be his duty to confer degrees, in the absence of the chancellor, to suspend, if necessary, any member of the teaching staff of the university or University College, to make recommendations to the board as to all appointments, promotions and removals, and to report annually upon progress and efficiency of academic work.

Another aspect of the new bill which will meet with commendation is the encouragement that is being given the newly federated Trinity College to take up quarters in Queen's Park. It is to be hoped that this will soon be accomplished.

All these provisions are of great interest to the students, graduates and intending students of the university. But the entire province will be concerned, and, it is hoped, gratified by the financial arrangements proposed, by which the university will be placed on a much more secure basis than before. A certain number of acres (as yet undetermined) of public lands will be set aside as a permanent endowment, and a certain proportion of the average yearly gross revenue from succession dues, to provide for the maintenance and support of the university and University College.

For their effort to meet squarely the problem of higher education, and to improve the status of the provincial university, academically and financially, the Ontario Government are to be congratulated.

DUST AND BUSINESS.

Toronto is struggling with the dust problem. On many of the side streets running to the main thoroughfares the old-fashioned macadam is still in vogue. With the disappearance of Winter and the advent of Spring much mud abounded which in turn became dust. Much of this was naturally blown into the main thoroughfares, many of which are business streets. The evil arising from this dust does not lie with the side streets alone. The asphalt roads have been allowed to become badly out of repair and have in themselves become the sources of much dust and dirt.

The people generally, and business men in particular, for the latter are sufferers in a double sense, are naturally up in arms against this state of affairs.

The condition of the streets is a disgrace to a city of the importance and resources of Toronto; but it is only what might be expected, for in civic administration, as well as in business management, incompetence is bound to bring evil in its train. In other words you get what you pay for. If you appoint incompetent managers there is bound to be bad management and if you elect to public offices chiefly men who

are drawn from the army of professional wardheelers, you cannot expect good civic government.

It is to be hoped that the Board of Trade of Toronto will take this matter up. If the business men do not move in the matter, who will? The board of trade has recently shown evidence of more aggressiveness and it is to be hoped this aggressiveness will spread to municipal matters.

If Toronto had a business like council who saw that certain things should be done and did them, the dust problem that is now bothering the Queen City would not have an existence.

PORK PACKERS' PROBLEMS.

The recent receipt of cable advices from England of a drop of three shillings per cwt. on Canadian bacon is somewhat disconcerting at the present juncture.

To most dealers, even those who are closely in touch with foreign markets, this must have been something of a surprise. It has been realized for some time that ruling prices were high, too high for healthy markets, still, in face of that, considering the world's short supply of hogs, a drop such as the one mentioned was not expected.

At the commencement of the recent agitation in the packing industries, it was pointed out in The Canadian Grocer that there was a margin of values on the foreign markets beyond which it would be impossible to force things. It would appear as though that point has been reached. Some of the wholesale dealers, particularly at Manchester, England, have for some time been stoutly advocating some movement in order to meet the situation on that side, the favored plan being an advance to the public on the part of the retailer.

It has been stated by the English press that the retail grocer is selling his bacon at the same price as that ruling in 1904, when the wholesale price was some five to six shillings per cwt. below present prices, so that he has been merely selling bacon for the convenience of his customer at no profit, and probably at distinct loss.

The endeavor to make concerted movement on the part of retailers seems to have fallen through, hence the only other course was to bring down wholesale values. The British consumer is conservative to a fine point. He would rather do with less breakfast bacon than give what he would consider a fabulous price.

The arrival on the market at such a critical juncture of increased supplies of Danish bacon, which is in direct competition with Canadian, was probably the final factor in bringing down prices. Danish farmers are probably ahead of Canadian in seeding operations, and on that account in a position to give renewed attention to the marketing of hogs. It was not expected that any material change would have occurred for several months, not at least until the Canadian supply had materially increased.

There are already signs which indicate that packers are disposed to give more serious attention to the Domestic trade, and let the export trade severely alone whilst present unremunerative conditions prevail. Such a course would be of serious moment to the farmers of this country. A trade once let go is not so easy of recovery, and after all it is the export trade upon which the farmer must rely if hog raising is to become a paying venture.

WHO PAYS THE SHOT?

Toronto's post office fire has raised the question of responsibility for losses incurred by the destruction of registered letters. Fortunately no registered mail fed this blaze, but there remains the omnipresent If. The Government has always disclaimed responsibility for lost, destroyed or stolen registered mail; the issue, therefore, is between the addressor and the addressee.

It is a postal regulation that as soon as a letter or any postal matter is mailed it becomes the property of the person to whom it is addressed. So if you vent a hasty spleen on paper and mail it, then think better of it, you cannot get it back, unless, perchance, you misdirect it and it comes to you in time through the medium of the postal graveyard.

Two prominent wholesalers, a grocer and a draper, gave the daily press interviews on the subject and both left the loss at the door of the wholesale house, presuming the destruction of a registered letter by which a customer had remitted money. J. W. Woods, of the Gordon, Mackay Co., said that in view of the postal regulation he thought the wholesaler would be responsible for letters mailed to him because once mailed they became his property. Hugh Blain, of the Eby, Blain Co., said: "In case the letter was registered we could hardly ask the customer to pay twice even had we the right to do so."

The wholesalers are not at all unanimous in that view and there are two very obvious reasons against it. It would open up a large field for fraud, and the sender has absolutely safe methods of transmitting money if he chooses to avail himself of them.

After the fire a postal official said: "The post office is not responsible for the delivery of money sent by registered letter. If it were, a large field for fraud would be opened up." The same would be true if anyone other than the sender was to be held responsible, because only the sender knows how much or if any money at all is in a letter. When a letter is registered the post office gives a receipt for it, but it doesn't know or care how much money there is in it. If the addressee is to be held responsible, then the addressor should be required to bring the money to the post office and place it in the letter in the presence of the official, getting a receipt not only for the letter but for the amount.

But why send money by registered letter at all? There are three absolutely safe means of remitting, by check, by postal money order or postal note, and by express order. If a dealer has a bank account, why, of course, that is the easiest avenue of liquidation and has the pleasant advantage of leaving the wholesaler to pay the exchange, an eighth, a tenth or a sixteenth of one per cent., according to the amount and the intimacy of one's relations with the bank. But the minimum is 15 cents, and for small amounts that is dearer than by money order or express order. The express and money order rates are the same. With these safe methods to choose from, where neither fire nor quake can destroy nor thieves break in and steal, why should anyone else be responsible if a man chooses to send his money by registered letter?

The moral of it all is, adopt modern methods of business; keep up with the game; and it applies quite as aptly to buying goods and to selling goods as to paying for them.

THE EMERGENCY AT SAN FRANCISCO.

As our readers are well aware, for a few days following the great fire at San Francisco currency in that city was marked by almost its total absence, so much so in fact that firms there who had representatives in Canada telegraphed to send forward a supply of gold in order that they might carry on business.

Among the firms who did this was Griffin & Skelley, of San Francisco. Their representative here, Mr. W. G. A. Lambe, sent forward the necessary gold by express, but on Saturday last received a telegram from his principals which read, "Mint vaults open; coin plentiful; do not need currency now, contents of our vault saved."

ADVANCE IN WESTERN SUGAR.

At the moment of going to press we are advised of an advance of 10c. per 100 lbs. on all sugars at western points.

MARKETS AND MARKET NOTES

Quebec Markets.

FLUCTUATIONS—
Sugar—Advanced 10c.
Tomatoes—Advanced 10c.
Molasses—Advanced 2c.
Maple Syrup—Advanced 2c.
Foreign Dried Fruits—Revised.
Fish—Revised.

Montreal, May 3, 1906.

During the week business generally has improved considerably in most lines. The changes in quoted prices of such lines as sugar and molasses resulted in putting more life into the trade in these and other lines. Ocean navigation has now set in in earnest and the canals are nearly all opened up for the season. These conditions have already shown their effect on the trade, which is very beneficial, resulting in increased business transactions between the larger centres and small points in different parts of the country which are not conveniently reached before navigation opens. An advance of ten cents has taken place in sugar. Since the rise a little more business has been done according to reports received from wholesale houses. Molasses has also gone up two cents, and now commands 30c. and up. At these figures, the same as prevailed two or three weeks ago, there is a steady demand. Another line in which an advance is noticed is tomatoes. These are now up to $1.30 per dozen, at which figure a fair consumptive demand prevails. Reports current indicate high prices for new stock salmon this Fall, owing to the poor season experienced at the coast. Tea is moving very well, and many orders booked for shipment May 1 have been sent out. Coffee and spices remain firm at unchanged prices. It is said that most of the leading dried fruit houses in California are very nearly cleaned out. Prospects for the new crops are good, however, with the exception of apricots. Manufacturers say of the maple syrup season just over that, although the syrup was scarce, the quality was really first-class. Collections are coming in better than they have been for some time past.

CANNED GOODS—There is a good steady consumptive demand for all canned goods, with no call for any line in particular. Tomatoes have advanced ten cents and now command $1.30 per dozen. Gallons have not changed. At this price there is a steady call for them. Higher figures are anticipated before the arrival of the new stock. From present indications the price of B.C. salmon will be very much advanced over last year's figures. Although a little early to speak of probable prices, it may be stated that it is very likely that grocers will have to pay from $1.70 to $1.75 per dozen for their new salmon. This is placing the price at a very reasonable figure. This has been an off year with the people on the coast and they have been compelled to advance the price fifty cents so far. What the ultimate price will be is yet to be seen.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal.	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal.	3 27½	3 25
" gal.		2 50
Pineapples—		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " "		1 57½
3's " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " "		1 72½
3's " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " "		1 80
3's " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz.	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins		0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz.		1 30
Gallon tins, per doz		3 02½

FISH

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		0 95
½-lb. " less than 5 cases, "		0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.		1 20
Canadian kippered herring, 4 doz. ovals, per doz.		1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz.		1 00
Canadian plain herring, per doz.		1 00
Scotch kippered herring, per doz.	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

SUGAR—The market has experienced an advance since last week. The rise amounts to ten cents all along the line. The new York market advanced ten cents, and prices here went up shortly afterwards. Since the advance there have been more inquiries on the part of grocers. Orders from country districts have been fairly large since the advance.

Granulated, bbls.	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, barrels	4 65
" " half-barrels	4 75
" " boxes, 100 lbs	4 65
" " boxes, 50 lbs.	4 75
Extra ground, bbls.	4 50
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Phoenix	3 95
Bright coffee	3 90
" yellow	3 85
No. 3 yellow	3 80
No. 2 "	3 70
No. 1 " bbls.	3 60
No. 1 " bags	3 55

SYRUP AND MOLASSES — Quotations on molasses have advanced again, and the figure now asked is 30c, as it was a couple of weeks ago. At the present figures very good demand is reported, and wholesale houses report that, considering the season, very good business is being transacted. Latest cables from the Barbadoes report a very firm market at prices quoted. As was stated in last week's report, the crop at the Islands is just about finished.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA—Business generally is very fair this week. Orders coming in from points in the country have been of fair size, and what business has been transacted in large centres has been very good. Japans are moving very freely, and some good orders have been shipped. Ceylons and Indians are, perhaps, going as well, if not a little better, than other lines at present, and indications point to even better business shortly. In nearly all teas orders which have been booked for May 1 shipment were sent out during the week,

and this fact was the cause of increased activity in tea houses.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32
Congous—Moning, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 12½	0 15
Pakling,—boxes	0 15	0 20
fine	0 25	0 30

COFFEE—The market remains firm at prices quoted. Latest advices from primary markets say that the tone is steady at present, and inclined towards firmness. Fair business is being done throughout the province, although orders are not so large as they might be.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 18½	0 19
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

FOREIGN DRIED FRUITS—Reports received from California state that nearly all the leading houses there are about cleaned up in most lines of dried fruits, and that there are only a few lots of seeded raisins left. The latter are very strong and prices are firm. The outlook is good for the coming crops with the exception of apricots. Very good business is being done in currants. The market in Greece continues firm. Valencia raisins are moving freely, and are getting cleaned up gradually.

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05¼
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers	....	2 25
"Connoisseur Clusters"	....	2 50
" " ½-boxes	....	0 80
Royal Buckingham Clusters," ½-boxes	....	1 10
" " " boxes	....	3 50
" Excelsior Window Clusters,"	....	4 50
" " " ⅛	....	1 3
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½	0 09¾
" choice seeded, in 1-lb. pkgs	0 08½	0 09¼
" " 2 crown	0 07½	0 08
" " 3 crown	0 08	0 08½
" " 4 crown	....	....

Prunes—	Per lb.	
30-40s	0 09½	0 09¾
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s	....	0 06
Oregon prunes (Italian style), 40-50s	....	0 08½
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 07½
" " 90-100s	....	0 06
" " 100-120s	....	0 05

Currants—		
Filiatras, uncleaned, barrels	....	0 05½
Fine Filiatras, per lb., in cases	0 06½	0 07
" " cleaned	0 05½	0 06
" " in 1-lb. cartons	....	0 07
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	....	0 13
Four crown, fancy, 10-lb. boxes	....	0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box	....	0 11
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28
12-oz. boxes	0 06½	0 07

SPICES — The market continues to advance at primary points, although here the prices have not been materially affected. Nutmegs are subject to rather good inquiry. Peppers are firm as are also gingers.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger	0 16	0 24½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

RICE AND TAPIOCA — Although tapioca is still going up at the primary market, the prices here remain 6½c. It is only reasonable to expect, however, that shortly there will be an advance on this figure, since it will soon be impossible for importers to bring the article into the country under that price. Rice remains unchanged with a little better demand.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	3 05
C rice, in less than 10 bag lots	3 15
Tapioca, medium pearl	0 06½

BEANS—The market remains unchanged almost, being a little firmer, if anything. Prices still range from $1.55 to $1.65, according to quality, although a few odd lots have been bought at lower figures.

Choice prime beans	1 60	1 65
Lower grades	1 55	1 60

HONEY—The market is still very quiet. Prices remain as they were last week.

White clover, extracted tins	0 07½	0 08
Buckwheat	0 06	0 06½

MAPLE SYRUP—Prices in wood have advanced since last week's report, and it now sells from six to eight cents per pound. The season is just about over, and the manufacturers say although the crop was on the small side the quality was excellent. There is a possibility of higher prices owing to the scarcity.

Maple syrup, in wood, per lb	0 06	0 08
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 08
Pure Beauce County, per lb	0 08½	0 09

EVAPORATED APPLES—There has been little change in the evaporated apple situation since last week. Owing to the high prices asked, there is practically no good business being put through. Dealers are still asking 12½c for the best.

FISH—The demand for all lines of fresh fish continues to improve as the new season approaches. The low prices of halibut and haddock are resulting in good business in these lines. The first lake trout and whitefish of the season have arrived, and are meeting with ready sale, although prices are a little high, as they always are at the beginning of the season. As shipments of these increase, however, the prices will decline to a more reasonable figure. There is very little doing in frozen fish, with the exception, perhaps, of salmon. This is sold because the fresh product is at present very high in price and many dealers prefer to take the frozen stock rather than the fresh at such a figure as it now sells. There is a good demand for haddies and kippers in smoked fish, and for salt and prepared fish there is a fair demand.

Fresh haddock, per lb	....	0 04
Fresh steak cod	....	0 06
" halibut	....	0 08
" grass pike	....	0 06½
Lake trout, per lb	....	0 09
Whitefish, per lb	....	0 09
Dressed bullheads, per lb	....	0 10
" perch	....	0 10
Bluefish per lb	....	0 11
Weakfish, per lb	....	0 08
B. C. Salmon, per lb	....	0 17
Fresh frozen fish—		
B.C. salmon, per lb	....	0 08
Dore, per lb	....	0 07
Large frozen Halifax herring, per 100 fish	....	2 00
Smelts, No. 1, per lb	....	0 06
Extra large	....	0 08
Mackerel, per lb	....	0 09
Sea trout	....	0 07
Dore or pickerel	....	0 07
Smoked fish—		
Haddies, fresh cured express, 15 and 30-lb boxes, per lb	....	0 07
Kippered herring, per box	....	1 00
St. John bloaters, 100 in box, per box	....	1 00
New smoked herring, in small boxes, per box	....	0 13
" " salmon	....	0 20
Oysters and Lobsters—		
Standards, per imp. gal	....	1 40
Oyster pails, pints, per 100	....	0 90
" " quarts, "	....	1 25
Prepared fish—		
Boneless cod, favorite, 1 and 2-lb. bricks	....	0 06
" fish, 1 and 2-lb. bricks, per lb	....	0 05½
" fish, 25-lb. boxes, per lb	....	0 04½
Skinless cod, 100-lb. cases, per case	....	5 75
Salt and pickled fish—		
No. 1 Labrador herring, per half-bbl	....	3 50
" " " per pail	....	0 80
" " salmon—		
" " " in bbls	....	13 00
" " " in ½ bbls	....	7 50
" B.C. salmon, bbls	....	12 50
" " half bbl	....	7 00
" mackerel, per pail	....	1 80
" large green cod, per lb	....	0 05
" medium, " "	....	0 04
" small, " "	....	0 03

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, May 3, 1906.

BUTTER—Steady market. Prices about the same. Good consumptive demand locally.

CHEESE—Little change. Market easier if anything. Prices a shade lower in some cases.

EGGS—Market firm. Receipts very good. Dealers still asking 16c.

PROVISIONS—Good demand generally. Prices unchanged. Dressed hogs quoted $10 to $10.25 per 100 lbs.

Ontario Markets.

FLUCTUATIONS—
Sugar—Advanced 10c.
Canned corn—Firmer.
Barbadoes molasses—Higher.
Halibut, haddock, whitefish, and salmon trout—Cheaper.
Butter—Cheaper.
New cheese—A cent lower.
Eggs—Continue firm.
Strawberries and pines—Lower.
Potatoes—Dearer.
Imported vegetables—Easier.

Toronto, May 3, 1906.

Business this week is holding its own and that's all need be said for it. What price changes there have been, have been upward, with the exception of fresh fish. Sugar, which declined 10c. on April 24, went up that much on the 28th. Such changes always stimulate some buying. Barbadoes molasses is advancing and on the primary market is costing 25 per cent. more than a month ago. Canned goods continue very firm with tomatoes still the feature, but an advancing tendency in corn also. Dried fruits are firm all along the line and evaporated apples are very scarce. Spices are firm. Tapioca is firmer again on the primary market. Fresh fish are easier, with increasing supplies.

CANNED GOODS—The pressure on tomatoes is still upward, but the ordinary quotation is still $1.30. Some firms will sell a single case at $1.25 to an old customer, but five-case lots would be $1.30. Some goods are going out at $1.35 and there is a feeling that before long that will be the lowest. Corn, too, is firmer. For fancy brands as high as $1.15 is being asked. These goods began the season at 95c. and most of the

houses are still selling at that. On other kinds of corn prices have not changed. Other lines also remain at previous quotations. Canned pineapples are selling very freely.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	2 77½	2 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 52½	4 50
Cherries—		
2's, red, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, " not pitted	1 92½	1 90
Gallons, standard, not pitted	7 12½	7 10
" " pitted	8 62½	8 60
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25

VEGETABLES.

Asparagus, California—		
2½'s	....	3 90
2's, Canadian	3 00	...
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	....
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 50	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 [illegible]	....
3's, " chili " "	1 00	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 25	1 22½
Sweet wrinkle	0 85	0 82½
Early June	0 72½	0 70
2's, standard	0 65	0 62½
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal., all kinds	....	3 75
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
" Scotch	....	1 45
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz	....	1 65
1-lb. " less than 5 cases, "	1 62½	1 65
1-lb. Flat, 5 cases and over, "	....	1 75
1-lb. " less than 5 cases, "	....	1 77½
½-lb. " 5 cases and over, "	....	1 10
½-lb. " less than 5 cases, "	....	1 12½
Low Inlet.		
½-lb. Flat, "	....	1 05
Spring cohoes, per doz	1 30	1 40
Humpbacks, "	0 95	1 00
Sardines, French ¼'s	....	0 14
" ½s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 35
" 2s, "	....	2 40
" 6s, "	....	7 20
" 14s. "	....	16 80
	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 65
" 1½'s "	2 40	....

SUGAR—The raw sugar market assumed a somewhat firmer tone at the close of last week and the Canadian refiners added 10 cents to the price of refined. It was only on the Tuesday previous that they lowered it 10c. The trade here are not looking for any decided advance. Some guess it will hold about the present level, others assert it should decline in view of large excess in the world's visible supply. Probably the refiners themselves don't know what it will do. Last week Willett & Gray heralded 2c. raw, New York, but it didn't get below 2 1-32c., and they explain the situation by saying the speculative element came in and bought to the extent of 50,000 bags. Towards the end of the week the American refiners were considerable buyers on a basis of 2 1-16c. c. and f. for centrifugals, 96 degrees test, equal to 3.42c. duty paid and 2⅛c. c. and f. for 96 degrees test centrifugals or 3.48½c. duty paid. This week sellers at New York are asking 2⅛c. cost and freight for centrifugals 96 degrees test, or 3.48½c. duty paid, and there was very little doing. Later buyers were found at that figure and sellers asked 2 3-16c. cost and freight, New York, for centrifugals 96 degrees test. The European market declined somewhat at this week's opening and remained steady. The quotation for April-May beet was 8s. 3½d. f.o.b. Hamburg, or about 3.72c. duty paid New York for centrifugals 96 degrees test.

Of the Cuban crop prospects Willett & Gray say: "The full number of 180 centrals continue grinding with the week's receipts at 48,000 tons, against 22,000 tons for corresponding week last year and stocks in the island added to stocks in the United States are 605,121 tons, against 633,830 tons last year. This continued showing of favorable grinding returns confirms the position that we have maintained throughout the present Cuba campaign that, under good weather conditions, the crop will finally considerably exceed that of last year. The visible production in the island to the present time is 854,907 tons."

The earthquake did practically no damage to California refineries.

The world's visible supply is 3,979,121 tons, against 2,891,830 tons last year, an increase of 1,087,291 tons.

Paris lumps, in 50-lb. boxes	....	4 83
" in 100-lb. "	....	4 73
St. Lawrence granulated, barrels	....	4 18
Redpath's granulated	....	4 18
Acadia granulated	....	4 13
Berlin granulated	....	4 08
Phoenix	....	4 18
Bright coffee	....	3 98
Bright yellow	....	4 03
No. 3 yellow	....	4 08
No. 2 "	....	3 88
No. 1 "	....	3 78

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES — Goods now arriving from Barbadoes are at prices 25 per cent. in advance of a month ago. Throughout the list the market is firm.

Syrups—		
Dark	....	....
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 45	0 50
Porto Rico	0 48	0 50
West Indian	0 25	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " " "	....	5 60
Qts. " " "	....	6 00

TEA—Francis F. Street, by mail advice from Ceylon under date April 2, says: "Offerings during the past fortnight have been larger than for some time past and are likely to get still bigger, comprised principally of poor liquoring teas." Of prices at the beginning of April he said: "The market was dearer with the exception of fannings, which were irregular and in many cases cheaper. Brokens of all descriptions were a trifle firmer and tippy teas were decidedly dearer. Orange Pekoes from medium to finest were decidedly dearer. Pekoes were a strong market and 'tea for price' firm to a small advance."

COFFEE—The New York speculative market turned slightly easier at the beginning of the week, but dealers here are expecting higher prices in keeping with the statistical situation. Back to the question of crops, Willett & Gray say: "From most reliable sources the information is now given that the remainder of coffee from the present Santos crop is very light. As regards Rio, the information points out that the crop in the State of Rio is almost exhausted, but that some coffee remains in the State of Espirito Santo. The total of the current Rio crop is just about 3,000,000 bags, whereas the parties who had estimated it as high as 5,000,000 bags, now give as their justification the idea that the balance remains in the interior. It is very easy to estimate crops high, and when they do not materialize, to claim from year to year that the balance is held up country, and has not come forward. The outcome of the present Rio and Santos crops being some 2,000,000 bags below the generally accepted figures earlier in the season, renders it more and more necessary for the coffee world to be guided by the actual figures obtainable when the crop is coming in, rather than to listen to sensational estimates. The world's visible for May 1 again shows a substantial decrease, apart from the loss of a steamer cargo of about 45,000 bags that was destined for San Francisco, and not to speak of the loss of actual coffee held in private and public stores in San Francisco."

FOREIGN DRIED FRUITS — The week has been without feature except the decided firmness in California goods, which is not a new development. The stocks of prunes are pretty well cleaned up locally and quotations remain about the same. Evaporated apples are very scarce and several houses are quite out of them, and quotations are advanced.

Prunes, Santa Clara—	Per lb.		Per lb.
90-100s, 50-lb boxes	0 06½	60-70s, 50-lb boxes	0 07½ 0 08
80-90s "	0 07½	50-60s "	0 08 0 09
70-80s "	0 07½ 0 07½	40-50s "	0 09 0 09½
		30-40s "	0 10½ 0 10½

Note—25 lb. boxes ½c. higher.

Candied and Drained Peels—	
Lemon	0 11 0 11½
Citron	0 18 0 20
Orange	0 11½ 0 12½
Figs—	
Elemes, per lb	0 10 0 14
Tapnets, "	0 04
Apricots—	
Californian evaporated, in 50-lb boxes	0 13½ 0 15
Peaches—	
Californian evaporated, " "	0 14 0 15
Pears—	
Californian evaporated, per lb	0 13
Currants—	
Fine Filiatras	0 05½ up
Vostizzas	0 07½ 0 08½
Patras	0 06½ 0 06½
Cleaned ½c. more.	
Raisins—	
Sultana	0 05½ 0 07
" Fancy	0 10 0 14
" Extra fancy	0 15 0 16
Valencias, selected	0 05½ 0 05½
Seeded, 1-lb packets	0 09 0 10½
California, loose muscatels—	
3-crown	0 07½
4-crown	0 08
Dates—	
Hallowees	0 04½ 0 04½
Sairs	0 03½ 0 04
Fards new choicest	0 09 0 10½
" new choice	0 09½
Domestic evaporated apples	0 11½ 0 12

SPICES—The market is without special feature and prices are unchanged.

Spices—	Per lb	
Peppers, blk	0 18	0 19
" white	0 27	0 28
Ginger	0 18	0 25
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 28
Allspice		0 15
Mace	0 80	0 90

RICE AND TAPIOCA—Tapioca has again advanced on the primary markets, but no one here has received advices as to why. On spot prices have not changed.

	Per lb.	
Rice, stand. B	0 03½	0 03½
Rangoon	0 03½	0 03½
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07½
Carolina rice	0 08	0 08½
Tapioca, medium pearl	0 06	0 07
" double goat		0 07½

FISH—Supplies are coming forward sufficiently large to lower prices somewhat, but not low enough to make the business as brisk as dealers look for. Next week, however, will bring an improvement, so they say. Perch and herring are added to the list.

Fresh halibut	0 11	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb	0 07	0 08
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal		1 25
Whitefish, per lb		0 10
Salmon trout, per lb		0 09
Pickerel, per lb		0 08
Finnan haddies		0 08
Ciscoes		1 25
Mackerel, per lb		0 10
Perch, per lb	0 05	0 06
Herring, large per lb		0 08
" medium per lb		0 04

DRIED AND CURED FISH — Somewhat closer prices are quoted for codfish bricks and flitched cod.

Boneless fish, per lb	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb	0 05½ 0 60
Flitched cod fish, cases of 100 lbs	6 50

BEANS—The week has not shown any quotable change in price.

Beans, handpicked, per bush	1 85	1 90
" prime, No. 1	1 70	1 75
" Lima, per lb	0 06	0 07

HIDES—Buyers have advanced the prices paid for country hides, calf skins, rendered tallow and pulled wool. The supplies of hides continue light. It is said killing has not commenced in the country.

Hides, inspected, steers, No. 1	0 11
" " " No. 2	0 10
" " cows, No. 1	0 10½
" " " No. 2	0 09½
Country hides, green, flat, per lb	0 09½
Calf skins, No. 1, city	0 14
" " No. 1, country	0 13
Dekins	0 75 0 85
Sheep skins	1 50 1 75
Horse hides, No. 1	3 15 3 55
Rendered tallow, per lb	0 04½ 0 05
Pulled wools, super, per lb	0 25
" " extra "	0 27
Wool, unwashed fleece	0 16 0 17

N. B. Markets.

St. John, May 4, 1906.

In St. John, as everywhere, the first of May sees many changes. In the wholesale grocery business there have, however, been but few. We have one new firm. John M. Elmore, who has been doing business on Germain street, moves to the wharf and takes into partnership Mr. Mullen, who for a number of years has been bookkeeper for Thos. Gorman. They start in the same store in which Baird & Peters started, not so many years ago. Their friends cannot do better than wish them equal success. A. S. Bowman, one of our successful brokers, moves to Water street, needing increased room, as he intends carrying a stock of Libby's goods, whose agency he has taken over during the past year. One change, which is a matter of regret on the part of the trade, is the removal of James S. Harding from his old stand on the north wharf. Mr. Harding has for many years been a conspicuous figure among the wholesale grocery trade, for many years a partner in the firm of Harding & Hatheway, and of late years as the representative of the Ogilvie Milling Co.

OIL—In burning oil there is just a steady sale, and prices are low. Lubricating oils have much attention and a large business reported. Gasoline is high and sales much larger than ever before. Paint oils have a good demand, full prices asked. It is the off season in cod oil; prices firm.

SALT—Business in Liverpool coarse salt is very active; prices are rather firmer. Fine salt moves more freely, prices unchanged.

CANNED GOODS—There has been a large sale for corn this season. One firm report they are now working on their fourth car, which means large sales for St. John. Peas are still low. Tomatoes held firm at full prices, showing nice profit. In fruits there is improved interest. Gallon apples are higher and peaches and strawberries are both more firmly held. Lobsters are a small line, as they have been for some years owing to high prices. Salmon, a fair stock. Oysters tend higher. Meats are still quite low; they have improved interest. There is still a small stock of domestic sardines held.

GREEN FRUIT—Bananas are large sellers. Some very fine fruit is seen; prices unchanged. Valencia, Messina and California oranges offered, little change in prices. Valencias rather firmer. Lemons have just a fair sale, prices quite low. A few apples still offered. Some few cucumbers. Tomatoes and a little rhubarb seen, but prices are high.

DRIED FRUIT—This is not a line of particular interest at this season, though one or two features are of interest. Prunes are scarce, particularly small sizes; prices are higher and the stock cannot be replaced; while prices were quite low in the Fall the trade bought lightly. Evaporated apples are also high; the demand is not large. In raisins, seeded are firmer, loose Muscatels and Valencias just a fair sale at even prices. Currants are firm. Dates are firmly held, stock light. Peels will be high. Onions are rather lower, Egyptian chiefly sold, some few American offered. Peanuts are having a large sale prices keep quite low.

SUGAR—While during the past week there was a further decline of ten cents, there is an opinion that market is quite firm and dealers hope for higher figures.

MOLASSES—The first cargo of Porto Rico has been received. The sale is for Barbadoes, and fancy or syrup has good demand at rather higher figures.

FISH—There is a fair supply of fresh fish, though Gaspereaux are a light supply this week. Dry codfish are easier, though still quite high. Pollock but a limited sale. Smoked herring are easier, but still bring fair price; there is quite a sale for the prepared fish, that is skinned and boned. Pickled herring still very high. Haddies are quiet.

N. S. Markets.

Halifax, N.S., May 2, 1906.

The Maritime grocery markets are in a healthy condition. From all quarters the volume of business continues good, in fact many of the jobbers say that trade is even better than it was at the same period last year, which means considerable. After the tie up on the railways and the bad condition of the roads last season, business came with a rush when the conditions improved. This year the conditions have been altogether different as regards transportation. Every point has been accessible both by land and water for weeks, and trade has been steady right along, the orders coming in from outside points in some cases being very heavy. The same report comes from all of the large distributing centres, and the trade is not alone confined to Halifax.

The opening up of the Halifax & South Western Railway has very greatly added to business. As the railway traverses through the western part of the shore of the province, many of the places touched are thickly populated, the conditions are active, and naturally much business has developed from this quarter, as the merchants can have their orders filled and delivered promptly. Collections are most satisfactory, in fact they could hardly be expected to be better.

FRUITS — The receipts of bananas have improved greatly, as well as the quality. The stock now on the market is very good for so early in the season. They are selling from $1.75 to $2.50 ; some good stock can be had at twenty cents per dozen retail. Some Jamaica oranges received the latter part of the week are very green, and small. They are quoted at $7 per barrel, repacked. The price is very high, but it is made so by the waste and general poor condition of the stock. Malaga grapes are about over, the stock held here being very poor. Good strawberries are selling at 35c. per box. Apples are becoming very scarce, Nonpareils and some Ben Davis being about the only varieties now on the market. Pineapples are from $2 to $2.50 per dozen.

VEGETABLES—Good potatoes are becoming very scarce; the best potatoes now on the market come from New Brunswick. The receipts from that district are very limited and the demand is good. They fetch about $1.50 per barrel. The quality of the Prince Edward Island potatoes reaching the market is only fair. Carrots, parsnips and turnips are of good quality. They have Wintered far better than was expected. American and Egyptian onions are worth 2½c. per pound. The new stock of Bermuda onions have not yet reached the market.

MOLASSES — There is considerable activity in the molasses market, the firmness in prices being most notable. Jobbers here say that the demand from the Upper Provinces is very good. Quotations here are as follows : Fancy Trinidad, 40c.; fancy porto Rico, 39c.; Porto Rico, extra choice, 35 to 37c.; Trinidad, choice, 35 to 36c.; Barbadoes, 33 to 35c.

SUGAR—The markets are very dull. There is not much doing at this season, the demand being light. According to reports received here there is lots of raw sugar in sight. Prices are: Granulated, XXX, $4.20; Austrian granulated, $3.90; bright yellow, $4; unbranded yellow, $3.55; No. 1. yellow, $3.70.

BUTTER AND EGGS — Butter is coming in fairly steady, but the receipts are not large enough to cause any drop in the price. Creamery is in small delivery. Prints are quoted at 25 to 26c, and solids at from 24 to 25c. Dairy tubs are selling from 22 to 24c., according to the quality. Eggs are in fairly good demand; the receipts are only fair, being somewhat below the average. Prices remain fairly steady. Some stock can be had for 16c., but the average is about 18c. These prices are higher than usual just at this season of the year.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Officers of the Association.

Officers Retail Merchants' Association of Western Canada. President J. F. Hunter. Boissevain, Man.; vice-presidents, R Bogue, Moose Jaw, Sask.; J. A. McDougal, Edmonton, Alta.; secretary, W. A. Coulson; treasurer, J. D. Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-presidents G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.

Association offices, 53 Scott building, Main street, Winnipeg.

Partial list of sections organized :

Arcola Extension — S. Carruthers, Creelman, president; A. Bishop, Tyvan, vice-president ; E. P. Hall, Creelman, secretary.

Arnaud—W. Ledoux, secretary.

Balgonie — J. K. Wilson, Balgonie, chairman; J. R. Bray, Balgonie, secretary.

Brandon—A. Grant, secretary.

Boissevain—J. D. Baine, Boissevain, chairman; D. Embree, Boissevain, secretary.

Birtle—H. A. Manwaring, secretary.

Cartwright—R. F. Moore, secretary.

Edmonton—Jos. Whitelaw, president; W. G. Harrison, secretary.

Estevan—Arthur Kelly, secretary.

Hamiota—Wm. Chambers, secretary.

Indian Head—M. C. Hamilton, chairman; J. Tuffnell, secretary.

Kirkella—S. E. Riggs, Abernethey, president; A. O. Brooks, Anermethey, secretary. Executive—J. J. Sullivan, Esterhazy; Jas. Horne, Lemberg; W. C. Paynter, Tantallon; D. Irwin, Balcarres; F. Gibson, Lipton.

Killarney—C. A. Marquis, president; P. K. Rollins, secretary.

Moose Jaw—R. Bogue, chairman; T. J. McCammon, secretary.

Morden—Harry Meikle, secretary.

Melita—W. Hamelin, secretary.

Napinka—J. Kaiser, secretary.

Portal—N. D. McKinnon, Weyburn, chairman ; E. P. Krogh, Newdale, secretary. Executive—S. Johnson, Rouleau ; S. J. Taylor, Yellowgrass ; J. Anderson, Milestone; J. E. Conant, Albright.

Red Deer—L. C. Fulmer, secretary.

Regina—J. W. Smith, chairman; T. B. Patton, secretary.

Souris—W. G. McLaren, chairman; J. McCuish, secretary.

Stonewall—W. H. Morgan, secretary.

Shoal Lake—C. E. McGrath, secretary.

Virden—E. J. Scales, secretary.

* * *

During the last two months, in fact since the report of the annual meeting of the association last February, no additional lists of new members secured have been published in The Canadian Grocer. Lest any readers should imagine that the absence of these lists indicates that the association has ceased to grow, it may be stated that since the February meeting 180 new members have been added to the membership roll. It was found that the published lists were being used by those who had no right to them, and after consultation between Secretary Coulson and this paper it was decided to discontinue their publication. This explanation is due the readers of The Canadian Grocer who might otherwise imagine that their association had ceased to grow.

* * *

The very interesting interview with Mr. Coulson, published in these columns last week, in reply to the absurd claims of the Retail Merchants' Association of Canada, as published in the Retail Merchants' Journal, requires very little in the way of comment. Mr. Coulson's statements were illuminating and incisive, and left no doubt as to meaning. It is unfortunate that it should be necessary to discuss such a matter, but claims of the kind repudiated by Mr. Coulson could not be too quickly or too forcibly denied. It would be unfortunate indeed if the impression should get abroad among the trade that the Western Retail Association had become merged in another body and had lost its identity and its autonomy.

* * *

This whole subject of the relation of the Western Retail Association to the Western Retail Hardware Association, and of the indirect relationship of these two western associations through the "Western Board" with the Retail Merchants' Association of Canada, whose headquarters are in Toronto, is really very simple, but it is astonishing to find so much misapprehension among the trade.

* * *

In the first place it should be clearly understood that the two western associations have not been merged into one body. There are still two associations in the west with interests that are common and interests that may sometimes conflict, and they are free to quarrel and free to agree; as free as they were before the February meeting. Each has its own secretary and its own particular line of work.

But in order to accomplish some objects which they have in common the two associations have affiliated for those certain definite objects. They elected in joint session a western board to safeguard common interests, but

there is a world of difference between affiliation for these specific purposes and complete amalgamation. The two associations pursue the even tenor of their way as before, but the western board watches legislation for them and is endeavoring to persuade manufacturers to agree to sell certain lines of goods on the contract price plan. The western board is authorized to make a levy not to exceed 50 cents per member on the two associations in order to meet expenses; this levy to be paid out of the regular membership fees.

But western retailers have many things in common with retailers in other parts of Canada, and it is desirable that, so far as possible, the retailers of the whole Dominion should sometimes be able to take united action. For this reason the western board has affiliated for certain purposes with the Retail Merchants' Association of Canada, with headquarters in Toronto. A fee of 10 cents per member is to be paid the Retail Merchants' Association of Canada for their co-operation. This is, perhaps, an unnecessary expense, as it should be as much in the interests of the Retail Merchants' Association of Canada to have the co-operation of the western merchants as for the western merchants to have the co-operation of their friends in the east. This ten-cent fee is hard to justify, but Mr. Trowern asked for it last February, and as it was a small matter no objection was raised. It might not have gone through so readily had it been known that it would be made the pretext for the absurd claims which Mr. Coulson so effectively disposed of in his interview in the last issue of this paper.

Dealers in large numbers are taking advantage of the association plan for the collection of bad debts. This plan has been fully outlined before in these columns, and need not be elaborated upon on this occasion. It is sufficient to say that the threat to list the deadbeat in the association offices is proving effective in most cases. Blank forms will be furnished members on application to the secretary.

A SCOTCH TEA HOUSE FOR WINNIPEG.

A branch of one of the largest tea-importing houses in Scotland, it is said, will be established in Winnipeg within a short time. Matheson & McLaren, of Edinburgh, have selected Winnipeg as the best suited for the location of their Canadian branch, and have already selected a site on McDermot avenue. The house will be a wholesale one entirely, and Winnipeg will be made the distributing point of the western territory. Mr. McLaren is in Winnipeg with Edward Catchpole, who will be the local manager of the house, and all arrangements for the establishment of the Canadian branch will be completed befor Mr. McLaren returns to Scotland.

Tea will be exported direct from Scotland to Winnipeg and distributed through the medium of agents throughout the west. The growth of Western Canada, commercially, attracted the attention of the Edinburgh importers, and an inspection of the Canadian business possibilities has confirmed the glowing reports of the rapid development of Canada as a commercial centre.

WINNIPEG BOARD OF TRADE.

At a well-attended meeting of the Winnipeg Board of Trade last week, delegates were appointed to represent that body at the sixth congress of the Chambers of Commerce of the Empire to be held in London, Eng., during the week commencing July 10. The representatives appointed were: A. L. Johnson, Winnipeg, manager of the Ames, Holden Co., and president last year of the Winnipeg Board of Trade; Geo. D. Wood, of Geo. D. Wood & Co.; F. W. Stobart, of Stobart, Sons & Co., and C. N. Bell, secretary of the local board.

The following resolutions were passed at this meeting:

"Whereas, the Winnipeg Board of Trade has considered the resolution endorsing the principle of international arbitration adopted at the eleventh annual Lake Mohonk conference in 1905, and recognizing the supreme importance to the business communities of adopting the principles of arbitration as a method of peaceful adjustments of international disputes, this board resolves:

"First. The endorsement of the wisdom of the establishment at The Hague of the permanent court for the pacific settlement of all international disputes that may be submitted to it.

"Second. The appointment of committees to secure the advocacy of the principles of international arbitration.

"Third. The education of general public sentiment in favor of international arbitration.

Irregular Schedules.

"Whereas there has been and still is, great irregularity in the maintenance of their freight and passenger schedules by railways in the west, this irregularity causing great inconvenience and loss to the public generally, and especially to the commercial community, and

"Whereas the regulations of the railway companies in certain matters, such as the conditions upon which they accept freight for points at which they maintain no agents, and which are commonly known as flag stations, as also the conditions which they impose upon shippers of perishable goods, are arbitrary and unjust, and

"Whereas the railway companies have assumed a position in regard to their responsibility for the protection and safeguarding of freight at point of debarkation, which position is not only prejudicial to the rights and interests of shippers, but seems to be incompatible with the obligations of the companies as common carriers having a monopoly of public transportation,

"Be it resolved that this board appoint a committee of its members to collect all information bearing on these matters and take such steps as they deem necessary in the premises."

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, May 3, 1906.)

FLUCTUATIONS—

Pineapples—Reduced.

Evaporated apples—Advanced.

Eggs—Reduced to 13½c. per dozen.

As noted last week in our telegraphic market corrections, sugar has declined 10 cents more, the basis now being $4.75 for Montreal granulated in barrels f.o.b. Winnipeg. The market seems to be weak and the future is uncertain. No definite information is yet to hand as to the extent of the damage to stocks of dried fruits in San Francisco, but the impression is gaining strength that the destruction was not so complete as at first supposed.

CANNED GOODS—New canned pineapples are in stock now and revised quotations will be noted below. Canned goods are in strong demand owing to the high price of dried fruits.

	Group No. 1.	Groups No 1 & 2.
FRUITS.		
Apples—		
gallons, per doz.	3 10	3 05
3-lb. "	2 49	2 44
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Lawtonberries—		
" "	3 83	3 78
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case	4 20	
2's, whole, " "	3 75	
2½'s, whole, " "	4 60	
2's, grated, " "	4 40	
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries—		
new "	4 00	4 25
VEGETABLES.		
Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 53	1 48
(No. 3) 2's "	1 68	1 63
Succotash—		
2's "	2 63	2 58
Tomatoes—		
All groups, per case	2 80	2 95
Salmon, Fraser River sockeye, per case		6 25
" Skeena River, " "		6 00
" River's Inlet, " "		5 90
" Red Spring, " "		5 75
" humpback, "		4 10
" cohoes, "		4 85
" Clover Leaf, Fall delivery, 1 to 4 cases.		6 30
" " " 5 to 9 cases.		6 20
Pork and beans (V.C.P. Co.), 1's, per doz.		1 25
" " 2's, "		1 90
" " 3's, "		2 60
Clark's 1 lb. plain, per case		2 10
" 2 " " "		1 80
" 3 " " "		2 20
" 1 " tomato sauce, per case		2 30
" 2 " " "		1 85
" 3 " " "		2 40
" 1 " Chili " "		2 30
" 2 " " "		1 95
" 3 " " "		2 40
Soups (Van Camp's), per doz.		1 25
Canned chicken (Man. Can. Co.) per doz.		3 25
" turkey " "		3 25
" chicken (Aylmer), per doz		3 30
" " (Delhi), "		3 20
" turkey (Aylmer)		3 30
" " (Delhi)		3 20
" duck (Aylmer)		3 30
" " (Delhi)		3 20
Corned beef " 2's "		2 75
" " 1's "		1 55
Roast beef (Man. Can. Co.), 2's, per doz		2 65
" (Clark's), 1's, per doz		1 50
" " 2's, "		2 65
Potted meats, ½'s, per doz.		0 55

Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 50
Lunch tongue (Clark's), 1's, "	3 45
" (Aylmer), 1's, "	3 00
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. "	2 65
Lobsters (new), ¼-lb. flats, per 8-doz. case	16 00
" " ½ lb. talls, per 4-doz. case	10 25
" " 1-lb. talls, " "	14 50

SUGAR—Another decline of 10c. per cwt. noted last week in our telegraphic market corrections has brought the price down to a basis of $4.75 f.o.b. Winnipeg for Montreal granulated in barrels.

Montreal granulated, in bbls	4 75
" " in sacks	4 70
" yellow, in bbls	4 35
" " in sacks	4 30
Wallaceburg, in bbls	4 65
" in sacks	4 60
Berlin, granulated in bbls	4 65
" " " sacks	4 60
Icing sugar in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 95
Powdered sugar, in bbls	5 15
" " in boxes	5 35
" " in small quantities	5 60
Lump, hard, in bbls	5 45
" " in ½-bbls	5 55
" " in 100-lb cases	5 45
Raw sugar	4 50

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per gal.	0 40
New Orleans molasses in ½-bbls, per lb.	0 02½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb	0 10½ 0 11
" roasted " per lb	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

FOREIGN DRIED FRUITS—It is impossible yet to estimate with any approach to accuracy the extent of the destruction of dried fruits by the San Francisco disaster. It is believed that shipments from California will soon be resumed, that there were considerable stocks in packing houses outside San Francisco, and that the situation is not as bad as it was at first thought. Some local agents are offering only the large and small sizes of prunes, refusing to quote on the medium sizes. At all events stocks are low and crop reports indicate that the new fruit will be scarce and of poor quality.

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
alencia raisins, f. o. s	1 35 1 50
" " selected	1 60 1 75
" " layers	1 70 1 85
California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 09
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 10½
" " fancy seeded, 1-lb. packages, per package	0 12
Prunes 100-120 per lb	0 07½
" 90-100 "	0 07
" 80-90 "	0 07½
" 70-80 "	0 08
" 60-70 "	0 08½
" 50-60 "	0 09
" 40-50 "	0 09½
Currants, uncleaned, loose pack, per lb.	0 05½
" dry cleaned, Filiatras, per lb.	0 06
" wet cleaned, per lb.	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb.	0 05½
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb.	0 13½ 0 14
Apricots, standard in 25-lb. boxes, per lb.	0 12½
Slab apricots in 25-lb. boxes, per lb	0 12½
Peaches, choice, per lb.	0 13½
" standard "	0 13
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb.	0 11
Nectarines, choice	0 12½

CANDIED PEELS—

Lemon, per lb.	0 11½
Orange "	0 11½
Citron "	0 20
Mixed, in 1-lb drums per doz.	2 30

NUTS—

Almonds, per lb.	0 12½
" (shelled), per lb.	0 28
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots	0 13½
" " shelled, "	0 30
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, in 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb.	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb.	0 25
Cinnamon (ordinary), per lb.	0 18
Cinnamon (extra choice), per lb.	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb.	0 10
Allspice, per lb.	0 08½ 0 10
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz.	0 75

RICE, TAPIOCA AND SAGO—Tapioca continues very firm.

Japan rice, per lb., cwt. lots	0 05½
" " 50-lb. lots	0 05½
Rangoon rice, per lb.	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt.	7 25 7 50
Sago, per lb.	0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	3 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

EVAPORATED AND DRIED APPLES—Owing to the firmness of California dried fruits in consequence of the San Francisco disaster, there has been a sharp demand for evaporated apples and the price has been advancing. The price is now 13c. per lb. for evaporated apples in 50-lb. cases and 13½c. per lb. in 25-lb. cases. Dried apples are active at 9¼c. to 9½c. per lb.

BEANS—White beans are selling at $2.05 per bushel.

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy combh oney, 2 doz. to the case, per doz.	2 50
" " " per case.	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb.	0 10

SAUCES—

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

OATMEAL AND CORNMEAL—

Rolled oats, 80-lb. sacks, per sack	2 05
40-lb. " "	1 05
20-lb. " "	0 54
8-lb. " "	0 25
Granulated oatmeal, per sack	2 55
Standard " "	2 55
Cornmeal, "	1 60

GREEN FRUIT—Navels are advancing and present prices are firmly maintained. We quote:

Fancy California navel oranges, 96's, per case.	$4 00
" " " " 112's "	4 25
" " " 126's "	4 75
Lemons, per case.	5 00
Apples, XXX, Ben Davis, per bbl.	6 50
" " " per box.	2 50
(10c. off 5-lb. lots.)	
Strawberries, pints, per doz.	2 25
" quarts, "	4 50
Pineapples, per doz.	3 60
" per case, 30's.	8 50
Bananas, per bunch	2 75 3 25

VEGETABLES—

Valencia onions, (large cases)	$4 50
Spanish onions, per case	1 25
Native onions, per lb.	0 03
Washington reubarb, per doz., 40's	2 50
Fancy California celery, por doz.	0 90
Florida tomatoes, per basket	1 50
Cucumbers, per doz.	2 25
New lettuce, per doz.	0 50
New radishes, per doz.	0 50
New onions, per doz.	0 50
New parsley, per doz.	0 50

THE COMING CHEESE SEASON.

The high price of fodder goods has been a great stimulus to manufacturers to get busy unusually early this season and nearly every cheese factory throughout Brockville section is in full operation. Several have been running many weeks but the big proportion did not get under way until the first of the present month.

Conditions are exceedingly favorable for a large production of the early make. The cows are in splendid condition, having wintered well, and there is an abundance of fodder to help the milk supply along. Every pound of milk that can be had is being sent to the factory. The offerings on the Brockville market have been irregular and as the quantity increases the situation is causing more activity among the exporters.

Factories have been greatly improved during the Winter season and ample provision has been made for better curing which has been a long-standing source of complaint. The Government cool curing experimental station has already contracted the patronage of enough factories in the immediate vicinity to keep the officials in charge busy. This will probably be the last season of the existence of the stations and a strong effort will be made to demonstrate more clearly than ever before by results the inestimable benefits to be derived from the process of scientific cool curing.

The Brockville Cow Testing Association, though of recent birth, is proving an admirable method of showing the up-to-date farmer the paying and non-paying stock in his herd and the results already achieved by the two periodical tests conducted by a Government officer have been eye-openers. The association is endeavoring to extend its scope of usefulness.

Stuart Watson, of Winnipeg, has been appointed representative of the A. F. MacLaren Imperial Cheese Co., and will handle their complete line, including Bensdorp's Royal Dutch cocoa, Snider's goods, and the products of Maconochie Bros., Limited, London, England.

Mr. Reid, of Bartley & Reid, tea merchants, Montreal, is in Ottawa at present.

G. C. KOOPMAN

Commission Merchant,
Agent and Broker

AMSTERDAM AND ROTTERDAM

Offers on demand

All Products of the Dutch Colonies (East Indian)

AS

COFFEE, TEA
SPICES of all kinds
GUMS for Varnish Manufacturers
COCOA, COCOA BUTTER
Cassia Vera, Chinchona-barks, Rattans, Drugs, etc.

Also COCOALINE (substitute for Cocoa Butter)
VEGETALINE (Vegetable Butter)

Agents wanted everywhere in Canada.

WE GIVE advances of 75% against documents on consignments of all Canadian Produce fit for this market. Ask for reports about every article you wish to sell.

Sawyer's CRYSTAL Blue.

50 Years the People's Choice.

See that Top

For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.

M. F. EAGAR & SON, *Mfrs. Agents*
HALIFAX, Nova Scotia

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

ADVERTISING ADVICE.

An advertising campaign is like a journey. There is a certain stated distance to be covered. You may not go the whole way without pausing. Perhaps you go a few miles to-day, and a few more tomorrow, but you keep right on, towards the goal, always adding a little to the sum total of your miles. If you do not complete the distance, the whole is incomplete and a failure, but the rounded out, perfect journey of regulated stages symbolizes well the well balanced advertising campaign.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

GROCERY BROKER—Gentleman wishes either for partnership or to buy out established brokerage business of good standing. Apply, Box 113, CANADIAN GROCER, Toronto. [18]

GROCERY BUSINESS FOR SALE—That formerly carried on by J. D. Mears & Co. at Niagara Falls, Ont.; stock and fixtures about $2,200, with annual sales of about $13,000 to $15,000; business is in first-class shape and stock in best of order; must be sold at once. Send offer to E. J. Leith, Drawer 199, Hamilton. [19]

COMMISSION LINES WANTED.

EDMONTON firm of commission brokers is open for a few good lines; highest references. Address, Scott Bros., Box 123, Edmonton.

FOR SALE.

FOR SALE—Spot cash grocery business, Yonge street, Toronto; no book accounts; best of reasons for selling; large living apartments; long lease. Box 114, CANADIAN GROCER, Toronto.

TO THE TEA TRADE

A 2,000 LBS. TEA BLENDER—In first-class working order; a 24-inch roller, milling machine, adjustable for hand or power use; also 4 "Ideal" packing machines, almost new; all the above to be sold at a bargain. Write for prices and particulars. Box 115, CANADIAN GROCER, Toronto.

Expert Bookkeeping

Investigating and auditing of all classes of accounts undertaken. Trading, profit and loss and balance sheets prepared. Set of books opened and office system devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT
Chartered Accountant
78 Bannatyne Avenue, Winnipeg

AND HOW ABOUT YOUR

FLAVORING EXRACTS?

You may not sell many—but—see that those you do sell are the best procurable and your repeat orders will come easy.

GOLD STANDARD FLAVORING EXTRACTS

"guaranteed the best," represent perfection in extract manufacture: The best ingredients, the most improved methods, producing the finest results.

WRITE US FOR QUOTATIONS

The Codville-Georgeson Co.
Limited
Winnipeg, Man.

FOR OVER 20 YEARS

in the Commission Business in

WINNIPEG

If you are not represented in Winnipeg or Calgary, place your goods with a live and progressive Commission House. We sell exclusively to the wholesale trade in the West. Storage for all kinds of goods. Cars distributed.

NICHOLSON & BAIN
WINNIPEG and CALGARY
Wholesale Commission Merchants and Brokers. Est'd 1882

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Easter

Your Easter trade requires

THE REAL THING

In mild cured

HAMS

AND

BREAKFAST BACON

We cure it to perfection. Please order now to ensure prompt shipment.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

TELEPHONE M 3960

Butter

Supplies are liberal and promise to keep up. We are both buyers and sellers. Consignments handled promptly and in cold storage if required.
Creamery in boxes or prints.
Dairy, tubs, rolls or prints.
Write us for prices.

F. W. FEARMAN CO., LIMITED

HAMILTON

The merchant who knows his business talks

QUALITY

to his customers.

Cheap canned meats means goods made from cheap meat.

Do you ask your butcher for cheap meat when you want a good dinner?

When your customer has once tried our goods he will stick to our brand and to your store.

GROCERS

Ask your jobbers for our brand and compare with others.

All our goods are made in Canada from first-class Western Stock.

Corned Beef, Roast Beef, Chicken, Turkey, Potted Meats, Lunch Tongue, &c.

NICHOLSON & BAIN, Winnipeg and Calgary

Western Agents for

THE MANITOBA CANNING CO., LIMITED

GRANDE POINTE, MANITOBA

"Corona" Cooked Meats

EVERYBODY PRAISES

"Corona" Cooked Hams
Jellied Tongues
Jellied Tenderloin

SAUSAGES, HAMS, BACON, WINDSORS, FRESH MEATS, LARD, BUTTER, CHEESE, EGGS.

Send for trial order. **We have no retail stores.**

The Montreal Packing Co.,

MONTREAL, P.Q. Limited

MONTREAL STOCK YARDS.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN.

As indicated in our report of last week, the cheese market sagged materially and the tendency is towards a further recession in prices. Fodder cheese, the quality of which has been extremely satisfactory, has had export attention and several lots have been forwarded to the United Kingdom. In the early part of the week colored brought around 11 1-2c. to 12c., and white 11c. to 11 1-4c., while to-day finest Ontario colored was sold at 11c. and white 10 3-4c. The demand during the week has been for white, while with light supplies, holders favor colored and are firm in spirit. Reports from the U.K. indicate good demand, with short stocks of colored and this undoubtedly has confirmed holders here in their attitude.

The butter market is on the downward grade and purchases have been made at lowest prices this season. Dealers generally look for a continued decline and are not overly keen to answer to present offerings very freely. Choicest creamery, for which 19c. was asked, was overlooked, the trade considering lower prices close at hand; in some quarters 18c. is talked of, but the quality obtainable is not considered desirable. Finest creamery changed hands at 18 3-4c. and this is considered high price and not likely to be maintained for long. The dealers generally think that very little business is likely to be transacted with Great Britain, as that market prefers grass to fodder. Locally, trade is satisfactory and supplies equal to requirements. When the new grass butter is available, which will be shortly as the country has had plenty of rain and favorable warm weather, the market may be expected to assume a steadier tone.

THE PROVISION SITUATION.

There is little to report since our last review. Demand is well maintained; the domestic trade is much more interesting that at recent dates, and there is every indication that packers will cater for that market rather than the more expensive export one. The supply of hogs is notably insufficient, and the inducement of inflated prices has not moved things much in that regard. Cables from England at the moment of writing report a fall in prices on Canadian bacon of some three shillings per cwt., (about 62c. per 100 lbs.) This is without doubt a serious blow to Canadian export, as it will make trade practically unremunerative. The reason given is the influx of Danish bacon, which likely takes precedence to Canadian, a further factor probably being the fact that the present season is practically an off one on the English market, as a great bulk of the more wealthy population transfer their residence to more distant watering places, and the bulk of population take on to a lighter diet during the Summer season.

The Manchester Guardian (England) recently had an interesting article on the provision situation, in which it stated :

"The public has been buying its bacon, etc., for the last twelve months at a price which hardly leaves the seller any margin for profit; in fact, many retailers as the result of the year's hard work are no better off than when they started, if not actual losers. This state of affairs has been brought about by the long-continued run of high prices, occasioned, so far as bacon is concerned, by the continued shortage all the world over. The retailer lived through 1905 believing that prices were so high that they must soon come lower. The contrary is the case, and he is to-day paying 5s. to 6s. per cwt. more for his bacon than he was a year ago, whilst the price to the public remains the same.

"The supplies, too, have been falling off very considerably, and at the present time the price is more than 2d a pound above 1904, though the retailer has not increased his prices. Never in the history of the trade have retailers worked for so small a profit as they are doing at the present time, was the opinion expressed by the head of the firm of Willer & Riley. 'There is not the slightest doubt,' said Mr. Willer, 'that the retailers at the present moment are making no profit whatever on their provisions, and it is quite imperative they should increase the retail price immediately all round, if they wish to keep going. There is no prospect whatever that the situation will be relieved for at least four or five months.' "

The remarks give an idea of the conditions ruling in the British market, and make it evident that the very development pointed out in The Canadian Grocer a short time ago as likely to mature, has really come to pass. The point has been reached in prices where the British importer must seriously kick. When trade has ceased to be remunerative it has lost its attraction, and industries soon begin to feel the effects.

OUR LONDON LETTER.

Without any doubt the parliamentary proceedings of the past few days have been full of interest to exporters of Canadian cattle. On 6th inst., Mr. Cairns, who has been foremost in his efforts to have the embargo removed, moved the second reading of the Diseases of Animals Act (1896) amendment bill. He explained that the measure was intended to give to the Board of Agriculture authority to exempt Canadian store cattle from quarantine and from slaughter at the port of disembarkation. Of course, the Irish members strenuously opposed the amendment, as did some Liberal and two Unionist members, and eventually the bill was talked out. The debate lasted five hours, and it seems unlikely that any more will be heard of it during the present session. It was clear that the prime minister, who is said to be personally favorable to the amendment, still hesitated to express himself officially as favorable. Hamar Greenwood, a Canadian who now represents York in Parliament, made a powerful speech on behalf of the removal of the embargo.

There will be general rejoicing throughout Ireland that the bill has not, at any rate, yet, been adopted. As one of the daily papers remarks, it is not to-day the pig that makes the rent, but the store cattle that are shipped to England and Scotland. They are the mainstay of at least 95 per cent. of the farmers of the west, and probably more than half of the rest of the country. The fattening of Irish stores is almost all done in Great Britain, and the import of live Canadian stores would at once, it is claimed, cheapen the price for Irish shippers, and the English and Scottish markets for Irish stores would automatically come to an end.

But if the Government is going to exclude live Canadian cattle in order to protect Irish farmers, it will be a very long time before Britain will see the free importation of live stores from the Dominion, for the term of redemption allowed to Irish farmers for their farms extends over no less a period than 68 1-2 years, and it is claimed by Irish farmers that, if Canadian cattle are allowed to compete with their own, they will lose their trade, upon which they depend for the money wherewith to pay the instalments for the redemption of their farms.

The London market for colonial butter still remains without any notable feature. If anything, the position is somewhat in favor of buyers, owing, almost entirely, to the large supplies on hand. Supplies of "choicest" Australian alone are on a somewhat limited scale, and consequently prices are firmer, standing now at 92s. to 94s. 9d.

Commenting upon the fact that a certain provision man was recently fined £20 for adulteration of butter, a contemporary points out that Canadian butter, containing as it does so small a proportion of moisture, from 8 per cent. to 11 per cent., is more easily faked than most other makes, and that it offers great temptations to those who carry on adulteration of butter to any ex-

tent. This is quite true, and it is all the more reason why Canadians should do as much as they can to urge the British Government to adopt the proposed legislation, which, it is hoped, would prevent adulteration for the future.

The London cheese market remains without any practical change. The demand continues fair, and supplies, which are not as large as might be desired, go rapidly into consumption. At the time of writing there are only some 52,041 boxes in store at the commercial docks.

It appears that there is an excellent market for Canadian cheese at Manchester just now. In spite of the fact that at this season falling markets are generally expected, Manchester dealers report that they do not foresee any reducton in quotations either for butter or cheese. A very healthy condition of affairs prevails. It is certainly a fact that the mild Winter has resulted in plentiful pastures and cattle have the advantage of fine grazing herbage, but still trade is everywhere on the upward tendency; employment is more plentiful, and money freer. It must be remembered all the time, however, that quality is going to count for a great deal. It is only when money is scarce that the inferior qualities of dairy produce are fallen back upon.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—The demand for lard shows a steady increase these days, due partly no doubt to the opening of navigation. Inquiries from points not conveniently located have been more frequent than they have been for some time past and this is considered a good omen for trade. Hams and bacon are also moving much better. Provisions generally, in fact, are now selling better than they have sold for the past month or two.

Lard, pure tierces	0 11½
" 56-lb. tubs	0 12
" 20-lb. pails, wood (10½)	0 12½
" cases, 10-lb. tins, 50 lbs. in case	0 12½
" " 5-lb. "	0 12½
" " 3-lb. "	0 12½
Lard, Boar's Head brand, tierces, per lb.	0 08
" " ½-bbl., per lb.	0 08½
" " tubs	0 08½
Cases, 20 3-lb. tins, per lb.	0 09
" 12 5-lb. tins "	0 08¾
" 6 10-lb. tins "	0 08¾
20-lb. wood pails, each	1 70
20-lb. tin pails, each	1 60
Wood net, tin gross weight—	
Canadian short cut mess pork	$22 00 $22 50
American short cut clear	21 00 22 50
American fat back	22 50
Breakfast bacon, per lb.	0 17
Hams	0 13½ 0 15
Extra plate beef, per bbl.	12 00 13 00

BUTTER—The market has again declined, and the bottom of the market has apparently not yet been reached. The make is, of course, continually increasing, and as this overtakes the home consumption the balance must decline until an export basis is reached. Still lower prices are expected and as they decline the local consumption should increase somewhat.

The English market is reported steady.

Choice new milk creamery	0 18½ 0 19
Western dairy	0 17
Manitoba dairy	0 15 0 15½
Fresh rolls	0 17 0 17½

CHEESE—The market has developed a much easier feeling since last week, prices being down a cent a pound owing to the action of English importers who refused to operate at last week's figures. Prices are now getting down to an export basis, but still lower figures must be looked for as the output increases.

Finest new colored, Ont.	0 11
Finest new white, Ont.	0 10¾ 0 11

EGGS—Stocks continue to arrive in good quantities, as the daily receipts registered show, but they are not disposed of as rapidly as they should be, as they are allowed to accumulate and consequently the market is in bad condition owing to the scarcity entailed in this manner. Sixteen cents seems to be the average price asked, although occasionally a shade higher is obtained. No lower prices are expected in the near future.

TORONTO.

PROVISIONS—The market is firm at last week's quotations with the exception that the price paid for street lots of hogs has advanced 15c. as an encouragement to the farmer to neglect seeding for a day and come to the market. The plan worked and supplies have been a little more liberal. The provision men do not anticipate a lower market for some time to come.

Long clear bacon, per lb.	0 12
Smoked breakfast bacon, per lb.	0 14½
Roll bacon, per lb.	0 12
Small hams, per lb.	0 14½
Medium hams, per lb.	0 14
Large hams per lb.	0 13½
Shoulder hams, per lb.	0 11½
Backs, per lb.	0 16
Heavy mess pork, per bbl	20 50 21 00
Short cut, per bbl	23 00
Lard, tierces, per lb.	0 11½
" tubs "	0 11¾
" pails "	0 12
" compounds, per lb.	0 09
Plate beef, per 200-lb. bbl.	12 00 12 50
Beef, hind quarters	8 00 9 25
" front quarters	5 25 6 50
" choice carcases	7 00 8 00
" common	5 50 6 50
Mutton	0 08 0 10
Yearling lamb	0 12 0 13½
Veal	0 10
Hogs, street lots	9 85 10 00

BUTTER—Commission men find it difficult to give satisfactory market quotations this week. Creamery butter is considerably weaker owing to increasing supplies and the fact that the consumptive demand does not absorb the stocks offering. Considerable supplies of good dairy are arriving and aided by a lower price appear to be going into consumption more readily than the dairy. First-class creamery sold in Montreal this week at 19c. Locally the quotations on creamery prints ranged from 20c. to 24c. The fodder butter cannot be stored successfully and consequently the arrivals must go on the market.

	Per lb.	
Creamery prints	0 20	0 22
" solids, fresh	0 19	0 20
Dairy prints, choice	0 17	0 19
" " ordinary		0 15
" large rolls, good	0 16	0 17
" large rolls, ordinary	0 14	0 15

CHEESE—New cheese is in much the same predicament as butter. It cannot be stored to advantage now and the supply is increasing beyond the consumptive demand. "There's not as much new cheese eaten," remarked a commission man yesterday. The price is off a cent.

	Per lb.
Cheese, large	0 14
" twins	0 14½
New cheese, large	0 13½
" " twins	0 12

EGGS—The situation to-day is causing the commission men who pickle or store eggs some uneasiness because of the continued high prices. Putting them away at the present level looks like giving a considerable surety to fortune. Some say they are not packing, others that they are all tumbling over each other to get their supply for next Fall and Winter. This is alleged as the reason for the stability of the market, but some declare that the eggs are not coming in and are being eaten more because of the high price of meat. Several dealers quoted as high as 17c., but they want to stimulate consignments. About 15½c. to 16c. seems to be a reasonable average.

WINNIPEG.

BUTTER—The price continues steady at former quotations, which were:

Finest fresh creamery, in 56-lb. boxes	0 23
" " in 28-lb. boxes	0 23
" " in 14-lb. boxes	0 23
" " in 1-lb. bricks (eastern)	0 27
" " " (western)	0 23 0 25

Dairy—No. 1 dairy is commanding from 13c. to 15c. per lb. delivered from Winnipeg produce houses and No. 2 from 10 to 12 cents.

LARD—Price is steady at recent advance.

Tierce basis, per lb	0 11½
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb.	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb.	0 00½

CHEESE—

Finest Ontario, large	0 15½
" Manitoba, large	0 15
" " twins	0 15
" " small	0 15

CURED MEATS—

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19
Backs, " " "	0 16
Hams, light, 10 to 12 average	0 15
" medium, 14 to 16 average	0 14½
" heavy, 20 to 30, for slicing	0 14½
" heavy skinned 20 to 30 for slicing	0 14½
Picnic hams, light, choice, 6 to 8	0 11½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 15½
" " clear bellies 12 to 14	0 15
Clear backs, b bacon light	6 14½
" b bacon 12 to 14	0 14½
Spiced rolls, long if in stock	0 15
" short	0 13
Dried beef ham sets	0 11½
Smoked hams boned and rolled, 2c. per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear	0 12½
" " smoked	0 13½
" " boneless backs	0 12½
Shoulders "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
" " per ½ bbl	11 50
Standard mess pork, per bbl	22 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb.				0 03½
" hocks, " "				0 04

EGGS—Local produce houses are paying 13½c. per dozen for fresh eggs at country points.

ST. JOHN, N.B.

PROVISIONS—In barrel pork and beef there is but a limited business. Prices are held firm. Pure lard is a little easier, but still very high; more Canadian is seen. Refined compound rather higher; there is a good sale. Smoked meats high. In fresh beef mar-

ket well supplied, quite full prices rule. Veal is hardly as firm, prices tending lower. Mutton scarce, bringing full figures. The few small lambs offered bring high prices. Pork still high.

Mess pork, per bbl	$20 00	$22 00
Clear pork, "	21 00	22 00
Plate beef, "	13 50	15 00
Domestic beef, per lb.	0 06	0 07½
Western beef, "	0 08½	0 10
Mutton, "	0 08	0 10
Veal, "	0 08	0 10
Lamb, "	3 00	5 00
Pork, "	0 08½	0 11
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 12½	0 13
" " pails, "	0 12½	0 13½
Refined lard, tubs	0 09	0 09½
" " pails	0 09½	0 09½

BUTTER—Good quality is scarce and full prices rule. It is early for new.

Creamery butter	0 24	0 25
Best dairy butter	0 20	0 23
Good dairy tubs	0 18	0 20
Fair "	0 16	0 18

EGGS—Market quite firm. There is a good steady demand.

Eggs, strictly fresh	0 25	0 30
Eggs, fresh	0 18	0 20
" case stock	0 17	0 18

CHEESE—Some new offered. Prices while high are tending lower.

Cheese, per lb	0 14	0 14½

Armand Chaput, of Chaput, Fils & Cie, Montreal, has returned from New York.

It's not a question of Taste, only—

But quality, skill, and absolute cleanliness that makes

Clark's Meats

The best to buy or sell.

THE VERY THING YOUR STORE NEEDS

Nicholson's Mince Meat

Why? Because this Mince Meat has Pepsin in it, is condensed, made from absolutely pure goods, and sells at the right price. Order NICHOLSON'S MINCE MEAT.

Did you say you had a stock of

N. & B. JELLY POWDER — N. & B. ICING POWDER
N. & B. PUDDINE — N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK
9 Jarvis St., TORONTO, ONT.

FINEST FAMILY POLISH ON THE MARKET

Black Jack

AT YOUR JOBBERS'

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels. Land Salt.

C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

AGENTS WANTED

We want the Calfskins, Hides, Sheep Pelts, Tallow Bones, etc., collected in your vicinity.

Can't you arrange to purchase these goods for us this spring? We will furnish the cash with which to buy; we will also furnish tags, advice sheets, taking off directions, cloth poster s to enable you to advertise the business, etc., etc.

We pay highest cash prices and keep our customers thoroughly posted on the condition of the market and pay the freight.

To any one writing us and mentioning this paper, we will mail full particulars. Address,
CARROLL S. PAGE, Hyde Park, Vt.

SAUSAGE

Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

White Spruce
BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.
Hamilton and Winnipeg.

WILSON'S FLY PADS

Three hundred times better than sticky paper.

ADVERTISED
in your local paper.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

FLOUR AND CEREAL FOODS

The general feeling certainly appears to be one of confidence as regards the immediate outlook of grain and flour. There has been no repetition of the fluctuations mentioned in our last report; prices have practically remained where they were at the close of last week. Manitoba wheat has held itself in a remarkable way against Chicago prices and stands at the present time within ¼c. of Chicago prices. The strength of this can be better realized when it is remembered that at no very distant date the difference has been known to be as much as 9c.

* * *

Stocks held at upper lake ports are considered very low, being only some five millions, the current week having to account for some three million reduction.

* * *

Export trade has not been so attractive since last review, although inquiries have been good and prices well maintained.

Under the impression that the United States will have a considerable quantity of wheat for export on the 1905 crop from this out, English buyers have been holding off as much as possible. Speculation, however, may defer its shipment for some time, although there is no doubt eventually it will have to go forward, unless of course there is a probability of a short crop during the coming season, of which there is no appearance at present.

* * *

The late strength in the market on this continent was due unquestionably to speculative influences. In other words shorts were showing anxiety to cover, although there was apparently nothing in the news to stimulate buying. On the contrary, practically all the news, both domestic and foreign, was seemingly favorable to the bear side.

* * *

Regarding the crop news, a New York report at the close of last week said: "The prospect for the growing crop was considered more brilliant, because the temperature throughout Winter wheat territory was high for the season, while there was an abundance of sunshine where too much moisture had been complained of. It was, consequently, fair to assume that the plant was making excellent progress. In Spring wheat territory, both in this country and over the border, it was clear and much warmer. Farmers were able to make rapid progress with ploughing and seeding. Telegrams from that quarter indicated that over 50 per cent. of the area had been seeded and that within ten days the seeding would be completed, barring a sudden return of bad weather. In view of the facts cited, it was the general impression that farmers' deliveries at country stations would speedily show a marked enlargement, it being assumed that there would be more willingness to sell freely after Spring work was completed and the roads in a more passable condition."

WELL-KNOWN GRAIN MERCHANT DEAD.

One of Montreal's oldest grain merchants died last week in the person of Robert Peddie.

Mr. Peddie was a native of Cathcart, Scotland, and came out to Canada in 1865. He went into business here with the wholesale grain firm of D. Butters & Co., at that time one of the largest grain houses in Montreal. He was later associated with John Magor & Co., and afterwards went in with Crane & Baird, where he stayed for a good many years.

He joined the Corn Exchange in the year 1879 and was on the committee of management of that association in 1892-3-6-7 and 8. He was president of the Corn Exchange for two years, 1894 and 1895, and was a member of the board of review in 1899 and 1900.

Mr. Peddie was a familiar figure at the Board of Trade, and will be greatly missed by his many business and social friends.

PUT DUTY ON FLOUR.

C. M. Kittson, Canada's commercial agent in South Africa, has reported to Ottawa that the colony of Natal has imposed a duty of two shillings a hundred pounds on flour, which until now has been free.

Canada sold flour largely to the South African colonies during the last fiscal year, the total being 181,899 barrels valued at $903,030, an increase over the previous year's shipments of nearly $300,000. The shipments to Natal alone are not shown in the Trade and Commerce Department's reports.

A NEW BREAKFAST FOOD.

The Western Cereal Co., of Winnipeg, are putting on the market a new breakfast food known as "Meat of Wheat," made from Manitoba No. 1 hard wheat. Their mill is located in the Qu'Appelle Valley and their warehouse and office at 310 Ross avenue, Winnipeg.

MONTREAL MARKETS.

FLOUR—Market at present is very firm. Business is excellent and improving every day. Since the opening of navigation there has been a perceptible increase in the volume of business transacted each day, and this, it is to be hoped, will continue. There is an excellent demand from outside points and the flour companies are kept busy filling export orders. The local requirements are no less large. From the orders coming in, flour merchants must believe that the consumption of flour is increasing. Prices remain the same as they were last week.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 50
Glenora		4 10
Manitoba spring wheat patents		4 50
" strong bakers	3 90	4 10
Buckwheat flour	2 00	2 10
Five Roses		4 50

GRAIN—There is a very fair demand for oats this week. Corn is still very high, but no advance has occurred. The prices asked are too high to permit of very much business.

No. 4 barley	0 50
Rejected feed barley	0 48½
No. 2 white oats	0 41
No. 3 white oats	0 40
No. 4 white oats	0 39
No. 3 yellow corn	0 58
No. 2 peas, basis 78 per cent. points	0 76½

ROLLED OATS—The situation remains just about what it was last week. There is a fair demand in some quarters while other dealers report nothing doing in any line. Taken on the whole, however, business may be said to be rather quiet.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	1 95	2 15
" 80-lb. bags	1 85	2 15
" bbls	4 55	4 70

FEED—Bran and shorts continue in very short supply. It is hard to obtain these, either Ontario or Manitoba. There is not a great deal doing in any line.

Ontario bran	20 00	20 50
Ontario shorts	20 00	21 00
Manitoba shorts	20 00	21 00
" bran	19 00	19 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed Flour	1 15	1 25

HAY — There is a good demand throughout the province for hay, but stocks are hardly large enough to meet the orders coming in. Arrivals by boat, however, are increasing and this, it is thought, will help the situation considerably.

The market in the United Kingdom is very firm under a good demand. Latest cables quote 60 shillings, c.i.f., Liverpool.

No. 1	9 00	9 50
" 2	8 00	8 50
Clover mixed	6 00	6 50
Clover, pure	5 00	5 50

TORONTO MARKETS.

FLOUR—The domestic trade continues to flourish. Demand is good and prices are well maintained. Some mills are partly or wholly closed down for repairs previous to the coming season, so that just at the present moment no great trade is being exploited. The very low values which have recently been ruling have rather encouraged the slowing down of actual milling.

On track, Toronto.

Manitoba patents, No. 1, per bbl. in bags	4 40
" " No. 2, " "	4 00
Strong bakers " "	3 90
Ontario patents, No. 1, " "	3 65
" " No. 2, " "	3 40
Straight roller " "	3 30

GRAIN—Market has been steady and fairly good since our last report. Very little fluctuations have been in evidence, and Manitoba wheat has maintained a good front against Chicago values. A few changes in prices, but more on account of an evening up rather than revision.

(F.o.b. elevator; 5c. more N. Bay.)

Manitoba wheat, hard, No. 1, nominal						0 86
" " Northern No. 1						0 84
" " " No. 2					0 81	0 82½
" " " No. 3, nominal						0 81½
Red,	" per bushel, 78 per cent. points					0 80
White,	"	"	"	"		0 80
Mixed,	"	"	"	"		0 79
Spring,	"	"	"	"		0 75
Goose,	"	"	"	"		0 75
Barley, No. 1,	"	"	"	"		
" No. 2,	"	"	"	"		0 51
" No. 3x,	"	"	"	"	0 46	0 47
" No. 3,	"	"	"	"		0 46
Oats, white,	"	"	"	"		0 37
" mixed,	"	"	"	"		0 36

ARE YOU A GROCER? YES.
Then write us at once regarding
OUR HONEST OFFER. FREE.

A PERFECT FOOD.
READY TO EAT.
CRISP AND TASTY.
Guaranteed
PURE

MRS. RORER'S SARATOGA CHIPS

10c.
AND 20c.
MADE EXCLUSIVELY BY
Hamilton Saratoga Chip Co.
Three Sixteen King East
HAMILTON, - CANADA.

Send us your name and name of your jobber and we will surprise you.

Our Chips took the PRIZE at the Food Show

Not a Cereal

FACSIMILE OF BOX
HAMILTON SARATOGA CHIP CO., - Hamilton, Canada
A. F. MacLaren Imperial Cheese Co., Toronto, Sales Agents

THE FAME OF CANADA FLAKES

has gone abroad. To the farthest corner of the earth we have been shipping Canada Flakes.

Twelve thousand miles is a long journey, yet our product has found a market at that distance. In England, Australia, South Africa, New Zealand, etc., Canada Flakes is meeting with a cordial reception. A good name on a good food is worthy of such.

Canada Flakes bears tribute to the motherland and sister colonies of the greatness of Canada. Every Canadian should be pleased to hear of such success.

Peterborough Cereal Co. Limited
ROELOFSON & ROELOFSON, Ontario Sales Agents
152 Bay Street, TORONTO

WESTARN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF
The LAKE HURON & MANITOBA MILLING CO., Ltd.
AND
A. KELLY MILLING CO., Ltd.

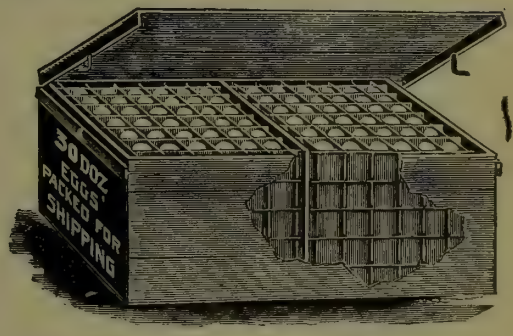
MILLS AT
WINNIPEG
GODERICH
BRANDON

OFFICES
ST. JOHN, N.B.
MONTREAL, Que.
TORONTO (HEAD OFFICE)
GODERICH
WINNIPEG
BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

EGG CASE FILLERS



Extra Large Fillers

30 doz. XL Fillers (Egg spaces 1¾-in. sqr. x 2⅜-in. deep)
49 " XL " (" " " " " " ")

To Save Breakage in Eggs Use the XL Fillers

The larger eggs, too long for the regular size of 30 doz. and 49 doz. Fillers, are almost invariably lost by cracking and crushing of the shell through being packed in Fillers that are not deep enough.

Save this breakage and make more money in eggs by using the deeper XL Fillers.

The Miller Bros. Co., Limited
30-38 DOWD STREET
MONTREAL

Board Mill and Filler Factory at GLEN MILLER, ONT.

Phones: 203 Main
2089 "

Peas, " " "	0 77	
Buckwheat "	0 48	0 48½
Rye, per bushel. "	0 69	0 70

BREAKFAST CEREALS—Little of interest has transpired since our last report. Demand has been only of moderate nature, and prices continue merely nominal.

ST. JOHN, N.B.

FLOUR, FEED AND MEAL—In flour, while there is no change, market is firm and fair business reported.

Feed high and a good sale.

Oats are firmer.

Oatmeal is tending higher, just a fair sale.

Beans are unchanged, Yellow Eyes keep low.

Barley is dull.

Peas have but a limited sale.

Seeds move freely, sales being for best grades. Clovers hardly as firm.

BUSINESS NOTES.

Mrs. H. McKenzie, grocer, Owen Sound, Ont., has been burnt out.

Chauncy W. Cole, general merchant, Keswick, Ont., has sustained loss by fire.

Geo. Vieth, of Vieth & Borland, general merchants, Keithley Creek, B.C., deceased.

The Bank of Toronto has opened branches at Yorkton, Sask., and Cartwright, Man.

The J. M. Lowes Co., of Toronto, manufacturers of spices, have sustained loss by fire and water; insured.

E. C. Clark, Orangeville, Ont., successor to J. Lindsay, was a visitor at the Toronto Horse Show last week.

B. B. Gunn, M.P., Seaforth, Ont., with his family spent the week end and Sunday in Toronto and was a visitor on the street.

The Harry Webb Co. of Toronto, Limited, bakers, confectioners and restaurant, Toronto, have sustained loss by fire; insured.

Harold Hill, of Hill Co., Orangeville, made a purchasing trip to Toronto last week and added to the crowd at the Horse Show, and to its well-dressedness, all right, all right.

J. V. A. Coon, Havelock, Ont., general merchant, has so increased his trade that he has found it necessary to enlarge his store. He is making extensive improvements and when they are completed he will have one of the nicest stores on the C.P.R. east of Peterboro.

F. Coon, who opened a grocery in the south section of Peterboro, Ont., about a year ago, is building for himself a fine new place of business beside the present stand. The new store will be handsome and thoroughly up-to-date with a fine basement for storage purposes. Mr. Coon is getting on.

A. F. Choate, of Warsaw, Ont., general merchant, and one of the leading business men of that part of the province, has found that his trade has outgrown his store and is enlarging. He is putting on an addition that will serve as a storeroom and as well increase considerably the selling space of the store.

Jas. Maylor & Son, Forest, Ont., general merchants, are at present carrying out extensive improvements to their large store. It was two stores originally and the first object of the present reconstruction is to make them more completely one. When the work is finished the store will be one of the finest in Western Ontario.

F. A. Scott & Sons' Wellington street store, Ottawa, has a good window display of household brushes. This is a very attractive window and one of the best that has been seen in the locality this season. Messrs. Scott have three big stores—Bank street, Rideau street, and Wellington street.

Welland, Ont., merchants say business in that town has markedly increased in volume. They attribute it largely to the building of the Plymouth Cordage Co.'s plant, on which 400 men are engaged. When the works are in operation the population of the town will, it is said, be increased by 2,000. Another considerable industry is about to locate there.

MONTREAL GROCERS' PICNIC.

The Montreal Retail Grocers' Association held a meeting in their hall on Thursday evening, April 26. There were about seventy-five members present, and Mr. Chartrand, ex-president, occupied the chair in the absence of Mr. Daoust. The special committee appointed to look into the matter of selecting a suitable spot for the holding of the annual picnic reported and suggested Ile St. Amour as the most suitable place. It was decided that island should be the spot. The picnic will be held on July 11. Committees were named to arrange for the refreshments, games and other details.

The pure food show to be held this month came in for a good deal of discussion. The association is pleased at the progress being made towards making the affair a success. It was decided to bring to the fair for the purpose of supplying music, the Kilties Band of Toronto. The grocers of the province will hold a convention during the first week of the fair. Good work is being done towards the carrying out of the contract plan.

MONTREAL CHAMBRE DE COMMERCE MEETING.

In their new quarters, 76 St. Gabriel street, Montreal, the council of the Chambre de Commerce held its meeting on April 25. The meeting was more in the line of a house-warming than a business gathering, and the official opening of the new rooms will take place shortly. C. H. Catelli, the president, occupied the chair and gave a very interesting resume of the progress of the association since its organization in 1887.

The question was brought up of the suit taken against the Wholesale Grocers' Association for alleged conspiracy to restrict trade. It was explained by L. E. Geoffrion that the association had decided to increase the price of sugar that they might obtain a profit of 4 per cent. Mr. Geoffrion's suggestion that the matter should be taken up with the Government was referred to a special committee. After the meeting the members rode out to Bout de l'Isle, where a very enjoyable repast was served.

THE AMERICAN TEA DUTY.

American tea merchants have taken up the matter of the ten per cent. duty levied upon American teas coming into Canada. They have made representations to the State Department at Washington asking them to take up the matter with the British Foreign Office. It is probable that the matter will be held over and brought to the attention of the British authorities with several other matters demanding attention. It is not generally believed that anything will be done by the Canadian Government towards removing the duty. The local tea trade has not been affected in the least by the agitation.

WOLFVILLE BOARD OF TRADE.

The Wolfville Board of Trade, after discussion, have resolved to ask the several boards of trade in the three counties of Kings, Annapolis and Hants to send delegates to Wolfville to confer with each other on the subject of the decrease of the population in these counties, its causes and remedies. The census shows that in twenty years the decrease has been ten per cent.

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers

FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

The McLEOD MILLING CO., Limited

Stratford, - ntario.

olicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

ALF. T. TANGUAY & CO.

Flour, Grain and Provisions Commission Quebec

Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.

REFERENCE, HOCHELAGA BANK.

A Sample Order

5 Bags Rolled Oats; 1 Bag Pot Barley; 1 Bag Split Peas

QUALITY GUARANTEED.

Woodstock Cereal Co., Ltd.,

WOODSTOCK, ONTARIO.

Hamilton, Ont., April 24th, 1906.

Dear Sir:—

RE THE FOOD VALUE OF PEAS

It is estimated that food for the average man should contain 125 grams proteids, 500 grams carbohydrates and 50 grams of fat, representing over 3,000 calorics of heat energy.

It will be seen that the carbohydrates are the largest in bodily demand.

Peas are especially rich in carbohydrates. In fact, so much so is this the case that Peas have been called the poor man's beef. It is claimed that 1½ lbs. of dried Peas would supply the daily requirements of proteid for the average man, and the energy liberated, weight for weight, is greater than in beef, eggs or milk.

Canned Peas are without doubt the cheapest and the best food on the market at the present time. Taking the standard amount of energy liberated the cost of Peas is less than half the cost of Meats, etc., and many of your customers are spending too much money on Meats, Eggs, etc.

By calling your customers' attention to the facts as stated above, you will largely increase your sales, and especially so if you only sell Peas packed by the Canadian Canners, Limited, under any of the following brands, viz.—"Canada First," "Little Chief," "Log Cabin," "Horse-shoe," "Auto," "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," "Globe," "Grand River," "Jubilee," "White Rose," "Deer," etc.

The Peas of these brands are packed the same day as picked, and when best suited for table use. The process of packing them is such that the Peas travel from the field to the can without coming in contact with the human hand, and thus these brands of Peas are more wholesome and cleanly than if cooked in a private kitchen.

You may assure your customers that every tin of goods under our label is guaranteed as to quality.

Yours truly,

"CANADIAN CANNERS, Limited"

NORTH CAROLINA STRAWBERRIES

are now in full swing. Our prices will be right.

1 car Fancy Carolina
CABBAGE

1 car Fancy Florida
TOMATOES
HARD RIPE

McWILLIAM
Mc. AND E.
EVERIST

1 car Fancy Florida
CELERY

This will be the last car of Celery for this season. Place your orders early. ***REMEMBER, we are Headquarters*** for Fancy, well ripened

PINEAPPLES

25-27 Church St., TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

The reports which are arriving from all points are most encouraging. Trade has been good for some time, and advices still denote advancing demand. The run has been steadily on Californian fruits, and the great calamity at that place appears to have made little or no difference in either demand or supply.

* * *

Pineapples, which have been in small supply, are now fairly upon the market and are of excellent quality. Reports from all primal points speak of the crop as promising to be excellent this season. The plants appear to be healthy and have advanced bloom. The fruit promises to be exceptionally fine as to the run of sizes, and a larger increase in the number of crates can be accounted for by the prospects for a larger-sized fruit. Indications are that the sizes will run heavy in 24s, 30s and 18s.

One fruit company is perfecting arrangements with several large growers of pines, for exporting 10,000 crates to the European markets, and detailed plans are now being worked out with every assurance of success.

* * *

Grape fruit has also held a prominent place on some markets, and has been coming forward in splendid condition. A New York account referring to the present season's fruit says: "No handsomer, silkier or heavier grape fruit, more perfect in conformation and color, has been seen here this season than some lines offered by the Orange Growers' Cash Association on the California dock last Monday."

* * *

The apple season is now slowing down and all concerned are feeling pretty good at the result of the season's trade. It seems hardly credible, yet it is nevertheless true, that apples have maintained such splendid prices throughout the season. From present indications there is no reason to believe that there will be any material change, as holdings are light, and barely enough fruit can be offered to meet requirements. A sudden rise in temperature might affect market conditions in a small way, but there is every reason to believe that the balance of Winter fruit will go out at prevailing prices. We have had good, bad and indifferent years in the apple business, but in no one year have prices ruled so high, both here and across the water, and markets continued so active and steady as during the season that is now nearing the close. Generally there is a break in the apple market at some period during the Fall or Winter months, and while the trade looked for it on several occasions there was no break of any consequence.

CALIFORNIA CROP CONDITIONS.

To the Editor Canadian Grocer.

Dear Sir,—As we are having many letters of inquiry in regard to the recent earthquake, which was particularly heavy in San Francisco, thought best to send a few lines giving you conditions as they exist here, and at the same time answer many letters of general inquiry as to whether there was any damage to crops, etc.

The earthquake occurred on the morning of Wednesday, April 18, at 5.15 a.m. It was particularly heavy in San Francisco. Oakland just across the bay suffered but little, while San Jose, 50 miles to the south, and some of the towns between that place and San Francisco, were badly shaken. Santa Rosa, fifty miles to the north, was badly shaken also, while some of the towns between that place and San Francisco were uninjured. Although the earthquake was felt in Sacramento, not one chimney or piece of plaster was disturbed.

The property loss in San Francisco, and some of the nearby towns as above indicated, would have been heavy on account of damage by the earthquake to the older buildings built many years ago being shaken down, even if it had not been for the fire, but in San Francisco immediately after the shock, some two scores of fires broke out, and at the same time it was discovered that the water mains leading into the city were broken and that there was not a drop of water. Each fire spread rapidly and in a short time whole business blocks were a seething mass of flames. The fire continued until Thursday evening before it was even partially under control. In the meantime three-fourths of the city burned, including all the business section. As a consequence there are some two hundred thousand people there homeless and destitute. The transportation companies are taking them from the city without cost and distributing them around and thus greatly relieving the congestion there.

The immediate response of food, clothing and supplies from the nearby cities that were uninjured and of provisions and money from other places in the United States made it possible almost immediately to commence rendering succor and aid, and no one thus far has suffered or lacked for anything more than a few hours. The generous contributions still pouring in makes it positive that there will be no keen suffering in the future, particularly in view of the fact that Summer is just coming on and that all can be housed and cared for before Fall.

I am pleased to say that the modern constructed buildings in San Francisco were practically uninjured by the earthquake.

The crops of all kinds have been uninjured in any respect. This is true of everything else as well as of fruits. Rebuilding will be commenced at once

and for skilled labor there will be a great demand, while for the unskilled there will be plenty of opportunities in caring for the crops and in the building of new railroads now in the course of construction in California.

Everyone here has been staggered by the blow, and to the writer hereof, who happened to be in San Francisco at the time of the earthquake, it almost seems like a horrible nightmare, but, with the helping hand, broad sympathy and generous assistance tendered to the people of the state from all over the Union, order will soon come out of chaos and with the exception of San Francisco, our great clearing house, business will go ahead in all lines as usual.

Legal holidays still continue to give San Francisco a chance to find out where they are at and to permit the courts there to again get in working order. We expect soon to adjust ourselves to the new conditions and by the time the crops begin to move it is expected that everything will be running along normal lines.

California Fruit Distributors.

MONTREAL MARKETS.

GREEN FRUITS—Good business in all lines characterizes the green fruit market these days. As the weather becomes milder sales increase. There is at present better buying from country points, as well as larger city orders. Pineapples have declined somewhat, and strawberries are now obtainable for 25c. a basket.

Messina blood oranges, half box	2 50	2 75
Oranges, Florida, case	5 00	5 50
Tangerines	3 25	3 75
Navels	3 75	4 00
Dates, per lb	....	0 04½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	....	3 75
Pineapples	3 75	4 25
Jamaica grape fruit, per box	....	6 00
Apples	4 75	5 75
Lemons, per box	....	2 50
Jamaica oranges, per bbl	....	5 25
Grapes, Almeria, extra fancy Longkeepers	6 00	7 00
" Fancy	....	6 50
" Choice	....	6 00
Spanish onions, cases	....	2 75
Grape fruit, Florida	....	6 00
New strawberries, per small basket	....	0 25

VEGETABLES—Business has been rather good throughout the week, and from now on better sales are expected. The new vegetables are coming in in greater quantities every day and as the arrivals increase the prices become lower, with consequent increased business. As yet new stock is rather high for the average grocer, but in a few weeks there will be a perceptible change in most lines. Florida celery is quoted at $4.50 a crate and is selling fairly well at this figure.

Potatoes, per bag	0 70	0 80
Parsley, per doz. bunches	....	0 40
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	1 00
Home-grown cabbage, per bbl	0 75	1 25
Cabbage, Florida, bbl. crates	3 25	3 50
Tomatoes, Florida	4 50	5 00
Egg plant, per doz	2 00	3 60
Red onions, brl	2 75	3 00
Turnips, bag	0 50	0 60
New turnips, per doz	....	1 50
Water cress, per doz	....	0 75
Grand Rapids lettuce, per box	2 00	2 50
" " per doz	0 60	0 75
Boston lettuce, per doz	1 40	1 60
New Bermuda potatoes, per bbl	7 00	8 00
Florida celery, per crate	....	4 50
Spinach, per bbl	2 50	2 75
Cucumbers, per doz	....	1 35
" per basket	4 50	5 00
New potatoes, per bbl	7 00	7 50
Mushrooms, per lb	....	0 80
Carrots, per bag	....	0 50
New carrots, per doz	....	0 75
Horse radish, per lb	....	0 15
Radishes, per doz	....	0 50
New beets, per doz	....	1 50

Texas Bermuda Onions

For the first time we have received a car of these delicious ***Crystal Wax*** Bermuda Onions, grown in Texas from Bermuda seed.

This is the first car of these onions ever imported into Canada. The price is moderate for the kind, packed in patent crates, 50 lbs net. Place a trial order.

EGYPTIAN ONIONS

Hard bright stock in 112 lb. sacks—the best of their kind. Our prices are considerably lower this week.

WHITE & CO., LIMITED

TORONTO and HAMILTON

LOOK——AHEAD

ST. NICHOLAS NOVEMBER CUTS

are the lemons for summer use. The boat has arrived at Montreal —they'll be on the market in a few days—so look ahead. Buy liberally. Lemon market's advancing.

W. B. STRINGER & CO., Sole Agents, **Toronto and Montreal**

PINEAPPLES CHEAP

CARLOTS TWICE EACH WEEK. Probable price for next week $3.25 to $3.75.

Full lines of Navels, Lemons, Bananas, Maple Sugar and Syrup, Cabbage, Tomatoes, Nuts, etc.

THE F. T. JAMES COMPANY, Limited

76 Colborne St. 33 Church St. ***TORONTO*** *Wire, Phone, or Mail your Orders*

EGYPTIAN ONIONS—Two carloads due.

STRAWBERRIES—Carloads every few days. **PINEAPPLES**—Carloads weekly.

Quality the best. ***Prices*** right.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

EX. FANCY MEXICAN ORANGES, all sizes, at $3.00.

PINEAPPLES—18s, 24s, 30s, $4.00; 36s, $3.50.

CABBAGE, LETTUCE, RHUBARB, Etc.

Concerning Your Jams and Jellies

The **E. D. S. Brand** of **Jams, Jellies** and **Sealed Fruits in glass** are **reliable** (with a good solid emphasis on the word), and that is the only brand of Jams, Jellies, etc., you Grocers can afford to sell.

It is not "cheap" to get a few orders on inferior stuff and then to pay a $25.00 fine.

Your trade must be secure and the only way you can be sure it is such is by selling guaranteed **Jams, Jellies,** and **Sealed Fruits in Glass — E. D. S. Brand.**

W. G. Patrick & Co., 29 Melinda St., are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

BANANAS

Extra Fancy Bananas, Extra large bunches, ***Cheap*** this week

Also

Fresh Strawberries, Celery, Lettuce, Radishes, Rhubarb and Onions, arriving daily.

Send along your orders

HUGH WALKER & SON, WHOLESALE FRUIT **Guelph, Ont.**

TRADE MARK

This design a guarantee of quality.

WRAPPING PAPERS

ALL GRADES, AND BEST OF EACH

GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

Manufacturers' Agents—Continued

Winnipeg Storage in BOND or FREE

For all kinds of Merchandise.

Negotiable Receipts Issued.

Low Insurance

TEES & PERSSE Limited

Wholesale Brokers and Warehousemen

WINNIPEG CALGARY EDMONTON

JOHN A. CHEYNE

Wholesale Commission Broker and Manufacturers' Agent

Correspondence Solicited.

141 Bannatyne Ave., Winnipeg, Man.

OWEN SOUND.

J. K. McLAUCHLAN

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound, - Canada

W. A. TAYLOR

BROKER and WAREHOUSEMAN

243 Main Street

WINNIPEG, MAN.

HIGHEST REFERENCES

An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.

106 E. Pearl St., Cincinnati

Green spring beans, per basket		5 00
Wax beans		5 00
Asparagus, per doz	7 00	7 50

ONTARIO MARKETS.

GREEN FRUITS—While the fruit trade has been good for months, it opened out this week and took on a Summer air. Pines are the feature with a considerable lowering of the price, but one firm heads its bill, "Strawberry season is in full swing." So it is in Carolina and Alabama, and the fruit is now arriving here in car lots. Consequently the price is easier. Grape fruit is approaching the close of the Florida season and the Jamaica is now coming in. The price is somewhat higher.

Oranges, California, 96's to 216's, per box		4 00
" " 250's to 324's, per box		3 50
" Mexican, 126's to 250's, per box		2 75
" Valencia, ordinary 420's	4 75	5 00
" " large, 420's and 714's	5 75	6 00
" " Blood, 200's, 324's	3 50	4 00
Lemons, Messina, 300's 360's, per box	2 75	3 25
Apples, Spies XXX, per bbl	5 00	5 50
" " XX, per bbl		4 00
" Baldwins XXX, per bbl.		4 50
" " XX per bbl		3 75
" other Winter varieties, XXX, per bbl		4 00
" " " XX, per bbl	3 00	3 50
" farmers', per bbl	2 00	3 00
Bananas, per bunch	1 75	2 25
Red bananas per bunch	2 20	2 25
Strawberries per quart box	0 18	0 20
Strawberries, pints, Louisiana		0 13
Pineapples, Cubans 18's, 24's, 30's per case	3 75	4 50
" " 36's, 42's, per case	3 50	4 00
Grape fruit, Florida, 28's to 64's, per box	5 50	6 50

VEGETABLES—Southern stuff continues to increase in quantity, but not faster than consumption. Tomatoes, cabbages and celery are arriving by carloads and "step lively" is the order all through the fruit and vegetable trade. Local products, on the other hand, are not keeping up their end. It is, of course, the hardest season of the year for the vegetable jobber to obtain supplies and keep his trade in hand. The supply of rhubarb has about run out locally but the garden-grown is arriving and next week it will be coming in quantity. For most of the imported vegetables prices have reached a lower level during the week. Florida celery is about over. The last car is expected to arrive this week.

Potatoes are advancing. American buyers have practically cleaned up the New Brunswick market. Quebec "silver dollars" are coming in pretty freely, and being a white variety, though with very deep eyes and therefore very wasty, command 90c.

Potatoes, kiln dried sweet, bushel hamper		2 00
" Delaware, per bag	1 00	1 10
" Silver Dollar, per bag		0 90
" Ontario, per bag	0 75	0 80
New potatoes, Bermuda, per bush	3 00	3 25
Onions, per bag	1 00	1 15
" Egyptian, per sack 100-115 lbs.		2 75
" Bermuda, 50-lb. crates		3 75
" green, per doz. bunches		0 12½
Cabbage, per bbl	1 50	2 50
" new South Carolina, per crate	2 25	2 50
" Florida		2 75
Wax and green beans, per bush. hamper	3 00	3 50
Beets, per bushel		0 50
" new, per doz. bunches	1 00	1 25
Carrots, per bag	0 40	0 50
" new, per doz bunches	0 75	1 00
Lettuce, per doz. bunches		0 35
" Boston head, per doz	1 00	1 25
Radish, per doz		0 50
Cucumbers, hothouse, per doz.	1 75	2 00
Mushrooms, 1 lb. boxes, per lb		0 80
Celery, Florida, per case	4 00	4 25
Asparagus, per bunch	0 70	0 75
" per doz. bunches		2 00
Beans, white, prime, bush		1 75
" " hand-picked, bush		1 90
" Lima, per lb		0 07
Tomatoes, Floridas, 6 basket crates	4 00	4 75
Rhubarb, 1 doz. bndls.	0 90	1 20
Spinach, bush	0 85	1 00
Leaks, per doz		0 25
Artichokes, per bag	0 60	0 90
Parsnips, per bag	0 50	0 75
Watercress, per doz. bunches		0 20
Egg plant, per doz		1 55
Peppers, green, per small basket	0 75	0 85
Parsley, per doz		0 20
Turnips, per bag		0 35
Mint, per doz		0 25

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

NEW PACK NEW PACK NEW PACK

OF THE FAMOUS

Brunswick Brand SARDINES

Now is the time to send your order for—

¼ Oils, Sanitary Can, 100 tins to case
¼ Oils, Handmade Can, 100 "
¼ Mustard, 100 tins to case
¼ Tomato, 100 "
¾ Mustard, 50 "

TO

Connors Bros., Limited

Black's Harbour, N. B.

Season 1906

HORSE SHOE SALMON

Now in Store

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces

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MAKING IT EASY FOR THE DEALER

We make it easy for you to sell "MONTSERRAT" because we make "MONTSERRAT" the best Lime Juice in Canada.

All the natural, piquant flavor—the very soul of the lime—is retained in this perfect juice.

We keep up the quality—and that keeps up the sales.

Insist on your wholesaler sending you

MONTSERRAT LIME JUICE

Tobler's is At The Top

To make good chocolate and make it continuously is an art. The maker must have the material and the methods and the men. Some makers have one of the requisites, some two, but

Tobler's

have "all three." Tobler & Co. have a process **their own**. Tobler & Co. use a nickel-plated machinery of **their own**. Tobler & Co. get the Swiss Milk from **their own** cows.

Tobler & Co. make their chocolate from Swiss Milk, Chocolate and Sugar—nothing else.

ORDER NOW

Maclure & Langley
AGENTS Limited

152-154 Pearl St., - TORONTO
30 Hospital St., - MONTREAL

FOR

QUALITY,
TASTE,
FINISH AND STYLE

STEWART'S

Chocolates and Bon-Bons

Are Positively Unequalled.

THEY ARE IN A CLASS BY THEMSELVES.

MADE ESPECIALLY
for you and your trade.

Send us your requirements. Return Mail will bring you Samples and Prices.

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Your friends for profit

MOTT'S

"Diamond" and "Elite" brands of

Chocolate

best known, most reliable, most satisfactory—

ALL JOBBERS, OR

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL — R. S. McINDOE, TORONTO — JOS. E. HUXLEY, WINNIPEG

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

BISCUITS AND CONFECTIONERY

SEASONABLE CONFECTIONERY.

Now that Spring is here, and the warm weather, it would be well to look to the confectionery department, for it, too, in a small measure is affected by seasons. In a very short time picnics will be the go, and with them the attendant evil of preparing lunches. Often when one has in view the preparation of a picnic lunch, the pleasure is largely lost on account of the amount of work entailed. For this reason, if picnickers could supplement their lunch with some of the lighter edibles that are convenient and inexpensive, there is no doubt but that it would appeal to them.

Of course every day is not a picnic day, but there are many other reasons why the stock of confections should be brightened up and gone over, so to speak. The days are about here when household cooking becomes a hot and laborious task, and the good wife who has made it her wont to prepare tasty cakes and dishes during the Winter months will look to the grocer to see what can be had for the evening tea.

There are many things that would answer for this purpose if they were only suggested by a nice arrangement in the grocer's showcase. It is unnecessary to enumerate them here. We all know how, when the warm weather comes, our appetite for what was pleasing during the Winter months seems to turn away from the heavier food and turn to fruits and the lighter forms of breadstuffs and biscuits.

But while it is early for native fruits, it would be a most opportune time to bring to the front those nice, small mats of table figs, raisins, and grapes which are so enticing when nicely displayed in the window.

There are many other things that are quite as seasonable, and one has but to ask what are the things that most appeal to his taste at this time of year, to find enough and to spare that will keep this part of the stock fresh and seasonable.

MAPLE SUGAR.

The large amount of maple sugar that is sold at this time of year would seem to show that this distinctly Canadian production is becoming more popular as the years go by, and the flow of sap, from reason of the depletion of our maple forests, becomes smaller.

So much has been said, however, on the adulteration of maple sugar, that people are rather suspicious of what is shown, as to its being the genuine article. It has not been an infrequent thing for what was represented to be maple sugar, to be made wholly of cheap brown sugar, without even a particle of sap from the tree that we as Canadians love to refer to in our national anthem.

There is a satisfaction in knowing that when we pay for maple sugar, and want it, we are getting it, and unless a dealer is assured that it is the genuine article he should not recommend it as such. On the other hand, the real maple sugar is a temptation to us all and if the purity is made known to the public by a neat display card, the truth of which the grocer can vouch for, people will more readily buy it.

At the Pure Food Show in Toronto a few weeks ago, maple sugar done up in 10-cent packages sold more readily than the more expensive and richer confections, simply because the public was assured that it was pure.

The purity of all confections is, however, a thing that should be impressed upon the customer always. Few other lines have been so adulterated and so tabooed by physicians and health reformers as have bon-bons and other sweetmeats. This has been largely the fault of manufacturers in trying to cheapen their output by the introduction of injurious ingredients. But the day of adulteration now happily seems to be passing away, and in buying only from reputable houses a person may be assured that only the purest sugars and syrups are used.

A few display cards kept in the confection department with short sentences impressing the purity upon the purchaser will soon give a store an enviable reputation, if, also, the stock is kept up to the claims put forth.

There is always a distinction about a store that keeps up the confectionery display. It has a tone and style that is lacking in the store that lets this part of the stock go back. It is better not to carry confections at all than to have the mixture of inferior, faded stuff that is sometimes seen in what is otherwise an up-to-date grocery. A few dollars expended in keeping the stock fresh and good, and a little judgment given to proper arrangement, is well expended and will not be by any means lost.

SAGER & CAMPBELL DISSOLVE

Sager & Campbell, Brantford, Ont., who have been in the confectionery business for some years, have dissolved partnership and the business in future will be conducted by Mr. Campbell alone. The retirement of Mr. Sager is due to ill health. He intends to remain in Brantford for some time, but has not fixed any definite plans for the future. The change will come into effect at once.

LARGEST LOAVES IN THE WORLD.

The largest loaves of bread baked in the world are those of France and Italy. The "pipe" bread of Italy is baked in loaves 2 feet or 3 feet long, while in France the loaves are made in the shape of very long rolls 4 feet or 5 feet in length, and in many cases even 6 feet. The bread of Paris is distributed almost exclusively by women, who go to the various bake-houses at 5.30 a.m., and spend about an hour polishing up the loaves. After the loaves are thoroughly cleaned of dust and grit, the "bread porter" proceeds on the round of her customers. Those who live in apartments or flats find their loaves leaning against the door.

WE STAND BEHIND THEM

No matter how you look at it you cannot get away from the fact that we stand behind

This is proof of Quality Permanency
Doubt
Not
But
Sell and Succeed
That you will do if
PERFECTION CREAM SODAS
adorn your shelves.

5-lb. Cards or Tins.

THE Mooney Biscuit & Candy Company, LIMITED,
Stratford, - Canada.

DIAMOND Brand

MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

Lowney's Cocoa is purely the choicest, highest cost, cocoa beans, ground to flour fineness, and **nothing else.**

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

YOU ARE SELLING

Chocolates and Cocoa

every day more and more.
Have you sold the VERY BEST and finest of all

Swiss Chocolates and Cocoa?

That is

SUCHARD'S

These are the premier brands the world over:

Suchard's Soluble Cocoa
" **Milk Chocolate** (full cream)
" **Velma** " (the velvet chocolate)
" **Premium** " (unsweetened)
" **Economique** " (sweet)

Canadian Agents: Write for particulars

Frank L. Benedict & Co.
MONTREAL

Besides being "best," they're different

In addition to quality, our biscuits have the added charm of novelty. They've a freshness in this respect that puts them on a higher level than the ordinary and by adding them to your stock you raise the standard at once. Your **good** customers will certainly appreciate your action.

Pamphlet (illustrated in color) from our agents.

W. & R. JACOB & CO., Limited = Dublin, Ireland

Canadian Agents:

Kenneth H. Munro
324 Coristine Bld. Montreal

C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg

Wilson Bros.
Wharf St. Victoria, B. C.

ERIN'S BEST

JACOB'S BISCUITS

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

HOW LONG

Will you continue to sell cheap essences?
To get the best business you must sell

Shirriff's Flavoring Essences

because the best buyers ask for them.
What quantity do you want?

MANUFACTURED BY
IMPERIAL EXTRACT CO.,
Toronto

MAPLE SYRUP

JUST MAPLE SYRUP
THAT'S ALL

Pure Tested Maple Syrup only is sold under **Small's brand.** When customer asks fort in of **Maple Syrup** it's nice to be able to produce same, and particularly a world-renowned brand.

Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark syrup in the British Empire. 2nd—Small's Brand has been awarded with but one exception all Gold and Silver Medals ever offered in Canada, and many from abroad.

You certainly have a first-class line.—WOOD & STEVENS, New York.
Is superior to anything I have seen on the market.—H. MOCKFORD, London, Eng.

All Jobbers.

Product of **THE CANADA MAPLE EXCHANGE**
MONTREAL

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO. TORONTO, CAN.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

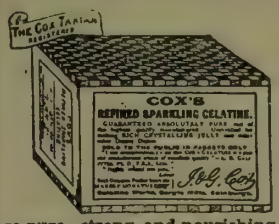
"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

WHEN ASKED FOR



"some gelatine," your safest course is to supply

COX'S

It is so uniform in quality, so clear, so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

EPPS'S

GRATEFUL
COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S
Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices throughout the Civilized World**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

——OFFICES IN CANADA——

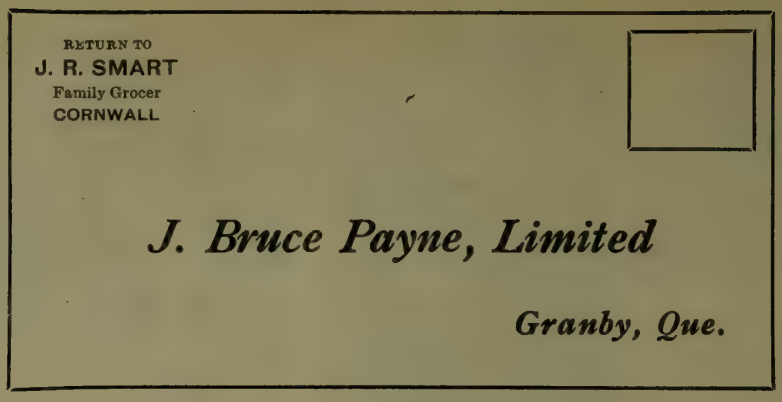
HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Mgr. Western Canada, Toronto.

UPTON'S Jams, Jellies and Orange Marmalade

are standard goods. They are properly made and correctly labeled and have the confidence of the grocer and consumer.

Have You Written Yet?



The Cost is 2 cents

If you could see all the letters addressed to "J.B.P.," and read what the letters proper said about sending a supply of

Pebble and Pharaoh Cigars

you would be convinced that it pays to make a cigar test.

There is no need for any grocer passing by an opportunity that secures for him 1000 of the **Pebble** and **Pharaoh** cigars at a fair price, with the understanding that, at the end of three months, all the unsold stock can be shipped back to Granby at **invoice price.**

That is what the average man calls "easy."

Try Payne and see if his word is as good as his cigars

J. BRUCE PAYNE, Limited, Mnfrs., Granby, Que.

Ten Reasons — Ten Reasons

1	2	3	4	5
Purest	Sweetest	Cleanest	Cheapest	Surest

T & B

6	7	8	9	10
Sells	Pleases	Pays	Satisfies	Leads

THE GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.

TOBACCOS, CIGARS AND ACCESSORIES

HISTORY OF TOBACCO.

Tobacco has had a very chequered history as far as its introduction into Europe is concerned. In America its use is lost in antiquity, although smoking dried tobacco leaves is spoken of as being in practice among the Indians of Hispaniola as early as 1526. If found its way into Europe in the year 1559; was introduced into England in the year 1565 by Sir J. Hawkins, and in 1573 it seems to have been pretty generally known there. During the year 1586 it was made famous by Sir Walter Raleigh and Sir James Drake. About this time its use was made the butt of the popular wits. The clergy strenuously denounced its popularity, and King James I. issued a pamphlet against its use.

Kings, popes and sultans are all found arrayed against it, and smokers of the soothing weed were condemned to cruel punishments. In the canton of Berne the prohibition of the use of tobacco was put among the ten commandments.

In Turkey smoking was made a capital offence. In spite of this category of denunciation and prohibition tobacco smoking has become the most extensively used luxury in the world, from peasant to king.

MONTREAL'S NEW FACTORY.

Plans for one of the largest tobacco factories in Canada are now being prepared for the American Tobacco Company, Montreal, and within a few weeks tenders will be called for a group of buildings occupying a lot of nearly 70,000 square feet of land.

This move was decided upon when the factory on Beaver Hall Hill was burned out a few weeks ago, and the company expects to spend nearly $250,000 on its new premises.

The new property will occupy the entire block facing on St. Antoine street between Bourget and Annie streets, Montreal, some 181 feet front, running back between the two streets about 370 feet.

The main building, 180x124 feet, with a 60-foot wing, will be five storeys high. On the ground floor will be the head offices of the company, with all accommodation for the general staff. The upper storeys will be devoted to the factory purposes.

The shipping department will occupy a two-storey building 106x60, and 25 feet high. In the rear of this will be the power house, a one-storey brick building.

A leaf storage warehouse for the heavy stock continually ripening will be built, one storey brick, 85x50 feet, and the group will be capped off with an up-to-date stable and wagon house.

THE WISE WOMAN.

Once there was a wise woman who permitted her husband to smoke wherever he chose in the house, and who did not object if he struck matches on the woodwork or dropped ashes on the floor. Eventually the man began going down town nights and otherwise absenting himself from home. Did the woman weep? Did she repine? Not any. She did not even go and tell her mother about it. She sat down and thought for a moment and decided upon a course of action.

Next time her husband struck a match on the woodwork she told him he mustn't do that any more—that she wasn't going to have her house looking like a barn, and when he dropped ashes on the floor she advised him not to do that as it was too much bother cleaning up after him, and she intended that her house should be neat and well kept. Then finally, she said he musn't smoke in the house, as it scented the curtains and vitiated the atmosphere, and she didn't want her house to smell like a tobacco shop.

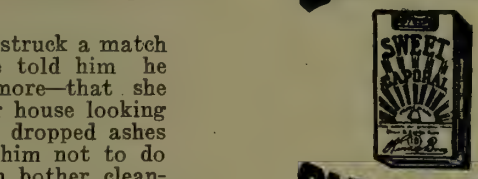
So ever since then the man has staid at home continuously, except while at work, just to show her that he has as much to say about what shall be done in that house as she has.

TOBACCO NOTES.

The tobacco crop takes from the soil about 103 pounds of actual potash per acre, which must be replaced or else the yield will fall off in quantity and quality.

A good tobacco fertilizer should contain at least ten per cent. of pure potash, and the potash should be in the form of sulphate.

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

IDEAS FOR THE INDUSTRIOUS

SYSTEM GONE TO SEED.

"The old man" has just seized the telephone transmitter and called up his manager, this being the final step in a long "thinking spell" about the overloaded system in his business. He has come to the conclusion that he has no further use for a so-called "system" that so envelops employes in red tape that it ties up all energy and initiation and turns men into machines. These are the "sparks from the old man's wire" as caught on the fly and recorded by Frank B. Rae, Jr.:

Hello! That you, Lane? I want you to drop everything, take a good, sharp ax and go over this office cutting out superfluous system right away, now! We're getting all snarled up in a lot of pesky red tape. I want it thrown out.

System essential? I know that. I didn't build up this business by guesswork. But we've just got a thin core of real system running through our business—and around that a lot of deadwood has gathered that you think is system. But it isn't. It's red tape—system gone to seed. Fact is, Lane, the business has been growing so rapidly for the past three years that we've sort of lost track of first principles. We've been adding amendments and provisos to the old methods; we've adopted a lot of fads and temporary schemes and then made them permanent, until now our routine is half red tape. And red tape is just a bad habit—you don't know that you've got it till it's got you.

Can't handle your people without it? There's just the greatest danger of red tape—it over-regulates employes; too much machinery in the office makes them machines. And—

Men have no initiative? Not after you've got through with them—carding and numbering them like so much merchandise. Take my word for it, Lane, the force here is made up of human beings, not "help." I believe we can trace half our office troubles to the fact that red tape has almost wiped out individuality among the clerks. I don't believe we get the best there is in the boys when they're handled like so many adding machines or billing machines or phonographs. I've noticed this especially since I'm away a good deal. Everybody is at a standstill: nobody's getting promoted; and nobody's doing anything to make himself get promoted.

No—no—you're not right there, Lane. We need men in the business. You and I and one or two more can't provide all the brains and ideas and energy—and we won't always be here. The more gray matter that is convoluting for our interests, the bigger those interests will become. We want a system that will make men think—not one that takes all need or desire to think away from them; and—

Exactly. Now change things around so as to infuse a little cayenne and self-confidence into the boys. The automatic, double-checking, self-acting mistake-preventing system may look very sweet and tempting on paper, but if it gets a strangle-hold on personal ambition and kills initiative, it's a mighty expensive economy.

Take the case of Egan. He's a branch manager now, but he'd have been a clerk all his life if the tape hadn't broken down and given him a chance. He marked time for three years, going through routine. Then the chief clerk got sick and Egan had to take his desk. Had a few letters to write and a few orders to give. That touch of responsibility made Egan. In a week he was hustling around on his own hook, helping to run the business—and he's been helping ever since.

Exception? Not a bit of it. Anyway, if it was, I want you to find whether there are any more of those exceptions floating around in this office undiscovered. That's the sort of opportunity we ought to chuck under the nose of every clerk every day. I don't want a system that develops plodders—I want one that develops men.

Sure. You know these things as well as I do. The trouble is, the telegraph poles of routine are passing by you so fast that you can't see the significance of an isolated pole. You're looking at the force as so much "help" as it appears on paper in the auditor's report, instead of taking a good square look around the office and observing that each individual is a sovereign Canadian citizen with ambition and brains, as well as hands.

Will have to revise your system? You bet—revise it so that we get the use of those brains. Loosen up the red tape and give that ambition elbow room. Make your regulations positive instead of negative. For I tell you, Lane, we can make more money by utilizing brains and ambition than we can possibly save by restricting our clerks to an error-proof system. That's the idea. Good-by.

WHY MEN FAIL.

Everyone knows men whose failure to rise in the world is plainly due to their inability to take the other man's point of view. I have in mind a salesman in a great mercantile establishment who is a genuine hustler, a persistent worker. He has a high forehead, a strong nose and chin; his general appearance is agreeable. What is the matter with him? Why can one so surely predict that he will never rise to the lucrative positions in his business he might legitimately aim at? Because he is always complaining of the exactions of his superiors, the long hours, insufficient pay, the use of the time clock, the necessity of caring for his stock, and a hundred other things that prove how far he is from comprehending or trying to comprehend his employer's point of view. He never in all his 30 years has caught even a glimpse of himself from anybody's point of view but his own.

How can you gain another man's point of view? First, by posting yourself on his business; then by the use of whatever reason and imagination you possess trying to think his thoughts after him. Every ambitious worker, then, should post himself on his employer's business. Let your curiosity and your observation eat it up bit by bit. Ask questions of everyone whenever you can do so without becoming offensive. Let no process that comes to our notice as a subordinate escape your complete understanding. Never be satisfied with simply obeying orders; obey certainly, but as quickly as possible learn the full significance of the order you have obeyed. If your employer insists on a certain routine that you as a subordinate find inconvenient, comply with it, not only because that is your simple duty, but because as an ambitious man you should put yourself in his place.

THE MAN WHO CHEATS HIS WORK

An employer of thousands of men was asked what thing in all his large operations gave him the most concern. "The man who does a little less than is expected of him," is the reply. "He is the dangerous factor in all business. The absolute failure we readily discover and discharge, but the 'almost' escape detection for months and often for years, and they make our losses as well as our fears," and with a very serious smile he added, "The drip in business is worse than the leak."

Thousands of men fancy they are fulfilling their duty to their employers and to their tasks by keeping hours and performing just enough to hold on to their positions. They have an idea that to do more would be to give larger service than their compensation required. They object to what they believe would be extra values. "The old man shan't get more than he's paying for" is the vernacular.

Possibly it never strikes these trimmers that in cheating their work they are doing double damage; they are injuring their employers much, they are robbing themselves more; they are, in fact, losing everything in life that is worth while. They fare worse than if they did nothing at all, for time with all its precious values slips entirely from them and leaves no substance or satisfaction. Half doing soon brings undoing. It is the nine-tenths doing or the ninety-nine and one-hundredths doing that bleeds business and saps character.

MR. GROCER,—

Adams Tutti Frutti Gum

SWELLS YOUR BANK ACCOUNT
BECAUSE YOU MAKE 80% PROFIT.

Adams Tutti Frutti Gum

PLEASES YOUR CUSTOMER
BECAUSE IT IS THE BEST.

GIVE IT A PROMINENT PLACE ON YOUR COUNTER.

AMERICAN CHICLE CO.,

Logan Ave., - Toronto.

If you buy Milk, buy Milk, not Skim Milk!

BORDEN'S BRANDS

"Eagle" Condensed Milk and "Peerless" Evaporated Cream

are prepared from the best milk procurable, thoroughly sterilized, hygienically prepared and

Always Absolutely Pure

These facts guarantee your sales and profits.——All jobbers.

WILLIAM H. DUNN, - ***MONTREAL and TORONTO***

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

PERMANENT SUCCESSFUL CIGAR SALES

depend largely on the class of goods sold.

Full value **HOGEN-MOGEN** (5c.) and **ROYAL SPORT** (10c.) Cigars mean much to you.

This is money-saving and money-making advice—

THE SHERBROOKE CIGAR CO.

SHERBROOKE, P.Q.

SURE TO PLEASE

If you want to please your customers and at the same time enjoy the feeling that comes from doing the right thing, just push

Quaker Rice
(Puffed)

The newest cereal and most unique food in the world. It caught the public fancy and has gained a larger sale in a shorter time than any other product in cereal history. Repeat orders testify to its goodness.

The American Cereal Company
Peterborough Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 3, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz
4-doz.	10c.	$0 [illegible]
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ¼ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 2 lb.	13 50
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 2 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 [illegible]
¼ lb. " 4 " "	0 [illegible]

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	1 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days,

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada flakes, "Standard" case, 36/15's	$4 40
Canada flakes, 5-case lots.	4 30
Canada flakes, "Jumbo" case, 24/25's	4 90
Canada flakes, "Jumbo" 5-case lots.	4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins per doz.	$6 75
" ½-lb. tins "	3 50
" ¼-lb. tins "	2 00
" fancy tins "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ½-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ½-lb. tins, doz.	2 55

Chocolate—

Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, "	0 30
Diamond, " "	0 25
" 8's	0 28

Icings for cake—

Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections—

	Per doz.
Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.30

FRY'S.

Chocolate—

	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—

	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 [illegible]
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins,	4½	doz. to case	per doz.,	$	.90
1 " "	4	" "	"		2.40
½ " "	2	" "	"		4.75
¼ " "	1	" "	"		9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ¼'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's.	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William St. Montreal

Breakfast cocoa—

	Per lb.
5-lb. screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—

5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6 lb. bxs. 12 bxs., in case, ¼-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes. 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—

5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder

5-lb. tins, 10 tins in case	27c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 55

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 30-lb. boxes	37½c.
" IV, 30-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz. $8 25
Medium size jars	" 4 50
Small size jars	" 2 40
Individual size jars	" 1 00
Imperial bolder—Large size	" 18 00
Medium size	" 17 00
Small size	" 12 00
Roquefort—Large size	" 1 40
Small size	" 3 40

"Batger's"

Lime Juice Lemon Squash

The summer time is fast approaching, when there will be a heavy demand for summer drinks. The pure fruit juice of both, LIMES and LEMONS, have been and always will be the most popular and healthful snmmer drinks.

"Batger's" Lime Juice and Lemon Squash are absolutely pure and as good in flavor as modern ingenuity, the finest fully ripened fruits and over 150 years' experience can make them,

They are put up in two sizes—pints and quarts —two dozen in a case—are retailed at popular prices, allowing you a handsome profit..

Rose & Laflamme

Montreal - Toronto

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

PROGRESSION
Is the Order of the Day

The time was, when the possible utility of steam and electricity was a dream.

Great strides have been made in the direction of improvement in every department, by which the wheels of commerce are kept moving.

No greater improvement has been shown than in the perfection of manufactured Spices, and **BRAID'S AROMATIC SPICES** stand to-day on the highest point above all other spices for a pure unadulterated product.

Lay aside your prejudice! Keep pace with the times! Try **BRAID'S AROMATIC SPICES**, and they will be money in your pocket.

Braid's Best Teas and Coffees, just what the name implies. Nothing more, nothing less.

A postal will bring samples and quotations.

WM. BRAID & CO., - Vancouver, B.C.

BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 06½
7 and 14-lb. wood pails per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb.	0 09

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND

Tierces	$0 08½
½-bbls.	0 08¾
Tubs	0 08½
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09¾
" 10-lb. "	0 09¾
20-lb. wooden pails	1 80
20-lb. tin pails	1 70

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net or 1 per cent. 10 days.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel per box 1 25 to	3 50

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

The Agricultural Schoolmaster

is abroad, and the farmers are learning the important truth that the better the seed the better the crop.

The Grocer may take a lesson from this newest beneficent enterprise. Use none but pure, superior goods in your store, and you will raise a great crop of customers.

The selected Coffee beans that form WOOD'S COFFEES will make one important department produce a great harvest of trade.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—

Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OGILVIE MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.

Blue, white or assorted.

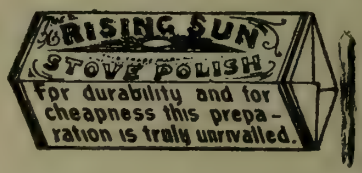
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ¼-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs, ½s & ¼s.	0 28	0 40
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.

Teas.

SALADA CEYLON.

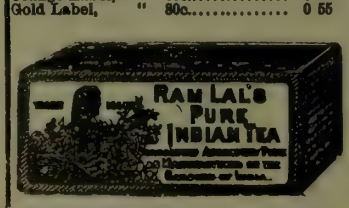
	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 60	0 80

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1 s and ½'s	0 42	0 60
Embossed Label, 1's, ½'s and ¼'s	0 70	1 00

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Cases, each 60 1-lb.	$0 35
" " 30 ½-lb. }	0 35
" " 120 ¼-lb.	0 36

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s.	$0 35	$0 50
Blue Label, 1-lb. and ½s.	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
apan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas— "Condor" I 40-lb. boxes	$	....
" II 40-lb. boxes		....
" III 80-lb. boxes		....
EMD AAA Japan, 40 lb " at		....
" AA " 40 "		....
Blue Jay, basket fired Japan, 70 lbs.,		....
"Condor" IV 80-lb. "		....
" V 80-lb. "		....
" XXXX 80-lb. boxes		....
" XXXX 30-lb. "		....
" XXX 80-lb. "		....
" XXX 30-lb. "		....
" XX 80-lb. "		....
" XX 30-lb. "		....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½	....

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ¼s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 48
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 25½
Condor, pure distilled	0 27½
Old Crow	0 22½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05

WARNING!

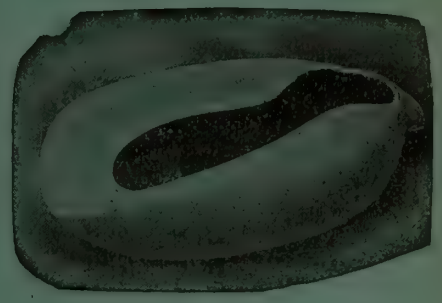
Crescent BM&Co. TRADE MARK. Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

TEA HINTS
FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week - therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

Last Chance

We have to stop making our **"Rosedale" Flowerpots** because they take up too much room in our decorating shops, which are now crowded with Opal and Glass orders. If you want a big, showy hand-painted **Jardiniere,** six inches high and eight inches across top, to retail for 25c. each, order a barrel at once.

2 doz. at $1.50 doz.	**$3.00**
Barrel - - -	**.25**
	$3.25

We haven't a hundred barrels left, so send a post card at once.

GOWANS, KENT & CO.
LIMITED
TORONTO

FOR A YEAR PAST

we have been quietly but firmly establishing ourselves in the manufacture of

CANNED FRUITS AND VEGETABLES

having, as our superintendent one of the ablest processors in America.

LAUREL CANNED GOODS

are now an assured success.

(Both consumer and grocer agree there.)

We have still some choice fruits on hand.

Write us.

J. H. WETHEY, Limited, MANUFACTURER **Wethey's Mince Meats**

St. Catharines CANNERS **Laurel Canned Goods**

C & B

Crosse & Blackwell's Pickles

Mixed, Chow Chow, Walnuts, Cirkins, and Onions

Corked ½ pts. and pts., and Octagon ½ pts. and pt. bottles

C. E. Colson & Son, Montreal

Agents

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, MAY 11, 1906. NO. 19.

Robinson's Patent Barley

Is a Steady Seller
With the BEST TRADE

Your store is the **finest** in the town. And, therefore, you are or should be selling

ROBINSON'S PATENT BARLEY

Liberal sampling among your customers on receipt of list addressed to

Frank Magor & Co., - 403 St. Paul St., Montreal
Agents for the Dominion

Raised on It.

"The Reason Why"

Yes, that's just what you want to say to your customers — "The reason why" you handle

Benson's "Prepared" Corn and Edwardsburg "Silver Gloss" Starch

Is that you have found them superior to all other brands —Your experience has 50 years of the public's endorsation to back it.

—EVERY JOBBER SELLS THEM—

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO Ont. | Works, CARDINAL, Ont. | 184 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

Large Soap Sales

Don't try to sell soaps that are unknown—it's hard work and unprofitable labor.

The best selling soap is the best known soap and the best known soap is the one which is advertised the most extensively and is at the same time absolutely pure and of high quality.

Baby's Own Soap

is the most extensively advertised Soap in Canada—it is absolutely pure and is known throughout Canada as the best Soap for the Nursery, Toilet and the Bath because of its rare quality. It is not surprising that it sells easily and in very large quantites. You cannot afford to let your customers go elsewhere to buy Baby's Own Soap.

It is one of the excellent lines manufactured by

THE ALBERT SOAPS, LIMITED
MONTREAL

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

National Licorice Co.

Brooklyn, N.Y.

R. S. McIndoe
Selling Agent - 120 Church St., Toronto

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

NOTICE !

Infringement of Trade Mark.

It having come to our notice that CANNED HADDIES and other Fish bearing the design of a "THISTLE" on the label, other than those packed and sold by the "THISTLE CANNING CO.," are being offered and sold, we hereby caution all persons against buying and selling, using or having in their possession, these goods without our permission, as we are the sole owners and proprietors of the said Trade Mark and shall take proceedings to protect our interests under the law governing Trade Marks and Industrial Designs.

ARTHUR P. TIPPET & CO.

Sole Agents, THE THISTLE CANNING CO.

17. Every person, other than the person who has registered the trade mark, who marks any goods or any article of any description whatsoever, with any trade mark registered under the provisions of this Act, or with any part of such trade mark, whether by applying such trade mark or any part thereof to the article itself, or to any package or thing containing such article, or by using any package or thing so marked which has been used by the proprietor of such trade mark, or who knowingly sells or offers for sale any article marked with such trade mark, or with any part thereof, with intent to deceive and to induce any person to believe that such article was manufactured, produced, compounded, packed or sold by the proprietor of such trade mark, is guilty of a misdemeanor, and liable, for each offence, to a fine not exceeding one hundred dollars and not less than twenty dollars—which fine shall be paid to the proprietor of such trade mark, together with the costs incurred in enforcing and recovering the same.

Manufacturers' Agents and Brokers' Directory

BARBADOES, W.I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CALGARY

The Dominion Brokerage Co.,
Wholesale Limited
Commission Merchants and Brokers
CALGARY and EDMONTON, ALBERTA
Excellent Trade Connection
Highest References

WESTERN CARTAGE CO.,
Cartage and Warehousing
Storage and Brokerage for Eastern Wholesalers.
Handling and Forwarding of CAR SHIPMENTS.
Largest and Best equipped STORAGE Facilities in the WEST.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 26.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. E., TORONTO
Calling on best Grocers and Mfg. Confectioners.
Could handle another first-class specialty for Manufacturers.

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

A. F. MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
28 Front St. East, Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

TOMATOES
CORN
RAW SUGARS
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited.

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

Winnipeg Storage
We make a specialty of storing and distributing car lots for
Eastern Shippers
Negotiable receipts issued
Low Insurance Rates reasonable
R. B. WISEMAN & CO.
WINNIPEG
Warehousemen and Distributing Agents.
Best of references.

(*Continued on page 52.*)

Hamilton, Ont., April 24th, 1906.

Dear Sir:—

RE THE FOOD VALUE OF PEAS

It is estimated that food for the average man should contain 125 grams proteïds, 500 grams carbohydrates and 50 grams of fat, representing over 3,000 calorics of heat energy.

It will be seen that the carbohydrates are the largest in bodily demand.

Peas are especially rich in carbohydrates. In fact, so much so is this the case that Peas have been called the poor man's beef It is claimed that 1½ lbs. of dried Peas would supply the daily requirements of proteid for the average man, and the energy liberated, weight for weight, is greater than in beef, eggs or milk.

Canned Peas are without doubt the cheapest and the best food on the market at the present time. Taking the standard amount of energy liberated the cost of Peas is less than half the cost of Meats, etc., and many of your customers are spending too much money on Meats, Eggs, etc.

By calling your customers' attention to the facts as stated above, you will largely increase your sales, and especially so if you only sell Peas packed by the Canadian Canners, Limited, under any of the following brands, viz.—"Canada First," "Little Chief," "Log Cabin," "Horse-shoe," "Auto," "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," "Globe," "Grand River," "Jubilee," "White Rose," "Deer," etc.

The Peas of these brands are packed the same day as picked, and when best suited for table use. The process of packing them is such that the Peas travel from the field to the can without coming in contact with the human hand, and thus these brands of Peas are more wholesome and cleanly than if cooked in a private kitchen.

You may assure your customers that every tin of goods under our label is guaranteed as to quality.

Yours truly,

"CANADIAN CANNERS, Limited"

Ceylon Tea....

the grocer's best.

Tea soil cannot be found anywhere. The best tea can only be found at certain altitudes. "Ceylon" has the finest soil for tea production and the healthiest altitudes in the East, reaching some 8,000 feet. The "Best" tea comes from plantations where soil and climate combine to give that aromatic fragrance and gentle stimulating exhilaration, which healthily grown tea always imparts. ¶ Did you ever hear of a grocer who sold only "Ceylon Tea" who didn't do a flourishing trade? Then why not share "Ceylon" success yourself? . . . . . .

Ceylon Tea....

holds trade like the true British Bulldog. Sell only Ceylon Tea . . . .

Cured and Packed
Where Caught!

"Thistle" Brand Canned Fish.

One reason why the "Thistle" Brand of Canned Haddies, Kippered Herrings, etc., retain the rich, delicate flavor of the freshly-caught fish is because they are cured and packed right at the water side where they are caught.

There is **no dirt, no slime** in the "Thistle" Brand. There are no "odds and ends" thrown in in a hurry. The "Thistle" Brand contains nothing but carefully-selected fish—**only the best will do for the "Thistle" Brand!**

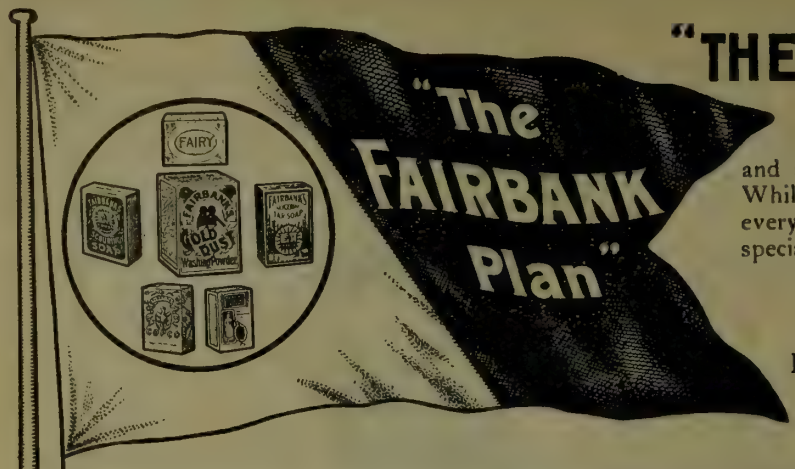
The cost to clean, cure and pack the "Thistle" Brand is without doubt greater than the cost involved in marketing any other Brand in the country, yet the high quality has been steadily maintained. The "Thistle" Brand competes **on quality** and **not on price. It is the Standard Brand of Canned Fish!**

Highest Quality Always.

Beware of Imitations!!!

None are genuine that do not bear the name of

ARTHUR P. TIPPET & CO., GENERAL AGENTS' Montreal



"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

"To use with Lamb or Fish or Meat,
Queen Quality Sweet Pickles can't be beat."

Some pickles are just for lunch; others for dinner.

Queen Quality Sweet Pickles

"fit in" at every meal. The truth of the matter is—at eating time there is a supreme relish goes with them, and, after eating time, no "bitter memories."

Remember **Queen Quality Pickles** are no experiment. **We have been making them for ten years and they now have a "good hold."**

We advertise to scatter their fame further.

We are anxious that **Queen Quality Sweet Pickles** shall get a try in your store.

A "Pickle Proposition" that benefits all three—buyer, seller, maker—is the kind you need and the kind we offer.

Taylor & Pringle Co., Limited
Sole Agents for "Perry's Worcestershire Sauce"
OWEN SOUND, ONT.

Tel. Main 3244

The Improved Match Co., *Limited*

Match Manufacturers

HEAD OFFICE:
409 BOARD OF TRADE,
MONTREAL

FACTORY:
DRUMMONDVILLE,
QUE.

Let us hear from you if you want

Best Matches
at
Right Prices

TEN SECONDS IS AMPLE TIME

To consider and decide in favor of "Salada" Ceylon Tea as the most profitable and satisfactory leader in the Tea department of any man's business.

The quality and value looms up conspicuously above a hundred rivals. "THAT'S WHY"

Black, Mixed or Green } Sealed Packets Only

Wholesale Terms from "Salada," Toronto or Montreal

ROYAL YEAST CAKES

MOST PERFECT MADE.

SOLD AND USED EVERYWHERE.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma at World's Fair, St Louis, Mo., 1904

NOTE THE LABEL ON EVERY BOTTLE.

Sterling BRAND Pickles

You can bank on them. You can recommend them to the most exacting customer. He will not be disappointed.

—Made in Canada's largest and best equipped pickle factory.

The T. A. LYTLE CO., Limited
TORONTO, CAN.

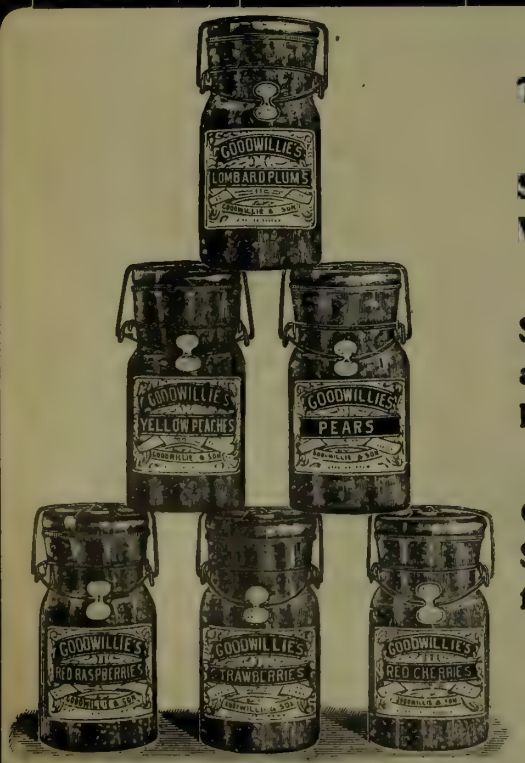
MAPLE SUGAR

Largest Exporters of

PURE BEAUCE COUNTY SUGAR

D. RATTRAY & SONS

QUEBEC **Montreal** **OTTAWA**



THEY

Sell Well

Show a Nice Profit.

Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

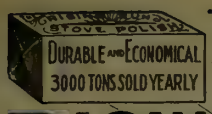
"The best business man is the one who learns wisdom from his own mistakes."

If you have made the mistake of not keeping

Paterson's Camp Coffee Essence

Learn wisdom—and learn it as soon as possible—you may have a call for Paterson's any time, as it is a fast seller, and then it looks so bad to be "just out."

ROSE & LAFLAMME, MONTREAL
AGENTS.



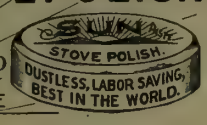
THE WELL KNOWN AND RELIABLE CAKE.

RISING SUN STOVE POLISH

&

SUN PASTE STOVE POLISH

TINS GUARANTEED TO THE TRADE



UNSCRUPULOUS AND INEXPERIENCED MANUFACTURERS

make inferior stove polishes which are often inflammable, explosive, and dangerous, and the victim of accidents from those inferior stove polishes are often frightfully burned and suffer horrible disfigurement, if not death. No storekeeper can make friends of his customers by selling them inferior and dangerous stove polishes. **RISING SUN** and **SUN PASTE** are absolutely safe under all circumstances.

MORSE BROS., Props., - - Canton, Mass., U.S.A.

CROCKERY

Our stock is complete and "up-to-date" in every respect. We are offering many new and exclusive lines in **DINNERWARE** and **TOILETWARE**

UNPRECEDENTED VALUES IN

CHINA—GLASS—SILVERWARE—CUTLERY

CUT GLASS — LAMPS — LAMP GOODS

MAIL ORDERS are given careful attention. If in doubt just name your price and allow us to supply our "Best Sellers." Our long experience enables us to know what the public likes best.—

THE JOHN L. CASSIDY CO., LIMITED, MONTREAL

Lorimer's Worcestershire Sauce

A High-grade English Sauce—good 25 cent value—to retail at 10 cents. Good money in it too for the grocer.

THE ROBERT GREIG CO., Limited
White Swan Mills
TORONTO

GALLON BEETS

We have a limited quantity of Gallon Beets that we offer at an exceptionally attractive figure to clear.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

QUALITY—

that is, after all is said and done, what your customers want when buying **TEA.** Every customer whom you can please with the delicious, fragrant, nourishing and healthful

JAPAN TEAS

will be a grateful customer.

If you have not sold Japan Teas before, **DO SO NOW.**

ARE YOU A GROCER? YES.
Then write us at once regarding
OUR HONEST OFFER. FREE.

A PERFECT FOOD.
READY TO EAT.
CRISP AND TASTY.
Guaranteed
PURE

MRS. RORER'S SARATOGA CHIPS

10c. AND 20c.
MADE EXCLUSIVELY BY
Hamilton Saratoga Chip Co.
Three Sixteen King East
HAMILTON, - CANADA.

Send us your name and name of your jobber and we will surprise you.

Our Chips took the **PRIZE** atthe **Food Show**

Not a Cereal

FACSIMILE OF BOX
HAMILTON SARATOGA CHIP CO., - Hamilton, Canada
A. F. MacLaren Imperial Cheese Co., Toronto, Sales Agents

THESE CANS CONTAIN
PURE MILK

REINDEER BRAND **JERSEY BRAND**

Sweetened **Unsweetened**

Every Can Guaranteed

The skill exercised in selecting milk, the methods employed in its manufacture, the strict discipline and supervision of workers and details combine to produce the best product.

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

SARDINES

King Oscar Brand—¼s and ½s.

Shipment of these fine goods just received.

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

Make a Place in Your Store

for

IVORINE

COLD-WATER

STARCH

It doesn't matter what kind of starch you are now selling, some of your customers want "Ivorine" and will get it—from another Grocer if you do not keep it.

The feature about "**Ivorine Starch**" is the fact that it can be used so easily. The drudgery of "hot-water starch" days is a thing of the past when "Ivorine" appears.

Your jobber can supply you, and you should see that he does.

Case (40 pkgs.) $2.50.

St. Lawrence Starch Co.
Limited

Port Credit, Ontario

Purnell's

Genuine Worcestershire

Sauce

Shews a good profit

Never fails to give satisfaction.

Do You Stock it?

If not, mail your order to-day.

PURNELL, WEBB & CO.,
Limited

BRISTOL, ENGLAND

ESTABLISHED 1750

The Stove Polish You Want

is the one that your trade ask for. Wherever

JAMES' DOME BLACK LEAD

is known it is used to the exclusion of all others, Without doubt it is the best Stove Polish in the world. Stock it up, and look after this trade. It pays well.

W. G. A. LAMBE & CO., Canadian Agents.

Blue Ribbon Tea

Is the best advertised tea in Canada. The people know what a first-class tea **BLUE RIBBON** is.

We keep up the standard. Satisfied customers keep up your trade.

Always sell **BLUE RIBBON TEA.**

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

JAMES MARSHALL, Aberdeen, Scotland
Invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B C. 4th and 5th Eds.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

HAMBURG.
Kaiser Wilhelmstrasse 74-78.
Neubeck & Schipmann,
Commission Agents and Merchants.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs.
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

James Methven, Son & Co., St. George's House, EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

THE ELGIN NATIONAL

is the **BEST COFFEE MILL** on the market

Has all the good points of all other mills—with some exclusive features of its own.

For prices, terms and full particulars, write

THE EBY, BLAIN CO., LIMITED
Wholesale Grocers, **TORONTO**

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at 33 cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

98-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 532.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

ESTABLISHED IN 1842

1500 Cases due in Montreal in a few days.

Brussons Jr.

French Alimentary Pastes

The finest quality that France can manufacture, Pure hard Wheat "Russian Tangarock."

GOLD MEDALS *DIPLOMAS* *SILVER MEDALS*

FINEST ON THIS MARKET

L. CHAPUT, FILS & CIE

Importers, Wholesale Grocers, Wines and Liquors

MONTREAL

G. C. KOOPMAN

Commission Merchant,
Agent and Broker

AMSTERDAM AND ROTTERDAM

Offers on demand

All Products of the Dutch Colonies (East Indian)

AS

COFFEE, TEA
SPICES of all kinds
GUMS for Varnish Manufacturers
COCOA, COCOA BUTTER
Cassia Vera, Chinchona-barks, Rattans, Drugs, etc

Also COCOALINE (substitute for Cocoa Butter)
VEGETALINE (Vegetable Butter)

Agents wanted everywhere in Canada.

WE GIVE advances of 75% against documents on consignments of all Canadian Produce fit for this market. Ask for reports about every article you wish to sell.

The Man of Enterprise

Such is the head of the

BODE'S GUM CO., Limited

That is why the trade follow the Bode's Gum Co., Ltd., because "goods well advertised are half sold," therefore if you have not already got them in stock order at once.

Bode's Menthol "Pepsin" Gum
Bode's Crushed Fruit Gum
Bode's Pepsin Gum

But don't overlook the important

LITTLE BODE'S GUM SLOT MACHINE

Everybody can afford to have one and they show a handsome profit. Guaranteed forever.

Order at once through your jobber, or direct from

BODE'S GUM CO., Limited
MONTREAL

TORONTO OFFICE, Pacific Building. **OTTAWA OFFICE,** 65 Sparks Street. **QUEBEC OFFICE,** 5 Dufort Street.

Watch the Bode Gum Co., Ltd., Advertising. It will interest you.

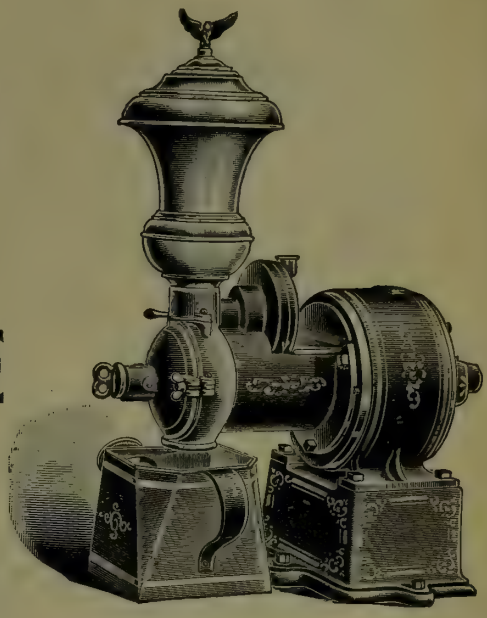
Here

You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE

ENTERPRISE

Electrically Driven Coffee Mill



The ¼ H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize ¼ lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

Customers are Gained by

Accurate handling of cash
Correct credit charges
Never asking a customer to pay a bill twice
Attention to telephone orders
Tidy appearance of store
Quick service
Courteous clerks
Right change given to children and servants
Truthful statements
Good location

All these good features may be had by using a system that is of advantage to customers. An investigation of the system afforded by a National Cash Register will prove a good investment.

Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing and places you under no obligation.

Tear off here and mail to us today

N.C.R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

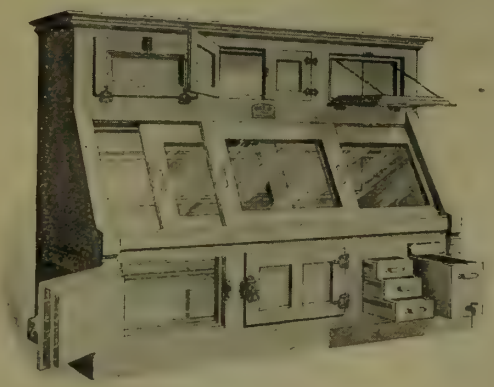
_____ *Name*

_____ *Address*

_____ *No. of men*

Aubin's Patent Refrigerators

GROCERS should not be without one



Perfect Dry Air Circulation System
Highest Testimonials from Leading Grocers in Canada

Made in 10 styles

Silver Medal Quebec Exhibition
Diplomas—Ottawa, Montreal and Toronto

WRITE FOR CATALOGUE

C. P. FABIEN, Proprietor and Manufacturer

OFFICE AND FACTORY
3167 to 3171 Notre Dame St.
MONTREAL, CANADA

WAREROOMS
4 to 8 Fabien Ave.
31 to 45 William St.

Branches at Ottawa, Winnipeg and Windsor, N.S.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinders

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman, Eckert & Co., London, Ont.

White and Colored Leaves

The feature of our new

Counter Check Book

is the SPECIAL DUPLICATING leaves. These are run alternate white and colored. One can be used for original, the other for duplicate. Liability of mistakes, fractional. Saving in labor, considerable.

We should like to have our Representative call on you. If you write, he will call.

The Carter-Crume Company, Limited

TORONTO and MONTREAL

We make all kinds of Counter Check Books.

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

OAKEY'S

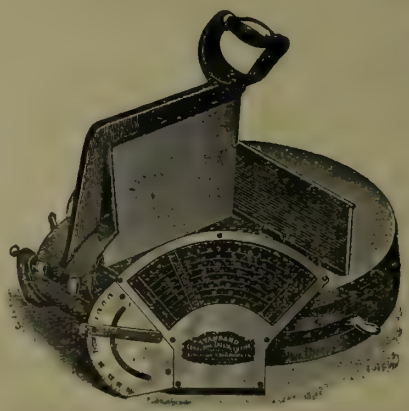
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.



THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

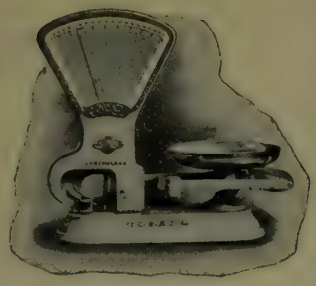
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

STOCK NOW.

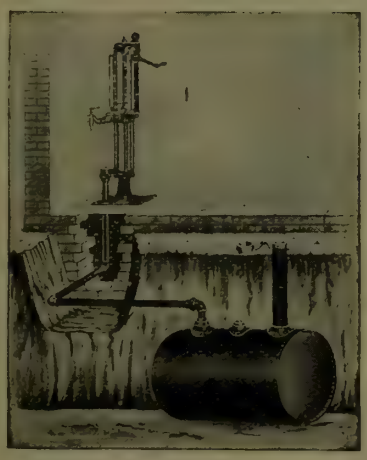
Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross
London. Eng.

CANADIAN AGENTS:
MACLURE & LANGLEY, Ltd
154 Pearl St., Toronto
30 Hospital St., Montreal

GASOLENE ECONOMY



CUT No. 42
Tank Buried, Pump in Store. One of Fifty.
Good for Kerosene, too.

Is it economy for you as a dealer in gasolene to handle it in wooden barrels or faulty metal tanks **when** oil experts say that from **fifteen to fifty per cent** of all gasolene so stored **is lost** through evaporation, leakage and waste?

Is it economy for you to run the risk of **an expensive fire** which could have been prevented had you taken the precaution here mentioned?

Is it econmy for you to consume ten minutes in getting a gallon of gasolene for a customer, when **ten gallons can be drawn in one minute** with a Bowser Gasoline Outfit? It's safe, convenient, economical and clean. The Standard Equipment for gasolene storage. Endorsed by experts. **Send for Gasolene Catalog "B"**

S. F. Bowser & Co. Inc. 530 FRONT STREET W. TORONTO, ONT.

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System.**

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers
Indianapolis, Indiana.

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

Geo. A. Vick & Sons, Orillia, Ont.

A NEW STORE AT SMALL COST

MAY BE HAD BY USING

WALKER BIN FIXTURES

IF you are going to fit up a grocery store, don't do it until you find out just what Walker Bins are.

your store is beginning to show signs of wear and tear, make a new one out of it by putting in Walker Bins.

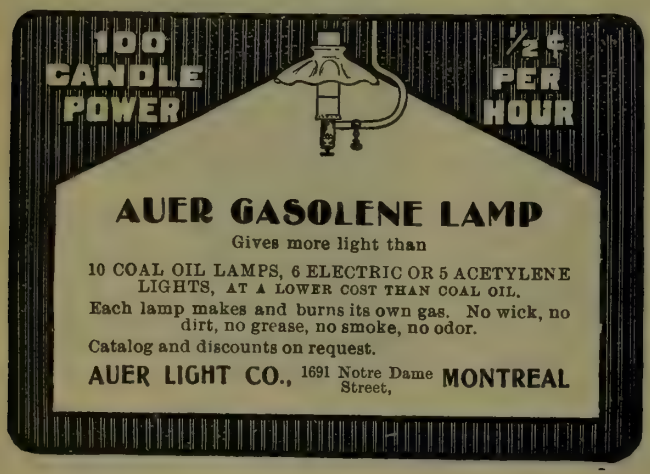
you are getting a lot of damaged and soiled stock, get rid of it. You'll have no more if you put in Walker Bins.

They not only increase business, but give CHARACTER to it.

WRITE FOR ILLUSTRATED BOOKLET, "Modern Grocery Fixtures"

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

Montreal Representative:—J. H. MAIDEN, 131 PLACE D'YOUVILLE, MONTREAL, P.Q.



AUER GASOLENE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

ELECTRIC POWER COFFEE MILLS

This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

BEWARE OF IMITATIONS

TWO BIG SELLERS

Maple Cream Hearts
Twin Block Pure Maple Sugar

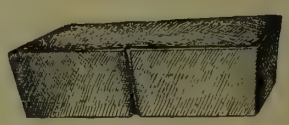
Maple Cream Hearts are put up in Pails of 18 lbs. each, and sell for 20 cts. per lb.

Price Per Pail - ***$2.16***

(No charge for Pails)

Profit to Retailers on one Pail - ***$1.50***

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 ¾-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c sale; in handling this Sugar there is no weighing or waste

Price per Case - ***$3.00***

Profit to Retailer in one Case - ***$1.00***

We are the originators and sole patentees of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify ***Twin Block Maple Sugar*** and ***Maple Cream Hearts*** and you will get the genuine.

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for **"Diamond E."** on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders**—**You cannot make a mistake** in ordering a tin on a trial basis—If the coffee does not prove a **convincing argument**—We stand the expense—**"Diamond E."** will put **new life** into your **Coffee trade**—**Try it**—Backed by a reputation of over half a century.

S. H. & A. S. EWING. MONTREAL

The merchant who knows his business talks

QUALITY

to his customers.

Cheap canned meats means goods made from cheap meat.

Do you ask your butcher for cheap meat when you want a good dinner?

When your customer has once tried our goods he will stick to our brand and to your store.

GROCERS

Ask your jobbers for our brand and compare with others.

All our goods are made in Canada from first-class Western Stock.

Corned Beef, Roast Beef, Chicken, Turkey, Potted Meats, Lunch Tongue, &c.

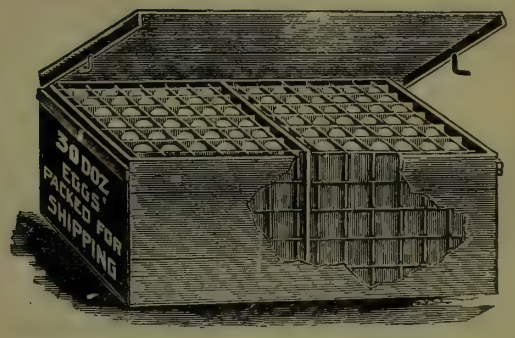
NICHOLSON & BAIN, Winnipeg and Calgary

Western Agents for

THE MANITOBA CANNING CO., LIMITED

GRANDE POINTE, MANITOBA

EGG CASE FILLERS



Extra Large Fillers

30 doz. XL Fillers (Egg spaces 1¾-in. sqr. x 2⅜-in. deep)
49 " XL " (" " " " " ")

To Save Breakage in Eggs Use the XL Fillers

The larger eggs, too long for the regular size of 30 doz. and 49 doz. Fillers, are almost invariably lost by cracking and crushing of the shell through being packed in Fillers that are not deep enough.

Save this breakage and make more money in eggs by using the deeper XL Fillers.

The Miller Bros. Co., Limited

30-38 DOWD STREET

MONTREAL

Board Mill and Filler Factory at GLEN MILLER, ONT.

Phones: 203 Main
2099 "

LAST CALL FOR . . . . . SPECIAL GROCER

ADVERTISERS ARE REQUESTED TO SEND IN CHANGE OF COPY FOR "SPECIAL GROCER" BY RETURN MAIL.

NO COPY RECEIVED AFTER MAY 14 CAN BE ASSURED INSERTION.

THE CANADIAN GROCER, 10 Front St. E., TORONTO.

Choice Line of
Bulk Pickles

We are offering an extra fine line of mixed bulk pickles, at an attractive price, worth looking into.

A varied assortment of high-class bottled pickles—for instance,

"GILLARD'S PICKLES"

Have you offered these to your customers yet?

W. H. GILLARD & CO.
WHOLESALE GROCERS
HAMILTON

Get Ready
FOR
Fly Season

Tanglefoot
Wilson Fly Pads
Smith's Fly Paper

LUCAS, STEELE & BRISTOL
Wholesale Grocers
HAMILTON, - ONT.

RAYON D'OR
THE FINEST PURE OLIVE OIL
ON THE MARKET

A quick seller. A pleasure to use.

MENGERT CAGNOLI & CIE
BARI LUCCA, NICE

Canadian Agency:
J. RUSSELL MURRAY, MONTREAL

SYMINGTON'S
EDINBURGH
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST
TO BE HAD OF ALL WHOLESALERS
THOS. SYMINGTON & CO. - EDINBURGH

BROOMS

Do not forget we are Broom manufacturers.

We have the right goods at the right prices.

We invite inspection. It will be worth your while to look at our samples and prices.

If we have not what you want, if it can be made, we can make it.

Our men have samples of our standard lines.

JAMES TURNER & CO., HAMILTON

TECA SALAD OIL

A pure delicious table oil that will please your customers and pay you a handsome return for handling.

Two dozen pints to the case.

Write for prices, mentioning the name of your jobber.

IMPORTED BY

Frank R. Oliver

11 Front St. E. - - Toronto

Tartan BRAND

The Sign of Purity

Salmon—We can interest you.

Pickles—Large assortment, special prices.

Selected Valencias—Get our prices.

Barbadoes Raw Sugar Special line.

Consult our travellers re. supplies of above seasonable lines, or 'phone 596, our expense

BALFOUR & CO.

Wholesale Grocers

HAMILTON, ONT.

American Proclamation of Food Standards

A FULL DESCRIPTION OF PURITY AND ADULTERATION

The following "Supplemental Proclamation" has been issued from Washington by Secretary Wilson, in which is given the food standards of purity agreed upon by the Committee of Food Standards of the Association of Official Agricultural Chemists, in conjunction with Elton Fulmer, representing the Interstate Food Commission. The current statement is supplemental to that of December 20 last, and establishes the following standards :

Fruit and Fruit Products.

(Except fruit juices, fresh, sweet and fermented, and vinegars).

1. Dried fruit is the clean, sound product made by drying mature, properly prepared, fresh fruit (the subject of sulphurous acid in dried fruits is reserved for consideration in connection with the schedule "Preservatives and Coloring Matters") in such a way as to take up no harmful substance, and conforms in name to the fruit used in preparation ; sun-dried fruit is dried fruit made by drying without the use of artificial means; evaporated fruit is dried fruit made by drying with the use of artificial means.

2. Evaporated apples are evaporated fruit made from peeled and cored apples, and contain not more than 27 per cent. of moisture.

(Standards for other dried fruits are in preparation).

3. Canned fruit is the sound product made by sterilizing clean, sound, properly matured and prepared fresh fruit by heating, with or without sugar (sucrose) and spices, and keeping in suitable (the subject of suitable containers is reserved for future consideration) clean, hermetically sealed vessels and conforms in name to the fruit used in its preparation.

4. Preserve (products made with mixtures of sugar, glucose and honey, or any two thereof, are reserved for future consideration) is the sound product made from clean, sound, perfectly matured and prepared fresh fruit and sugar (sucrose) syrup, with or without spices or vinegar, and conforms in name to that of the fruit used, and in its preparation not less than 45 pounds of fruit are used to each 55 pounds of sugar.

5. Honey preserve (products made with mixtures of sugar, glucose and honey, or any two thereof, are reserved for future consideration) is preserve in which honey is used in place of sugar (sucrose) syrup.

6. Glucose preserve (products made with mixtures of sugar, glucose and honey, or any two thereof, are reserved for future consideration) is preserve in which a glucose product is used in place of sugar (sucrose) syrup.

7. Jam (marmalade) products made with mixtures of sugar, glucose and honey, or any two thereof, are reserved for future consideration) is the sound product made from clean, sound, properly matured and prepared fresh fruit and sugar (sucrose), with or without spices or vinegar, by bailing to a pulpy or semi-solid consistence, and conforms in name to the fruit used, and in its preparation not less than 45 pounds of fruit are used to each 55 pounds of sugar.

8. Glucose jam (glucose marmalade), products made with mixtures of sugar, glucose and honey, or any two thereof, are reserved for future consideration) is jam in which a glucose product is used in place of sugar (sucrose).

9. Fruit butter (products made with mixtures of sugar, glucose and honey, or any two thereof, are reserved for future consideration) is the sound product made from fruit juice and clean, sound, properly matured and prepared fruit, evaporated to a semi-solid mass of homogeneous consistence, with or without the addition of sugar and spices or vinegar, and conforms in name to the fruit used in its preparation.

10. Glucose fruit butter (products made with mixtures of sugar, glucose, and honey, or any two thereof, are reserved for future consideration) is fruit butter in which a glucose product is used in place of sugar (sucrose).

11. Jelly (products made with mixtures of sugar, glucose, and honey, or any two thereof, are reserved for future consideration) is the sound, semi-solid, gelatinous product made by boiling clean, sound, properly matured and prepared fresh fruit with water, concentrating the expressed and strained juice, to which sugar (sucrose) is added, and conforms in name to the fruit used in its preparation.

12. Glucose jelly (products made with mixtures of sugar, glucose, and honey, or any two thereof, are reserved for future consideration) is jelly in which a glucose product is used in place of sugar (sucrose).

Flavoring Extracts.

1. A flavoring extract (the flavoring extracts herein described are intended solely for food purposes and are not to be confounded with similar preparations described in the Pharmacopoeia for medicinal purposes) is a solution in ethyl alcohol of proper strength of the sapid and odorous principles derived from an aromatic plant, or parts of the plant, with or without its coloring matter, and conforms in name to the plant used in its preparation.

2. Almond extract is the flavoring extract prepared from oil of bitter almonds, free from hydrocyanic acid, and contains not less than 1 per cent. by volume of oil of bitter almonds.

2a. Oil of bitter almonds, commercial, is the volatile oil obtained from the seed of the bitter almond (Amygdalus communis L.), the apricot (Prunus armenica L.), or the peach (Amygdalus persica L.)

3. Anise extract is the flavoring extract prepared from oil of anise, and contains not less than 3 per cent. by volume of oil of anise.

3a. Oil of anise is the volatile oil obtained from anise seed.

4. Celery seed extract is the flavoring extract prepared from celery seed or the oil of celery seed, or both, and contains not less than 0.3 per cent. by volume of oil of celery seed.

4a. Oil of celery seed is the volatile oil obtained from celery seed.

5. Cassia extract is the flavoring extract prepared from oil of cassia, and contains not less than 2 per cent. by volume of oil of cassia.

5a. Oil of cassia is the lead-free, volatile oil obtained from the leaves or bark of Cinnamonum cassia Bl., and contains not less than 75 per cent. by weight of cinnamic aldehyde.

6. Cinnamon extract is the flavoring extract prepared from oil of cinnamon, and contains not less than 2 per cent. by volume of oil of cinnamon.

6a. Oil of cinnamon is the lead-free, volatile oil obtained from the bark of the Ceylon cinnamon (Cinnamonum zeylanicum Breyne), and contains not less than 65 per cent. by weight of cynnamic aldehyde and not more than 10 per cent. by weight of eugenol.

7. Clove extract is the flavoring extract prepared from oil of cloves, and contains not less than 2 per cent. by volume of oil of cloves.

7a. Oil of cloves is the lead-free, volatile oil obtained from cloves.

8. Ginger extract is the flavoring extract prepared from ginger, and contains, in each 100 cubic centimeters, at 20 degrees C., the alcohol soluble matters from 20 grams of ginger.

9. Lemon extract is the flavoring extract prepared from oil of lemon, or from lemon peel, or both, and contains not less than 5 per cent. by volume of oil of lemon.

9a. Oil of lemon is the volatile oil obtained, by expression or alcoholic solution, from the fresh peel of the lemon (Citrus limonum L.), has an optical rotation (25 degrees C.) of not less than plus 60 degrees in a 100-millimeter tube, and contains not less than 4 per cent. by weight of citral.

10. Terpeneless extract of lemon is the solution prepared by shaking oil of lemon with dilute alcohol, and contains not less than 0.2 per cent. by weight of citral derived from the oil of lemon.

11. Nutmeg extract is the flavoring extract prepared from oil of nutmeg, and contains not less than 2 per cent. by volume of oil of nutmeg.

11a. Oil of nutmeg is the volatile oil obtained from nutmegs.

12. Orange extract is the flavoring extract prepared from oil of orange, or from orange peel, or both, and contains not less than 5 per cent. by volume of oil of orange.

12a. Oil of orange is the volatile oil obtained, by expression or alcoholic solution, from the fresh peel of the orange (Citrus aurantium L.), and has an optical rotation (25 degrees of C.) of not less than plus 95 degrees in a 100-millimeter tube.

13. Peppermint extract is the flavoring extract prepared from oil of peppermint, or from peppermint, or both, and contains not less than three per cent. by volume of oil of peppermint.

13a. Peppermint is the leaves and flowering tops of Mentha peperita L.

13b. Oil of peppermint is the volatile oil obtained from peppermint, and contains not less than 50 per cent. of menthol.

14. Rose extract is the flavoring extract prepared from otto of roses, with or without red rose petals, and contains not less than 0.4 per cent. by volume of otto of roses.

14a. Otto of roses is the volatile oil obtained from the petals of Rosa damascena Mill., R. centifolia L., or R. moschata Herrm.

15. Savory extract is the flavoring extract prepared from oil of savory, or from savory, or both, and contains not less than 0.35 per cent. by volume of oil of savory.

15a. Oil of savory is the volatile oil obtained from savory.

16. Spearmint extract is the flavoring extract prepared from oil of spearmint, or from spearmint, or both, and contains not less than 3 per cent. by volume of oil of spearmint.

16a. Spearmint is the leaves and flowering tops of Mantha spicata L.

16b. Oil of spearmint is the volatile oil obtained from spearmint.

17. Star anise extract is the flavoring extract prepared from oil of star anise, and contains not less than 3 per cent. by volume of oil of star anise.

17a. Oil of star anise is the volatile oil distilled from the fruit of the star anise (Illicum verum Hook.)

18. Sweet basil extract is the flavoring extract prepared from oil of sweet basil, or from sweet basil, or both, and contains not less than 0.1 per cent. by volume of oil of sweet basil.

18a. Sweet basil or basil is the leaves and tops of Ocymum basilicum L.

18b. Oil of sweet basil is the volatile oil obtained from sweet basil.

19. Sweet marjoram extract (marjoram extract) is the flavoring extract prepared from oil of marjoram, or from marjoram, or both, and contains not less than 1 per cent. by volume of oil of marjoram.

19a. Oil of marjoram is the volatile oil obtained from marjoram.

20. Thyme extract is the flavoring extract prepared from oil of thyme, or from thyme, or both, and contains not less than 0.2 per cent. by volume of oil of thyme.

20a. Oil of thyme is the volatile oil obtained from thyme.

21. Tonka extract is the flavoring extract prepared from tonka bean, with or without sugar or glycerin, and contains not less than 0.1 per cent. by weight of coumarin extracted from the tonka bean, together with a corresponding proportion of other soluble matters thereof.

21a. Tonka bean is the seed of Coumarouna Aublet (Dipteryx odorata Aulb. Wild.)

22. Vanilla extract is the flavoring extract prepared from vanilla bean, with or without sugar or glycerine, and contains in 100 cubic centimeters the soluble matters from 10 grams of the vanilla bean.

22a. Vanilla bean is the dried cured fruit of Vanilla planifolia Andrews.

23. Wintergreen extract is the flavoring extract prepared from oil of wintergreen, and contains not less than 3 per cent. by volume of oil of wintergreen.

23a. Oil of wintergreen is the volatile oil distilled from the leaves of Gualtheria pracumbens L.

Edible Vegetable Oils.

1. Olive oil is the oil obtained from the sound, mature fruit of the cultivated olive tree (Olea europoea L.) and subjected to the usual refining processes; it is free from rancidity; has a refractive index (25 degrees C.) not less than 1.4660 and not exceeding 1.4680; and an iodin number not less than 79 and not exceeding 90.

2. Virgin olive oil is olive oil obtained from the first pressing of carefully selected, hand-picked olives.

3. Cotton-seed oil is the oil obtained from the seeds of cotton plants (Gossypium hirsutum L., G. barbadense L., or G. herbaceum L.) and subjected to the usual refining processes; it is free from rancidity; has a refractive index (25 degrees C.) not less than 1.4700 and not exceeding 1.4725; and an iodin number not less than 104 and not exceeding 110.

4. "Winter yellow" cotton-seed oil (the fixing of limits for chemical and physical properties is reserved for future consideration) is expressed cotton-seed oil from which a portion of the stearin has been separated by chilling and pressure.

5. Peanut oil, arachis oil, or earth-nut oil is the oil obtained from the peanut (Arachis hypogoea L.) and subjected to the usual refining processes; it is free from rancidity; has a refractive index (25 degrees C.) not less than 1.4690 and not exceeding 1.4707; and an iodin number not less than 87 and not exceeding 100.

6. "Cold-drawn" peanut oil is peanut oil obtained by pressure without heating.

7. Sesame oil, gingili oil, or teel oil is the oil obtained from the seeds of the sesame plant (Sesamum orientale L.) and subjected to the usual refining processes; it is free from rancidity; has a refractive index (25 degrees C.) not less than 1.4704 and not exceeding 1.4717; and an iodin number not less than 103 and not exceeding 112.

8. "Cold-drawn" sesame oil is sesame oil obtained by pressure without heating.

9. Poppy-seed oil (the fixing of limits for chemical and physical properties is reserved for future consideration) is the oil obtained from the seed of the poppy (Papaver somniferum L.) subjected to the usual refining processes and free from rancidity.

10. White poppy-seed oil or "cold-drawn" poppy-seed oil is poppy-seed oil of the first pressing without heating.

11. Cocoanut oil (the fixing of limits for chemical and physical properties is reserved for future consideration) is the oil obtained from the kernels of the cocoanut (Cocos nucifert L.), subjected to the usual refining processes and free from rancidity.

12. Cochin oil is cocoanut oil prepared in Cochin (Malabar).

13. Ceylon oil is cocoanut oil prepared in Ceylon.

14. Copra oil is cocoanut oil prepared from copra, the dried kernels of the cocoanut.

15. Rape-seed oil or colza oil (the fixing of limits for chemical and physical properties is reserved for future consideration) is the oil obtained from the seeds of the rape plant (Brassica napus L.), subjected to the usual refining processes and free from rancidity.

16. "Cold-drawn" rape-seed oil is rape-seed oil obtained by the first pressing without heating.

17. Sunflower oil (the fixing of limits for chemical and physical properties is reserved for future consideration) is the oil obtained from the seeds of the sunflower (Helianthus annus L.), subjected to the usual refining processes and free from rancidity.

18. "Cold-drawn" sunflower oil is sunflower oil obtained by the first pressing without heating.

19. Maize oil or corn oil (the fixing of limits for chemical and physical properties is reserved for future consideration) is the oil obtained from the germ of the maize grain (Zea mays L.), subjected to the usual refining processes and free from rancidity.

Salt.

1. Table salt (dairy salt) is fine-grained crystalline salt containing, on a water-free basis, not more than 1.4 per cent. of calcium sulphate ($CaSO_4$), nor more than 0.5 per cent. of calcium and magnesium chlorids ($CaCl_2$ and $MgCl_2$), nor more than 0.1 per cent. of matters insoluble in water.

A CALLER AT OUR LONDON, ENG., OFFICE.

Alfred C. H. Froemcke, of Montreal, who has been making a hurried visit to the principal cheese centres in Great Britain, managed to find time to call at the London office of The Canadian Grocer. Mr. Froemcke is one of the best authorities on butter and cheese in Canada, and is well known amongst the trade in London, Liverpool, Bristol and Manchester, which cities he has just been visiting. Mr. Froemcke is a passenger on the steamship Canada, which left Liverpool May 5.

Merchants in the tourist areas of Ontario are anticipating a big season and are buying accordingly.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

ABOUT NEXT WEEK'S ADVERTISING.

During the past week no great changes have taken place on the markets so that the safe policy to pursue will be the "pegging away" attitude.

The maple sugar season is just about over and the fresh fish season has just opened—i.e. at prices making continuous sales possible.

There is quite a demand for molasses and while prices are firm, a little specialty advertising could be done on this line.

In fresh fruit, strawberries and pineapples appear to have the run, arrivals being quite frequent. The Winter apple season is drawing to a close, so that, unless one had a good stock, "apple" advertising would be unnecessary.

Tomatoes and onions are deserving of mention as they are beginning to come in freely. Prices should soon be within the reach of the majority.

Keep your eye on sugar.

A Grocer's Jingle for the Children.

Kelly Liken, a grocer at Ashland, Ky., gets out a blotter with the following alphabetical jingle printed thereon. He offers a present to every child less than ten years old who will memorize the lines and repeat them at the store:

A is for Apple, ripe and red,
B is for Butter to put on your bread,
C is for Candy, a large display,
D is for Dinner-Basket, to fill for the day,
E is for Eggs, pure and fresh,
F is for Flour to increase your flesh,
G is for Gloves, to save the hands.
H is for Harps, that play like brass bands,
I is for Ink, to write on your leaf.
J is for a jar of our best Chipped Beef,
K is for Kelly, who is here yet,
L is for Likens, who will stay, you bet.
M is for Molasses, Sorghum or Syrup,
N is for New Things, we always stir up,
O is for Oysters, now eat your fill.
P is for Pickles, sweet, sour and dill,
Q is for Quarter, that will buy a whole lot,
R is for Red Horse, a plenty we've got,
S is for Smoked-Bacon, by strip or slice.
T is for Trap, to catch your sly mice,
U is for Underwear, soft and warm,
V is for Vegetables, fresh from the farm.
W is for Woodenware, buckets and baskets neat.
X is for Xcellence of which our stock is complete.
Y is for Yeast, your bread to raise,
Z is for Zu Zu, that's all the craze.
& is for And-so-Forth, all we've missed and hundreds of things not on this list.

Customers' Names.

When you are approached about selling a list of your customers' names turn the offer down. It's not the right thing to do, and the person seeking the names is considering his own welfare, not yours, nor your customers.'

One or two merchants are said to have supplied a manufacturer of instruments with a couple of thousand names and these people were then pestered with mail order literature. Think what would have happened to the merchants if the story had leaked out.

Trade Tempters.

A grocer in Atlanta on the Thursday of one week gave away with every 25 cent purchase (or more) a novel hatchet with thermometer attached.

Another grocer ran this ad for a week: "Purchase one dollar's worth of anything in our store and get a half-pound box of ——— candy absolutely free."

Wishing to push the sales of a new blend of tea a western supply store offered with each pound three triple-plated, coin-silver spoons.

This in a New Haven paper: "Health first of all. Free this week—with every 12-pound bag of —— whole wheat flour a half-pound box of —— baking powder, worth 15 cents."

The photograph scheme turned in quite a number of new orders for a Spokane grocer. He advertised that with with every purchase in his store there would go a ticket entitling the holder to have a plain photograph, or a distinct tintype, enlarged, and a sample was kept in the store to show that the work was not "cheap."

The Better Way.

The general public is not foolish. It is growing wise and is needing more seductive bait every day to induce it to buy.

Your circular letters—What do you do about them? How do you feel toward them? Does each one interest you? Or, do you look on them with indifference? Do you treat them ill-manneredly? If you do, beware! It means money out of your pocket, loss of prestige, gain to your competitor.

I know of a concern sending out fairly good circular letters, that has the man taking care of that department sitting with his letters and typewriter directly where he can be seen by every person coming into that office. I can read the thoughts that pass through the minds of each man who enters that office in response to an advertisement as he gazes upon the means that brought him there. "Baited, eh! Thought I had a personal letter, and that man there is sending the same thing to other people just as fast as he can print the names. I don't like it," and he goes away disgusted with the firm and its methods.

I know of another firm, up-to-date, progressive and far-seeking. Each circular letter has a personal aspect and finish. When a client calls, in response to a letter, the manager grasps him cordially by the hand and says: "Why, yes, I couldn't see why no answer came to my first letter, so I thought I would write to you again, and I know our business transactions are going to be pleasant."

There is no way of telling that each circular letter of that firm is not personal, except by, perhaps, a shade of color in the filling-in ribbon. What the letter says is bona fide, every promise is kept, every statement true, so that there is no reason under the sun why it cannot be called a "personal letter" instead of the somewhat opprobrious "circular letter."

Can yours be thus termed? Do you go farther than filling in names and changes? Do you meet every promise, every statement, every wish, conveyed in your letters? If not, why, revise your letter to what you actually can and will do and then go ahead to live them—and your circular letters will become real personal letters.—A. H. W.

A traveling agent for a large wholesale grocery house was selling a bill of goods to one of his customers, a grocer in a little village. "Now," he said, "to wind up with, don't you want a few cans of our maple syrup? You'll find it the best you ever kept in stock."

"No," said the grocer. "I've got plenty of maple syrup."

"When did you get it? I don't remember selling you any when I was here on my last trip."

"You didn't. I got this in the country."

"Is it the real stuff?"

"That's what it is. My brother made it in his own camp. He's got 500 trees."

"I'd like to taste it."

A sample of the country maple syrup was brought out. He tasted it, and took the grocer to one side.

"Say," he said, in a low tone. "I'm not going back on the strictly pure goods I sell, of course, but I want a gallon of this stuff for my own use."

WINDOW AND INTERIOR DISPLAYS

A BRIGHT, ATTRACTIVE WINDOW.

The decoration of show windows, it seems, is looked upon from the standpoint of expense by very many grocers and not from any beneficial results that may accrue ; in fact, they have not as yet been convinced that it pays, that it is one of the best advertisements to attract and maintain trade there is, which has been proven time and again by grocers who have made a thorough test of the practice. Neither will they be convinced until they, too, have given the method a like test.

Looked at as an Investment.

Of course, it is good business to take into account the cash expense of outgoes, but it is equally good business to consider the financial benefits derived from investments, whether it be two dollars or two thousand, and the time expended in arranging a window display is an investment, likewise the stock and fixtures. But the above class of grocers are not yet ready to look at it that way and whatever display they do chance to make is just so much time lost to no object, or at least no more so than sweeping the floor or keeping the stock in place. But those are essentials which facilitate trade ; other grocers there are who consider window displays in the same light as hanging up pictures at home or decorating the mantleshelf with evergreens, while others follow the practice simply because the neighboring dealers do so or because it is the custom, losing sight of or ignoring the main count in the transaction, that it is an investment and pays. But the old saying has it that "ignorance is bliss and it is folly to be wise," so we presume this sentiment must be admitted until the dawn of light, yet it is pretty hard medicine to swallow and those who are enlightened have a duty to perform in delivering their fellow-tradesmen from this fallacy.

As a Suggestion of Prosperity.

The up-to-date business man tries to see his store as strangers see it and realizes that a bright business place suggests prosperity while a dismal store gives an impression of a failing business and the desirable customer shuns it as a place not only gloomy but unlikely to be properly stocked.

Arrests Attention.

Notice how the brightest store in the block attracts the attention of the people passing along the street. Even the man in a hurry will unconsciously turn his face toward the bright places along his route, and if he remembers anything at all about the way he has come it is of those cheerful spots that flashed across the sidewalk and attracted his attention.

OUR ILLUSTRATION.

The illustration given this week is that of the store of R. S. Jones, Wellington street, Stratford, Ontario. The interior shown is one of those long, narrow stores, somewhat difficult to display to good advantage. Mr. Jones, however, has made an excellent showing. He has made ample use of the several kinds of movable fixtures, which are readily pushed to and fro as occasion requires. Behind the counter is arranged a good long row of store bins for handy service. One of the great features of this store is the amount of canned goods carried, a trade which Mr. Jones has specially thrown himself open to cultivate ; these lines, therefore, take a prominent place in the display. Mr. Jones has been in his present store some six years, and the illustration is given as showing more what can be done with simple, inexpensive fittings under ordinary conditions rather than as showing the more elaborate and expensive fixtures.

An Interior Display of R. S. Jones, Stratford.

REMODELLING THE WINDOW.

Remodelling a show window is the subject of an interesting bit of suggestive talk by Frank Farrington, who writes to Brains thus :

"We have been putting plate glass windows in our store this week. I say 'we,' but I mean the boss and the carpenters. They say it's a good sign if a new clerk calls the firm 'we' the first day he works for them. I'm not a new clerk, but I'm a 'we' clerk just the same. I'm just as much a part of the concern as if I got a slice of the dividends each year.

"The old windows were pretty fair. They were big and let in a good deal of light and we kept them clean and full of good goods with the prices on them, and they made money for us; but plate glass, of course, is the thing and we had to have it. All the neighbors and our competitors were ahead of us getting it, but we had been so busy getting the business that we hadn't found any time to tear the front of the store all to pieces until last week. We didn't really have the time. We took it.

"When it came to putting in the new windows, the boss wanted to know what I thought of running them clear down to the floor. Lots of the windows nowadays, you know, are right on the ground.

"People used to have their windows up high. You had to stand on your tiptoes to see in. Then they all got an attack of the notion that low windows were the thing, and most of the later-build windows represent the notion gone to seed. Window panes that rest right on the sidewalk. You have to get down on your knees to see what the goods really look like if they are small things.

"The boss said he was going to put in one of those get-down-on-your-knees windows. I told him to think it over a while first. He wanted to know what my objections were. He said that nobody put their windows up high nowadays, not even as high as your knees.

"I told them that if I were in his place it wouldn't make a bit of difference to me what nobody or anybody was doing, because I would want windows the way I wanted them and that would be the way I would have them.

"I said that my idea of the right

height for a window was, with regard to the inside appearance or the arrangement, to choose a height that would let every one outside see the goods with the least effort. That meant that the bottom and floor of the window must be low enough for the smallest person to see in and yet high enough so that no one would have to bend down to examine the goods or to read the price cards.

"About nine people in ten are more or less off in their eyesight and have to get rather close to things to see them well. Make the bottom of the window about two feet from the ground and you will suit every one.

"Well, he heard my story and thought it over a few days and ordered the windows up to 24 inches, and now that they are in we are all stuck on the height. It's just right. The windows dress up to the best possible advantage with any kind of small goods.

"Hundreds of fine show windows are spoiled by being lighted wrong at night. and in the daytime, too. Some dealers seem to think that the idea is at night to get all the light they can to shine out af the windows on the street, so that every one going by will say, 'My, what a bright light!'

"That's all right if you want people to remember your store simply as the store with the bright light, but if you are to sell the goods, the goods are what you want to show. The goods themselves have to be the attraction. If that is the case, the goods must be lighted whether the pavement outside is or not. Arrange your lighting scheme so that the light will fall on the goods."

WARREN BROS. & CO. TO REORGANIZE.

The old established wholesale grocery firm, Warren Bros. & Co., Toronto, is about to be reorganized and converted into a joint stock company. The business was a part of the Canada Grocers, Limited, from the directorate of which company Mr. W. A. Warren resigned in February with the intention of retiring from the grocery business. When the various firms comprising the Canada Grocers dissolved that arrangement and bought back their businesses, the Warren business, had Mr. Warren continued in his intention of retiring, would have had to be wound up, unless another purchaser could have been found by the Canada Grocers. Members of the staff urged Mr. Warren to reconsider and this week he consented and it was decided to reorganize. The new company will consist of Mr. Warren and seven members of the staff, two inside men and five travelers. Mr. Warren will be president and manager. Application for the charter will be made next week.

CANNED GOODS LOSSES.

The latest estimates of the loss of canned goods in the San Francisco disaster place the total loss of salmon at 225,000 cases (at least 200,000 cases of this was red Alaska tall salmon). Canned fruit loss in first hands is approximately 180,000 cases. (This does not include jobbers' loss). Tomatoes, 80,000 cases; sundry vegetables, packers' hands, 20,000 cases; sundry vegetables, jobbers' hands, 250,000 cases. This does not include the corn which was held in large blocks by the San Francisco jobbers, and which was bought early at a low price.

Much tin for the Alaska salmon canners is said to have been destroyed and cannot be replaced in time so that this year's pack may be a half to three-quarters of a million cases short. That with the expected general shortage will greatly enhance the price of salmon abroad.

AMERICAN TOMATOES.

Maryland packers have packed in the last fifteen years about one-third of the output of the United States, and are known to nearly every buyer in the United States. The climate of Maryland is particularly suitable for the growth of the tomato as regards yield, flavor and texture, the packers are considered the most experienced, hence are able to cater to the wants of buyers located in various localities. Maryland packed tomatoes are largely used by buyers to be marketed under their own (buyer's) labels.

FREIGHTS AND CHARTERS.

From this on to the end of the shipping season The Canadian Grocer will endeavor to give a brief summary each week of the shipping trade, through the port of Montreal, of interest to the grocery trade. This has been usually done after opening of navigation each year.

The Allan liner Virginian reached port last Saturday, being the first turbiner of the season. The trip was made in seven hours better time than the initial trip last year. The Virginian carried a large and varied cargo.

The Dominion liner Dominion cleared Montreal for Liverpool Saturday, May 5, with a general cargo including meats, cheese, and other products. Quite a lot of western goods were shipped, including 500 boxes of Quaker oats.

The Dominion liner Turcoman also cleared on Saturday with Bristol for her destination. The cargo was even more varied than that of the Dominion, grain, hay, meats, dairy products, flour, lard and Grape Nuts being included. A good sized shipment of cream separators was also made.

It is rumored in shipping circles that the Allan Company will shortly build a new boat without turbines which will run between British ports and the St. Lawrence ports.

There is some talk also of the C. P. R. Co. building two new boats of the Empress type.

There is a possibility that before the shipping season is over the St. Lawrence route will be used by two steamers at present engaged in the Liverpool-New York service. In London there is at present considerable attention given to the Canadian freight, as well as passenger service, and in Liverpool there is said to be a rumor to the effect that two combine steamers are to be taken from the Liverpool-New York service to be placed on the Liverpool-Montreal route.

The F. F. Dalley Co. have closed their Winnipeg branch and will in future handle their western business from Hamilton, Ont.

VISITOR FROM SPAIN.

E. H. Morgan, representing Rein & Co., Malaga, Spain, was a visitor to Montreal trade this week in company with the firm's local representative, Alex. Hendery. Mr. Morgan has been making a tour of the principal Canadian and United States cities, visiting representatives and the grocery and fruit jobbing trades. He reports very favorable reception and the gratifying information that Rein & Co.'s brands are taking a prominent position in buyers' orders. After a trip to Quebec and the Maritime Provinces Mr. Morgan returns to Malaga.

CAMPBELL, WILSON & HORNE.

The Calgary branch of Campbell Bros. & Wilson has been separately incorporated and will be known as Campbell, Wilson & Horne. The Canadian Grocer extends congratulations to John Horne, the Calgary manager, who has thus been admitted to the firm. Mr. Horne is an experienced commercial traveler and last year was president of the Northwest Commercial Travelers' Association. In January last he resigned his position as sales manager in the Winnipeg house to become manager in Calgary.

NEW MONTREAL ADDRESS.

Sutcliffe & Bingham, manufacturers of Kkovah jellies, have moved from their Montreal premises on St. John street to larger and more modern quarters at 30 William street, where in future their business will be transacted, under the managership of G. H. Bradwell as heretofore.

CALIFORNIA PRUNE CROP.

A prominent American dried fruit dealer writing from California is quoted as saying that in his opinion the prune crop of that valley will not be more than 25 per cent. heavier than that of last year, which would make it 50 or 60 per cent. of a full crop. In his opinion the opening price will remain at 3c. f.o.b. bag basis for but a short time, advancing to at least 3½c. basis. On account of the earthquake labor is likely to be scarce and packers are desirous of selling 50-lb. rather than 25-lb. boxes.

A. E. Roy, who was formerly connected with the Winnipeg branch of the F. F. Dalley Co., is commencing business as a manufacturer of grocers' sundries on Portage avenue east.

MACHINES MAKE GLASS JARS.

For the first time glassware is now being turned out completely by automatic machinery. It is being done in Muncie, Ind., U.S., at the big fruit jar factory of Ball Brothers, and the success of the process is due to A. L. Bingham, of the factory, whose inventions of labor-saving machinery have been largely instrumental in giving Ball Brothers the control of the world's fruit jar market.

Although jars have been turned out by machinery for many years it was not until the present that machinery has been made to take the place entirely of human intelligence in their manufacture. One man now operates the machine that turns out the ware.

IDEAS FOR THE INDUSTRIOUS

EARNING, SAVING AND SPENDING MONEY.

According to the proverb, "an empty bag cannot stand upright"; neither can a man who is in debt. A man in debt cannot be relied upon to tell the truth; hence it is said that lying rides on debt's back. The man who owes money generally has to make excuses for not paying it when due, and in many cases has to lie about it. The first step in debt is like the first step in falsehood—almost involving the necessity of proceeding in the same course, debt following debt, as lie follows lie. Many a man can date the beginning of the failure of his life from the day he first borrowed money, and realizes when too late the force of the proverb, "who goes a-borrowing goes a-sorrowing."

The Best Test of Character.

The way a man uses money—makes it, saves it and spends it—is perhaps one of the best tests of character. Money should by no means be regarded as the chief end of life; neither should it be held in contempt, as it represents to a large extent the means of physical and mental comfort. Some of the finest qualities of human nature are intimately related to the right use of money—generosity, honesty, justice and self-sacrifice.

An Inferior Class.

The class of men who live from hand to mouth will always be an inferior class. They necessarily remain impotent and helpless, hanging on to the skirts of society—the sport of time and seasons. Having no respect for themselves, they fail in securing the respect of others. In commercial crises they invariably go to the wall.

The Law of Nature.

The world has always been divided into two classes—those who have saved and those who have spent—the thrifty and the extravagant. The building of all houses, the mills, the bridges, the railroads, the ships, and the accomplishment of all the other great works which have done so much for man's advancement and happiness have been done by the savers; and those who have wasted their money have always been their slaves. It is the law of nature that this should be so.

Loose Cash Thrown Away.

Lord Bacon's maxim, that when it was necessary to economize it was better to look after the petty saving than to descend to petty gettings, is a good one to follow. The loose cash that many persons throw away uselessly would often form the basis of fortune and independence. These wastes are their own worst enemies, and are generally found in the ranks of those who are constantly railing at the injustice of the world.

Keep Accounts.

John Locke, the great English philosopher, strongly advises this course: "Nothing," said he, "is likelier to keep a man within compass than having constantly before his eyes the state of his affairs, in a regular course of account." The great Duke of Wellington kept an accurate detailed account of all the moneys received and expended by him. "I make a point," said he, "of paying my own bills, and I advise everyone to do the same; formerly, I used to trust a confidential servant to pay them, but I was cured of that folly by receiving one morning, to my great surprise, duns of a year or two's standing. The fellow had speculated with my money and left my bills unpaid." Talking of debt, his remark was: "It makes a slave of a man. I have often known what it was to be in want of money, but I never got into debt."

Washington was as particular as Wellington in matters of business detail, and it is a remarkable fact that he did not disdain to scrutinize the smallest outgoing of his household—determined as he was to live honestly within his means, even when holding the high office of president of the United States.

Riches no Proof of Worth.

Worldly success, measured by the accumulation of money, is no doubt a dazzling thing, and all men are naturally more or less the admirers of worldly success, but though men of sharp, dexterous, and unscrupulous habits, ever on the watch to push opportunities, may get on in the world, yet it is quite possible that they do not possess the slightest elevation of character, nor a particle of real goodness. Riches are no proof of moral worth, says Francis Collins, and their glitter often serves only to draw attention to the worthlessness of their possessor, as the light of the glow worm reveals the grub.

Men of Sterling Worth.

The power of money is, on the whole, overestimated. The greatest things which have been done for the world have not been accomplished by rich men, but by men generally of small means. Christianity was propagated over half the world by men of the poorest class. And the greatest thinkers, discoverers, inventors, artists, and authors have been men of moderate wealth, many of them little raised above the conditions of manual labor in point of worldly circumstances. The making of a fortune enables some people to "enter society," as it is called, but to be esteemed here they must possess qualities of mind, manners, or heart, else they are merely rich people, nothing more. There are men in society now as rich as Croesus who have no consideration shown them, and elicit no respect. Why? They are but money bags; their only power is their money. The men of mark in society—the guides and rulers of opinion—the really successful and useful men—are not necessarily rich men, but men of sterling character, of disciplined experience, and of moral excellence. The poor man in the joy of a cultivated nature, of opportunities used and not abused, of a life spent to the best of his means and ability, can look down without the slightest feeling of envy upon the person of mere worldly success—the mere man of money.

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WHEN TO RAISE SALARIES.

Asked recently the question, "How often and at what time of the year do you give your employes a raise in wages?" the head of one of the largest and best known publishing companies in the world made this reply: "We raise our employes on the civil service basis. We have over one thousand two hundred employes in our Chicago offices alone. If we attempted to raise them at a certain time and on a certain basis, there would be endless confusion. Besides, I believe in compensating an employe according to what he is worth. We train them for a certain duty. After they have become competent to discharge it we pay them accordingly. This makes a man self-reliant, for if he is interested in his work he will fight for higher wages. He will work harder and better."

When They are Worth it They get it.

Another extensive employer of labor in the west gave this answer to the same question: "We pay salaries on the 'selling basis.' We raise them likewise. We know that our different departments will stand a certain percentage in salaries—varying from 3 to 5 per cent. The employe who can produce the biggest sales gets the best salary that that department can afford to pay for salesmen. We have no particular time for raising employes' wages—just when we ascertain that they are worth it they get it. Pay your help a living, fair wage and raise them just as soon as they deserve it; then you will get good work out of them."

Show Appreciation by Raising Salary.

Here is another reply: "We have a fixed time for raising salaries — at Christmas. We pay our help good salaries and just as soon as they become fitted to discharge the duties without having someone around all the time instructing them, we raise—and raise to the limit, too. You must show your appreciation of the employe's efforts by paying him. He will do your work then."

Little Sermons on Advertising

Delivered by John C. Kirkwood.

The Handicap of Being Unknown.

I REMEMBER that when I was a retailer, a traveler called on me to sell a line of laundry soap. He said he had sampled the town; that there would be a big demand in consequence; and he wanted me to order five cases. Prior to his coming I had never heard of his firm or his soap, and I was not ready to take up his soap on short notice. Moreover, I had had experience in just such cases as the one in question—sometimes costly experience—and I was deaf to all arguments. The soap salesman became angry. He said that he had sampled the town; that he was not leaving all the work of introduction to the grocery trade. He said that his house was co operating with the trade in the most practical manner. I didn't buy.

I do not say that the firms one never heard of are on that account unreliable, unworthy of confidence. But I do say that the firm that solicits the retailer's favor and co-operation, owes it to the retailer to establish and maintain an acquaintance. And I say furthermore, that this acquaintance is best developed through the medium of the retailer, trade newspapers; granted, of course, that this newspaper is reputable, widely circulated and a recognized authority in the trade or interests it claims to serve. A trade newspaper of this description comes to be looked upon by the retailer as his work of reference. What he fails to find there is lacking in importance, and so is unworthy of his serious attention. This applies not only to editorial departments and kindred matter, but also to the advertising section. A retailer is warranted in looking for the advertisements of the firms he deals with, in the advertising section of his trusted trade newspaper. A right appreciation of this point would lead some non-advertisers to become advertisers with resulting gain.

A wholesale or manufacturing firm may be 100 years old, and yet be unknown to the trade that distributes its goods. I have in mind a firm of clothing makers, an old and honorable firm, having a very large factory, and known to the jobbing trade as providing certain grades of goods unexcelled anywhere for quality and value. This firm has been forced through competition to brand its product and to go direct to the retail trade. It recognizes the handicap it is under in being practically unknown to the retail trade.

Even though it can say to the retailer, "you have handled thousands of dollars worth of our goods without knowing it," this firm is facing the problems of the future with no confidence, no reliance in its long years of successful manufacturing. It has to begin afresh as it were, and one of the first things it is doing, is to begin advertising in the trade newspapers circulating among the retailers selling its class of goods.

It takes a situation of this sort to bring home neglected or forgotten truth. This firm of clothing makers is vainly wishing now that it had begun years ago to establish an acquaintance with the final distributor of its merchandise. It was urged to advertise time and again, but its steadfast reply was, "No. We sell only to the jobbing trade. We know all the firms we care to see to. What's the use of our advertising?"

This situation brings into clear relief the fact that to be known and favorably known is a business asset of untold value. The cost of getting and keeping known, is in realty a very small annual charge, too small to be seriously considered by any firm with a heart bigger than a mouse.

These sermons are supposed to be short, and so it is necessary now to close.

The application is: Non-advertisers will find it prudent and profitable to develop an acquaintance with the trade through advertisements in the right trade newspaper; and advertisers should maintain their advertising without a lapse.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Etc.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
M clure & Langley, Toronto.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Nelson, H. W. & Co., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Pivoted Bin and Store Fixture Co., Toronto.

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Sherbrooke Cigar Co., Sherbrooke, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Benedect, F. L., Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Maclure & Langley, Toronto.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Cupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Cordials.
Montserrat Lime Juice, Montreal.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish
Bickle, John W., & Greening, Hamilton.
James, F. T., Co., Toronto.
McWilliam & Everist. Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Hall, R. C., & Co., London, Eng.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Distributors Co., Toronto.
Eby, Blain Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist. Toronto.
Millman W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
American Pure Food Co., Montreal.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Saratoga Chips Co., Hamilton, Ont.
Tanguay, Alf. T., & Co. Quebec.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto
Codville-Georgeson Co., Winnipeg.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Metal Shingle & Siding Co., Preston, Ont
Walker Pivoted Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Crain, Rolla L. Co., Ottawa.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Cheyne, John A., Winnipeg, Man.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgara, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McLauchlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Tees & Persse, Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Western Cartage Co., Calgary, Alta.
Wiseman, R. B, & Co., Winnipeg.

Matches.
Improved Mat h Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Farrow, J. & Co., Peterborough, Eng.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Laflamme, Montreal
Furnell, Webb & Co, Bristol, Eng.
Rowat's Pickles, Montreal.
Suaut Co.
Sutton, G. F., Sons & Co., London, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Nickel Plate Polish Co., Chicago.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
James' Dome, W. G. A. Lambe & Co. Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.
Hanson, J. H., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
Duncan Co., Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
American Pure Food Co., Montreal.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Kenney, T., & Son., Hallerton, Que.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co, Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville & Co., Winnipeg and Brandon
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Koopman, G. C., Amsterdam and Rotterdam.
Minto Bros., Toronto.
Mokara Mills, Montreal.
Salada Tea Co., Montreal and Toronto.
Symington, T., Edinburgh, Scot.
Todhunter, Mitchell & Co., Toronto.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
Wilson, W. H., Co. Tillsonburg, Ont.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.
Reckitt's Blue—Gilmour Bros., Montreal.
Sawyer Crystal Blue Co., Boston, Mass.

Woodenware.
Woods, Walter, & Co., Hamilton.

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Yeast.
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G. T. PACIFIC PROSPECTS.

When in Winnipeg last week, F. W. Morse, vice-president and general manager of the Grand Trunk Pacific Railway made a statement concerning the early construction of the railway which will be hailed with delight throughout the west. Every added facility for handling the wheat crop in a hurry each Fall is of almost inestimable value to the farmers and business men of the west and there is therefore general satisfaction with the authoritative announcement of Mr. Morse which was as follows:

"The contractors have the work well covered for the Grand Trunk Pacific, and we expect to, as formerly stated, be a factor in handling the wheat crop of 1907 from this country to our Lake Superior port, Fort William, unless there should be delay in the construction of the Government end of the line from here to Lake Superior Junction."

The hope is general throughout the west that Mr. Morse's expectations may not prove to be too sanguine.

MONTREAL BOARD OF TRADE MEMBERSHIP.

It is pleasing to note the success of the council of the Board of Trade, of Montreal, in their efforts to increase the membership of the board. At the beginning of 1906 an alarming state of affairs was revealed when it was made known that the membership of the board had been declining almost steadily since 1887. A statement issued by the secretary on February 13 showed that the membership, which in 1887 was 1,362, had fallen to 976. It at once became apparent that something must be done to check this downward movement. The council took measures not only to stop the falling off, but also to increase the membership.

The success with which their efforts have met is illustrated by the fact that no less than one hundred and ten new members have been enrolled since the present council assumed office in February last. This makes the total membership nearly eleven hundred, which must be encouraging, not only to the council itself, but also to the members as a whole. It is the intention of the board to bring the membership up to the two thousand mark, and if the present good work is continued, which is to be hoped, their efforts will be crowned with success.

A WINNIPEG PUBLICITY BUREAU.

There is sound sense in the proposal of F. W. Henbach that the city of Winnipeg should raise, in part from the civic funds and in part by subscriptions, a sum of $25,000 to be expended by a publicity bureau in making known the advantages of the city as a manufacturing centre.

The project for supplying the city with cheap motive power from the waterfalls at Lac du Bonnet is now well under way and the transmission lines of the private development company are already in St. Boniface, across the river from Winnipeg. The municipal enterprise will, in all probability, be under way in a few months; and there is every reason to believe that the chief impediment to Winnipeg's growth as a manufacturing city will then be almost immediately removed.

Nevertheless it has long been accepted as indisputable that Winnipeg is laboring under grave disadvantages in her efforts to promote manufacturing and some special effort is necessary to advertise properly the fact that the handicap has been removed.

A manufacturer or a merchant may have a reliable line of goods to sell, but unless he lets his customers know their merits the goods are apt to remain on his hands. In the same way, Winnipeg may offer many advantages to the manufacturer, but they must be made known. A publicity bureau in charge of a competent man could do great things for Winnipeg.

GROCER THE GREAT TEACHER.

Who is the arbiter of quality in foodstuffs?

"This is a market for price, not for quality," said a Toronto importing broker the other day. Reminded that the wholesale grocer made the same complaint against the retailer, he admitted, "Yes, of course the wholesaler is in the hands of the retailer."

In whose hands is the retailer? The consumer's, certainly; but only to an extent. A grocer has two kinds of sardines. He has made it his business to know something about sardines. He tells his customer the cheap, flashy can contains sprats seasoned in smoke and oil but having in themselves no more flavor than blotting paper, and that the dearer can contains real sardines, packed in real olive oil and having the delicate flavor and texture which only the sardine possesses. He might tell him a lot more and the customer would be interested and in most cases would give the few extra cents and take the better article and go away with the impression that the grocer knows his business. The grocer probably has a larger profit than had he sold the inferior article, and anyway he has the satisfaction of knowing that he has sold good stuff and not an imitation.

Did the consumer handle the retailer or did the retailer handle the consumer?

The entire food-consuming public is always at school to the grocer. He is the real professor of dietetics and the man in the best position to tell people what foodstuffs are pure and what are not.

That is why there is force in the proposal put forward by A. McGill, analyst of the pure food branch of the Department of Inland Revenue, that the retail grocer should assume responsibility for the purity of the goods he sells.

THE GOLDEN RULE.

It's a poor rule that doesn't work as well in business as in other walks of life, and the Golden Rule is not a poor one. But it is undoubtedly forgotten by many a man who has gained a little authority and who enjoys lording it over those who do business with him.

Few men are more frequently the victims of this kind of thing than commercial travelers. No one who has not been on the road can realize the extent to which the traveling salesman is compelled to take insults from the different buyers and proprietors he visits. It is

a most difficult thing for him to even secure an audience with the great man, who often deliberately neglects him long enough to make him lose a whole day by missing a train. How would the buyer or merchant enjoy being treated in this manner? Would he like to "kow tow" to every customer who buys goods from him, in the way he expects a traveler to do obeisance to him? Is not the Golden Rule of some value in business life? Even considering the question from the basest standpoint, the merchant should remember that a traveler has many opportunities to benefit him in one way or another.

In pleasing contrast with this all too common thing is the treatment accorded commercial men in one of Canada's finest stores, located in Montreal. Just at the entrance to the office is a sign which reads:

"Travelers are welcome at any time during business hours. Mr. L—— is generally in his office from 9 to 11 a.m. and from 2 to 6 p.m. Foreign travelers will please telephone and make appointment before coming."

There is something for every merchant to learn in that notice. Perhaps this unfailing courtesy serves to explain much of the success attained by the firm mentioned.

ORGANIZATION FOR THE GROCER.

What would it profit the retail grocery trade to organize? A very great deal if the object were for improvement instead of to seek class legislation and eliminate fair competition. Only by organization, pooling of experience for common knowledge and concerted action, can the retail grocery trade be placed upon the high level it ought to be. The tendency is ever towards cheapness; the best interest of the grocer and the best interest of the public is to be found in betterment, better stores, better goods, better methods, better treatment of customers, are the words that spell solid success for the grocery trade. The grocer handles foodstuffs. So many grocers seem to forget that. A man may carry a poor umbrella, and wear cheap boots and sleep on a cheap bed, but if he knows it he doesn't want inferior food. Of course in ninety-nine cases out of a hundred he doesn't know. Often the most inexpensive foods are the best. Why, if the grocers of this country would take an interest in canned salmon, for instance, they would create a demand that would multiply the demand ten times. There are few more delicious dishes, and none more easily and quickly prepared or more nutritious.

It is knowledge the grocer needs, and organization would help him to it—knowledge of goods, of better methods, of what the manufacturer and wholesaler are doing, the knowledge of what other men in the trade are thinking. Men with common interests can get a great deal of inspiration and help by association, by getting together and talking things over. It is utilizing the social side of human nature for the improvement of business. Organization, and only organization, can do it.

BANKS AND BUSINESS VENTURES.

Banking methods, like everything else in this progressive age, are undergoing a process of evolution. It is not so very long ago that bankers felt it infra dig to depart from certain clearly defined customs. Like the doctors, they must not advertise for business, while to canvas for customers was almost a sin. These days are departing.

In the United States many of the banks are adopting aggressive and progressive methods of advertising and some of the best advertising that is being done is by the banks. In Canada the spirit of evolution is also abroad. Some of the banks are advertising, and advertising in a way that shocks the decorum of the old-timers. Not only are they advertising, but many of them have inaugurated systematic methods of door-to-door canvas in residential parts of cities for depositors.

It is possibly almost unnecessary to say that this progressive spirit is born of competition. New banks are coming into existence almost every month and in order to get business these are naturally driven to employ more progressive methods than their older confreres.

The business men of the country naturally gain by this more modern condition of affairs. It will not be so difficult for them to get accommodation and they will not have to pay as high a price for that accommodation as is now too frequently the case. The banks get their money from depositors at less than half what they, in many instances, charge their customers for accommodation.

Just as agriculture is the backbone of industrial life in Canada, so the banks are the backbone of trade and commerce. There is in our mind at the moment a certain small town in Canada whose manufacturing industries are the envy of many larger towns. This enviable position is directly traceable to the encouragement which manufacturers who located in that town received from a particular bank whose headquarters were stationed there. There is in fact scarcely an industry there which does not owe its success to the assistance it received from that particular bank. The bank was not careless. It thoroughly investigated the affairs of every client and if his business promised well and the management was honest, enterprising and competent, they lent liberal assistance.

With the development of the modern tendency now in evidence on the part of the banks of this country the experience of this particular town will become more general. There is every reason why this should be so, for like a business man with good prospects, the outlook for the industrial development of this country is most auspicious.

WHAT THE RETAILER CAN DO.

One of the leading spice millers in Canada told The Canadian Grocer this week that the reason for the present advancing market in spices was the pure food movement in the States. The use of real spices in place of adulterants had occasioned such a phenomenal demand as to increase prices in all lines. One naturally exclaims, "What immense quantities, proportionately, of adulterants must have been used!" It is not to the advantage of the retailer to handle impure goods. But what can the individual retailer do in the face of the manufacturer? Organize. Organize in the interests of the trade and of the customers.

A CAN OF CORN.

A traveler was in a grocery store the other day when a child brought back a can of corn. It was a cheap grade the grocer was selling at 5 cents.

"Mamma got two cans," she said. "The other one was all right but she said this was rotten and wants the money back."

"The other one was all right, eh?" answered the grocer. "Well, I can't give you the money back. Tell mamma she only paid the price of one good can."

How is that for a method of increasing a grocer's popularity and building up his trade. He saw a chance to get some cheap corn and bit. Instead of drawing custom he drove it away.

OUR SPECIAL SPRING AND EXPORT NUMBER

In another week the Special Spring and Export Canadian Grocer will be in your hands. This number will be one of the finest ever issued. Our arrangements are all well ahead. The amount of extra work entailed in its production has been very great. NOW is the last moment to receive copy for your advertisement. All copy in order to insure insertion must reach the Toronto office not later than Tuesday morning, the 15th inst.

MARKETS AND MARKET NOTES

Quebec Markets.

FLUCTUATIONS—

Ginger, Cochin—Added to list, 12c. to 17½c.

B. C. salmon—Declined 1c.

Lake trout—Added, 9c.

Montreal, May 10, 1906.

Business during this week has been very good when considered generally. Collections are coming in fairly well. Farmers in the country are too busy to do very much buying, and the country trade has been affected to a certain degree by this fact. After Spring work is well under way, however, and the farmers are able to get into town more frequently, there is likely to be a better all round trade. There is little new in prices this week, practically no changes having taken place. Sugar in some quarters is selling very well, while other houses say that grocers are holding off to a certain extent. Teas are better this week than they have been for the past two or three weeks. The market in Japan opened on about the same basis as last year, the teas being a little better in quality. Ceylon greens are scarce. China greens are reported as being subject to better inquiry. Molasses is unchanged locally, but reports from the Barbadoes say that the market there is very strong at an advance of one cent. Canned goods are unchanged. Spices are a little better than they were last week. Ginger continues to advance at primary markets, but the prices here have not yet been affected. The coffee market is none too strong, but more encouraging reports are coming from Brazil, and it now looks as if the crop will be much better than at first anticipated. Evaporated apples are still high and held in limited quantities.

CANNED GOODS — In the market there is nothing particularly new to report. The demand is very good, taken generally, but no individual lines can be said to have the lead in the market. At the advance noted last week tomatoes are moving freely. Canned fruits are having a fair sale all round, and vegetables are also meeting with very good sale.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pineapples—		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins		0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz		1 30
Gallon tins, per doz		3 02½

FISH

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		0 95
½-lb. " less than 5 cases, "		0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.		1 20
Canadian kippered herring, 4 doz. ovals, per doz.		1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz.		1 00
Canadian plain herring, per doz.		1 00
Scotch kippered herring, per doz.	1 35	1 40
" herring in tomato sauce per doz	1 30	1 35

SUGAR—Since the recent advance in sugar there has not been anything new. Business, according to some wholesale houses, is very good, while other firms state a poor demand prevails. Taken generally, however, very fair business is being done. Many merchants have bought the best part of the Spring requirements in sugar, while others are holding off as if waiting for something further to develop. In jobbing circles there was a rumor current that some foreign sugar was due to arrive in Montreal at the beginning of the week, but it has not arrived so far, and it is probable that the report was nothing else than a rumor.

Granulated, bbls.	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, barrels	4 65
" " half-barrels	4 75
" " boxes, 100 lbs	4 65
" " boxes, 50 lbs.	4 75
Extra ground, bbls.	4 50
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Phoenix	3 95
Bright coffee	3 90
" yellow	3 85
No. 3 yellow	3 80
No. 2 "	3 70
No. 1 " bbls	3 60
No. 1 " bags	3 55

SYRUPS AND MOLASSES — Molasses is having a fair demand at present, and orders received are easily filled by both importers and jobbers. Spring buying has been better since the boats began to run, and grocers throughout the country are gradually receiving their supplies.

Advices from the Barbadoes state that there has been an advance of one cent, the price now being 17c., including puncheon. The market is very strong.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA—The situation as a whole is better this week than it was last. Cable advice from Japan are to the effect that the opening of the market at Yokohama was on the same basis as last year. The quality of the teas was rather better than those offered last year. The market locally is gradually becoming cleared up, and probabilities are that by the time the new Japans arrive the market will be very bare. There is a scarcity of Ceylon greens, and the quality is poor. There is a better demand reported for China greens. Ceylon blacks are moving very well. Good teas generally have brought good prices this week.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	...	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32

Congous—Moning, finest	0 30	0 40
" choice	0 25	0 30
" fine	0 18	0 25
" good common	0 12½	0 15
Pakling,—boxes	0 15	0 20
fine	0 2-	0 30

COFFEE—The market is in about the same condition as it was last week. The speculators are still busy with their reports, but latest advices from Brazil state that the crop now amounts to 12,000,000 bags, which is at least two millions higher than was estimated by speculators. The market is none too strong, but it is better under this condition than it would otherwise be. Javas and Mochas are firm.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 18½	0 19
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

FOREIGN DRIED FRUITS—There is not much that is new in dried fruits this week. As reported last week, the crops in California are just about cleaned up. What was held in stock there has been used up by the great demand for everything eatable for the earthquake sufferers. Practically nothing is now obtainable from that region but a few lots of raisins. Some houses are making quotations and taking orders for the new crop already, early as it is. Prunes to hand are not the best quality although a few good lots are in stock locally. Reports from Greece say that the market continues firm for currants. Some good business is being done in nuts, but stocks are not the largest.

Some dealers have received quotations for new California raisins in 1 lb. cartons on the following basis: Fancy seeded, 6c.; choice seeded, 5¾c. 12 oz., fancy seeded, 4⅞c.; choice, 4⅝c. These prices are all f.o.b. coast.

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05½
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
" Excelsior Window Clusters,"		4 50
" " " ⅛		1 3
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½	0 09½
" " choice seeded, in 1-lb. pkgs	0 08½	0 09½
" " 2 crown	0 07½	0 08
" " 3 crown	0 08	0 08½
" " 4 crown		

Prunes—	Per lb.	
30-40s	0 09½	0 09½
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 08½
" 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07½
" " 90-100s		0 06
" " 100-120s		0 05
Currants—		
Filiatras, uncleaned, barrels		0 05½
Fine Filiatras, per lb., in cases	0 06½	0 07
" " cleaned	0 05½	0 06
" " in 1-lb. cartons		0 07
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

SPICES—Peppers, which have been on the quiet side at primary markets for some little time past, are now moving better. Ginger continues to advance at primary markets. What was bought a while back for 9½c. to 10c. is now obtained at no less than 16½c. to 17c., while importations at 5½c. to 6c. now cost 8c. to 9c. Nutmegs are unchanged.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

RICE AND TAPIOCA—Jobbers report very good business in rice at present. Orders that have been slowly coming in from country points are being shipped every day, and city orders are keeping fair. Tapioca remains at 6½c., with a demand which would be much better if the price were lower.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	3 05
C rice, in less than 10 bag lots	3 15
Tapioca, medium pearl	0 06½

BEANS—The market remains about the same. Prices quoted do not show any change over last week.

Choice prime beans	1 60	1 65
Lower grades	1 55	1 60

HONEY—The market remains very quiet at unchanged prices. There is very small demand from any quarter.

White clover, extracted tins	0 07½	0 08
Buckwheat	0 06	0 06½

MAPLE SYRUP—Orders are still being shipped by manufacturers, although their books are rapidly becoming clear of orders booked for the new stock. A good local business continues to be transacted.

Maple syrup, in wood, per lb	0 06	0 08
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 08
Pure Beance County, per lb	0 08½	0 09

EVAPORATED APPLES — There is not a great deal being done these days in evaporated apples, as the price, which is still 12½c., is altogether too high to permit of profitable trade. The scarcity continues and the few lots required are very hard to obtain, when of the best grade such as we quoted above.

FISH—Fresh fish continue to arrive and are now coming in in greater quantities. Fresh halibut is coming in by express every day, and the quality of shipments received is said to be very good. Fresh lake and brook trout are now quoted, and from this time they are likely to be very much in demand. Fresh haddock has advanced one cent, while B.C. salmon has declined one cent. Salt and pickled fish have fallen off considerably since the new stock began to arrive, until now these lines are not often asked for. Smoked fish remain unchanged as to price.

Fresh haddock, per lb	0 05
Fresh steak cod	0 06
" halibut	0 08
" grass pike	0 06½
Lake trout, per lb	0 09
Whitefish, per lb	0 09
Dressed bullheads, per lb	0 10
" perch	0 10
Weakfish, per lb	0 08
B. C. Salmon, per lb	0 16
Lake trout	0 09
Fresh frozen fish—	
B.C. salmon, per lb	0 08
Dore, per lb	0 07
Large frozen Halifax herring, per 100 fish	2 00
Smelts, No. 1, per lb	0 06
" large	0 08
Mackere., per lb	0 09
Sea trout	0 07
Dore or pickerel	0 07
Smoked fish—	
Haddies, fresh cured express, 15 and 30-lb. boxes, per lb	0 07
Kippered herring, per box	1 00
St. John bloaters, 100 in box, per box	1 00
New smoked herring, in small boxes, per box	0 13
" " salmon	0 20
Oysters and Lobsters—	
Standards per imp. gal	1 40
Oyster pails, pints, per 100	0 90
" " quarts, "	1 25
Prepared fish—	
Boneless cod, favorite, 1 and 2-lb. bricks	0 06
" fish, 1 and 2-lb. bricks, per lb	0 05½
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, 100-lb. cases, per case	5 75
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl	3 50
" " " per pail	0 80
" " salmon—	
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" " half bbl	7 00
" mackerel, per pail	1 80
" large green cod, per lb	0 05
" medium, " "	0 04
" small, " "	0 03

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, May 10, 1906.

BUTTER — Market is steady. Prices a shade higher, 19c. being asked in most cases.

CHEESE—Market steady in tone. Prices for both white and colored remain unchanged.

EGGS—Firm market. Receipts fairly large. Prices a little higher.

PROVISIONS — Good local demand continues. Hogs still scarce. Abattoir dressed selling $10 to $10.25 per 10 lbs.

Ontario Markets.

FLUCTUATIONS—
Valencia raisins higher.
Carolina rice advanced.
Tapioca dearer.
Smoked meats higher.
Butter easier.
Eggs firm.

Toronto, May 10, 1906.

GROCERIES—Business this week has been pretty good, but nothing to boast of. The market fluctuations have not been of a kind to arouse great interest. The canned goods situation is about as last week with corn and peas a little firmer. The sugar market is quiet again and the outlook does not betoken anything different. Valencia raisins have advanced. Evaporated apples are practically unprocurable. Carolina rice and tapioca are higher. Spices are firm, due, it is said, to the pure food regulations. The fish supply is still short. Olives have advanced 15 to 25 per cent., due to a crop shortage.

CANNED GOODS—The firm tone continues, but no further advances are recorded this week. There has been no recession from the advance made by tomatoes, but speculative interest in the vegetable is said to have subsided for the moment. It may be just to take breath, but there are a few less enthusiastic dealers who incline to the opinion that there are more tomatoes in the country than some people think. One prominent broker said he knew of 15,000 cases held among three or four individuals beyond their requirements.

Peas are firmer but prices remain as before. There is said to be a lot of sour corn on the market and not the product of any packer in particular. One dealer explained it by saying that in the rush

entailed by last year's very large pack there was some carelessness, due perhaps to haste.

Strawberries are getting very scarce and the quotation now for 2's in heavy syrup is $2.

Beets are entirely sold out.

Northern River salmon are firmer in sympathy with the remainder of the market.

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	2 77½	2 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	3 25	4 00
Cherries—		
2's, red, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, " not pitted	1 92½	1 90
Gallons, standard, not pitted	7 12½	7 10
" " pitted	8 62½	8 60
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Strawberries—		
2's, heavy syrup	....	2 00

VEGETABLES.		
Asparagus, California—		
2½'s	....	3 90
2's, Canadian	3 00	....
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	....
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 50	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	1 00	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 [illegible]	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	[illegible]
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 25	1 22½
Sweet wrinkle	0 85	0 82½
Early June	0 72½	0 70
2's, standard	0 65	0 62½
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal., all kinds	....	3 75
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.		
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.		
Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, 5 cases and over, per doz	....	1 65
1-lb. " less than 5 cases, "	1 62½	1 65
1-lb. Flat, 5 cases and over, "	....	1 75
1-lb. " less than 5 cases, "	....	1 77½
½-lb. " 5 cases and over, "	....	1 10
½-lb. " less than 5 cases, "	....	1 12½
Northern River Sockeyes	....	1 55
Cohoes, per doz	1 30	1 40
Humpbacks, "	0 25	1 00
Sardines, French ¼'s	....	0 14
" ½s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.		
Beef, corned 1s, per doz	....	1 35
" 2s, "	....	2 40
" 6s, "	....	7 20
" 14s, "	....	16 80
	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 65
" 1½'s "	2 40	....

SUGAR—The market is not showing activity this week. In Europe raws are a shade lower, but in America the tone in cane is firm, though there is little business doing. Prices of granulated continue firm. Locally business is reported quiet after the advance of last week which stimulated buying, though one refinery representative claimed that sugar was going out quite freely.

There are no special indications for the immediate future, but opinion inclines to an even level of prices for a time at least. Last week the European raw market for beet showed a decline of 3d. "The special reasons for this European decline and easier tendency," say Willett & Gray, "are because of the closing of May contracts and the continued favorable grinding of the Cuba crop, which maintains its prestige up to the full number of centrals, 180, with larger receipts for the week at 52,000 tons, and with indications that favorable weather will continue to enable estates to grind their cane, of which there is still plenty in the field, according to information given us to-day by prominent sugar merchants just returned from the island."

The world's visible supply at the end of last week was, according to Willett & Gray, 3,955,776 tons, against 2,776,005 tons last year, an increase of 1,179,771 tons.

F. O. Licht reports the probable European beet area this year as from 1,741,000 acres to 1,836,500 acres, as against about 1,891,235 acres in 1905. That would mean a decrease from the average of about 5½ per cent. and a decrease in the sugar product of 1,035,000 tons.

Paris lumps, in 50-lb. boxes	....	4 83
" in 100-lb. "	....	4 73
St. Lawrence granulated, barrels	....	4 18
Redpath's granulated	....	4 18
Acadia granulated	....	4 13
Berlin granulated	....	4 08
Phoenix	....	4 18
Bright coffee	....	3 98
Bright yellow	....	4 03
No. 3 yellow	....	4 08
No. 2 "	....	3 88
No. 1 "	....	3 78

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES — The market continues firm.

Syrups—		
Dark	....	....
Medium	0 33	0 35
Bright	0 28	0 42
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02½
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEA—Latest mail advices from London show the market waiting for the British budget to see if the duty will be lowered. The tendency is a little lower for commoner teas and a stronger tone for the better grades. Locally there has been a little movement lately without quotable change in prices.

COFFEE—The market has not devel-

oped marked change this week. Willett & Gray say :

"April receipts at Rio and Santos were 170,000 bags larger than in April last year, bringing the total crop movement for ten months of the season about 75,000 bags smaller than the same time last year. This still points to a total crop of about 10 million bags, and not 12,000,000 bags, which was so positively expected by many a year ago. It is generally stated by good authorities that the falling of the beans of the July flowering was very general in the month of March, and it is admitted in all fair quarters that the next Santos crop, on this account alone, is not likely to turn out as large as many had expected or estimated. As to the final result or outturn, opinion can only be formed after the principal harvesting months of May, June and July are passed.

"While the world's visible is about 2,000,000 bags less than a year ago, prices are actually 30 points lower, a proof conclusive that the market has discounted all possible unfavorable events of the future and has overlooked entirely the favorable features, including the steady decrease of supplies, visible and invisible.

"The large stocks had been in the way of higher prices, notwithstanding the current crop is so much smaller than consumption. The decreases in stocks may be overlooked for awhile, but no staple article can be kept down for any length of time where the consumption is largely in excess of the production."

DRIED FRUITS—Some attempts to buy select Valencia raisins in London recently were met by counter offers at extremely high prices, the market there apparently having advanced by at least 5 shillings per cwt. The result has been that a good deal of selling has been done by brokers between houses and there is general hardening of prices on spot, as those who are carrying more stock than their own requirements demand have been able to transfer their surplus to their neighbors who had less.

"The currant market abroad continues strong," said Mr. J. L. Watt, of J. L. Watt & Scott, yesterday, "and generally speaking each new purchase is a little higher priced than the previous one, but the advance has been very gradual, and today stands about ½c. above the lowest point."

In other imported dried fruits there is little new to report. Except in raisins there is no really cheap cooking fruit on the market, figs, evaporated apples, small sizes of prunes, etc., being quite exhausted. Scarcely a house on the street has any evaporated apples left and there are none to be got.

Fresh offers for California seeded raisins for Fall shipment have been made at what the brokers term "satisfactory, even tempting prices." Buyers are not taking hold very greedily, however; some are buying, but on the whole it seems to be a little early. The prices for prunes are about on a parity with last year's opening prices and for raisins at about the present level.

Prunes, Santa Clara—	Per lb.			Per lb.
90-100s, 50-lb boxes	0 06½	60-70s, 50-lb boxes	0 07½	0 08
80-90s "	0 07½	50-60s "	0 08	0 09
70-80s "	0 07½ 0 07½	40-50s "	0 09	0 09½
		30-40s "	0 10½	0 10½

Note—25 lb. boxes ½c. higher.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 18 0 20
Orange	0 11½ 0 12½		

Figs—			
Elemes, per lb	0 10	0 14	
Tapnets, "		0 04	
Apricots—			
Californian evaporated, in 50-lb boxes	0 13½	0 15	
Peaches—			
Californian evaporated, " "	0 14	0 15	
Pears—			
Californian evaporated, per lb		0 13	
Currants—			
Fine Filiatras	0 05½ up	Vostizzas	0 07½ 0 08½
Patras	0 06½ 0 06½		
Cleaned ½c. more.			
Raisins—			
Sultana		0 05½ 0 07	
" Fancy		0 10 0 14	
" Extra fancy		0 15 0 16	
Valencias, selected		0 05½ 0 06	
Seeded, 1-lb packets		0 09 0 10½	
California, loose muscatels—			
3-crown		0 07½	
4-crown		0 09	
Dates—			
Hallowees	0 04½ 0 04½	Fards new choicest	0 09 0 10½
Sairs	0 03½ 0 04	" new choice	0 09½
Domestic evaporated apples		0 12 0 12½	

NUTS—The market is without quotable change. Mail advices from Marseilles state that shippers there are buying almonds in Tarragona, indicating the extreme scarcity of the French variety.

Almonds, Tarragona, per lb	0 13	0 14
" shelled Valencias	0 26	0 28
Walnuts, Grenoble, "	0 14½	0 15
" Bordeaux, "	0 10½	0 11
" shelled	0 25	0 28
Filberts, per lb		0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish		0 08½
A 1's, banners and suns		0 08
Japanese Jumbo's		0 08½
Virginia "		0 10

SPICES—The market is firm for all spices. A prominent manufacturer yesterday expressed the view that the pure food regulations had so increased the consumption of spices in place of adulterants as to cause the present general upward tendency.

Spices—	Per lb.	
Peppers, blk	0 18	0 19
" white	0 27	0 28
Ginger	0 18	0 25
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 28
Allspice		0 15
Mace	0 80	0 90

RICE AND TAPIOCA—Carolina rice has advanced and new shipments are coming higher. Tapioca continues firm with a further slight advance.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago	0 06½	0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 06¾	0 07
" double goat		0 07½

FISH—The cold weather has retarded the supply and it is not yet equal to the demand, meaning continued high prices.

Fresh hallibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb	0 07	0 08
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal		1 25
Whitefish, per lb		0 10
Salmon trout, per lb		0 09
Finnan haddies		0 08
Ciscoes		1 25
Perch, per lb	0 05	0 06
Herring, large per lb		0 08
" medium per lb		0 04

DRIED AND CURED FISH—Quotations are unchanged from last week.

Boneless fish, per lb	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb	0 05½ 0 60
Flitched cod fish, cases of 100 lbs	6 50

BEANS—The bean market is firm and advancing owing to smaller stocks in first hands than anticipated and the movement north with the opening of navigation.

Beans, handpicked, per bush	1 85	1 90
" prime, No. 1	1 70	1 75
" Lima, per lb	0 06½	0 07

HIDES—Prices are firmer on country hides, dekins, sheep skins and horse hides. The supply is still very light. Wool is moving a little more freely.

Hides, inspected, steers, No. 1		0 11
" " " No. 2		0 10
" " cows, No. 1		0 10½
" " " No. 2		0 09½
Country hides, flat, per lb	0 09	0 10
Calf skins, No. 1, city		0 14
" " No. 1, country		0 13
Dekins	0 80	0 90
Sheep skins	1 50	1 85
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb	0 04½	0 05
Pulled wools, super, per lb		0 25
" " extra "		0 27
Wool, unwashed fleece	0 16	0 17

A CANNING FACTORY AT LONDON

A project is on foot for establishing a canning factory at London, Ont. Mr. Allen, of the Bates Manufacturing Co., Toronto, is one of the chief movers in the undertaking, and it is understood that the work of erection will start at once.

"Our building will be 600 feet by 240 feet," said Mr. Bates, "and we will do about $700,000 worth of business annually. At present we are simply occupying temporary quarters in Toronto. We know that we are going to enter into strong competition with canning factories on all sides, but we believe that we will make good."

The company is assured of water at cost price, and it is understood an amicable arrangement as regards assessment will be arrived at.

STRAWBERRY PLANTS DESTROYED

There will be few or no strawberries in the Ottawa district this year. The unusual Winter has completely destroyed the plants, and immense beds are a total ruin at the Central Experimental Farm and in private gardens.

The fate of the orchards will not be known for two or three weeks yet. All exotics are also destroyed.

The Ottawa market for small fruits will be dependent on importation, and fortunately, reports received at the farm indicate a bumper crop of berries in the west.

In the Montreal district the crop is reported as one-half ruined.

N. S. Markets.

Halifax, May 9, 1906.

The local grocery markets are in a healthy condition, and collections continue good. Trade in all quarters is satisfactory, and travelers continue to send in substantial orders. Prices generally are firm throughout the list. The supply of hams and bacon is very limited. The season is now approaching when the demand for both will increase, and as the local dealers have only a limited stock of their own cure, they will have to purchase elsewhere. Canned goods are selling freely, the stocks of tomatoes becoming somewhat light. Other canned goods are in good supply, and can be bought at more reasonable prices than ever before.

SUGAR—The Acadia Sugar Refinery Co.'s announcement of an advance of

ten cents per hundred pounds on all grades of refined sugar, came as a surprise this week. The local refinery's move is considered most unusual, coming, as it did, so close after the announcement of a decline of ten cents per hundred pounds in Montreal. The local market is usually governed by New York and Montreal, and in this instance a departure has been made from the custom. Prices quoted here are as follows :

XXX granulated, $4.30; Austrian granulated, $4; bright yellow, $4.10 ; No. 1 yellow, $3.80; unbranded yellow, $3.65.

The steamer Canada Cape, from Demerara and Barbadoes, will land 13,000 bags of sugar here this week, and she has about 11,000 bags for Montreal.

FRUIT—The local dealers are beginning to stock up with fruit, and trade is good. The Jamaica oranges now arriving are of better quality, though most of them are quite green. Bananas are in good supply: the quality is up to the average and the demand is good, now that apples are about over. Bananas range in price from $1.75 to $2.25. Besides the steamers running direct to the fruit ports, large quantities of bananas are imported here by the weekly boat from Boston, and also by the triweekly steamers running from Boston to Yarmouth, and brought here over the D.A.R. Strawberries of good quality are quoted at 30c. per box; tomatoes at $4.50 per crate, and pineapples from $2 to $2.25 per dozen.

VEGETABLES — Vegetables are in good supply and the demand is fair. The quality of the stock now on the market is exceptionally good for the season of the year. New Brunswick potatoes are quoted at $1.50 per barrel, and Prince Edward Island Calicoes at $1.35 per bag. Turnips are worth 90c., parsnips at $1.95, and beets and carrots at $1.50. Egyptian onions are quoted at 2c.

BUTTER—The receipts of butter from local points are somewhat disappointing. It was expected that the supply would increase with the fine, mild weather, but so far only a small quantity is marketed, and therefore the price keeps up. Prices are unchanged.

EGGS—Nova Scotia eggs are firm at 18c. The receipts have improved slightly, but not sufficient to affect prices any. Prince Edward Island eggs are worth 16c. to 17c. here. The receipts from Island points have decreased somewhat, owing to the bad condition of the roads. The farmers are unable to reach the market to dispose of their stock.

FISH—There is a bountiful supply of fresh fish on the market, the varieties being cod, haddock, herring, cusk, halibut, gaspereau, bass, salmon, trout and lobsters. Oysters are becoming very scarce. Heavy shipments of live lobsters from this port continue to the American market. The Plant liner Halifax on her last trip took 600 crates to Boston. They are quoted there at $13 per crate.

SALT—The Danish steamer Brattinsborg has arrived here from Iviza with a record cargo of salt. She is now discharging 4,650 tons, which is consigned to A. W. Whitman.

Fire last week did considerable damage to the large warehouse and grocery store of Nickerson, Grant & Co., corner of Bronn abd Hawthorne streets, Yarmouth. The fire originated in hay in the banana room, caused, it is supposed, by a plumber's candle, who was fixing the gas pipe. The loss to the building and stock is covered by insurance in the Commercial Union, Nova Scotia, Home Guardian, and North British and Mercantile.

"The White Store" on Gothinger street is now open for business. The proprietor is C. E. Choate, who for a number of years has conducted an extensive retail business on the street mentioned. Just as his business was well established, he learned one day through a mercantile report that his place of business had been leased for a term of five years. The new parties to secure the store were A. F. Doyle & Co., and it is stated that it took a couple of hundred dollars a year more than Mr.. Choate was paying to secure the premises, and a five years' lease. It is understood that Mr. Choate was not even consulted in the deal. He at once set out to secure other quarters, and succeeded in purchasing a building two doors north of his former store, which he has since had converted into a modern grocery, and business is going on just the same in the new stand as in the old. The interior of the store is finished in white enamel, and it is quite attractive.

Another firm which has been compelled to change quarters is that of C. & W. Anderson, a name which has been connected with the grocery business of this city for half a century. For the past ten years this firm has conducted a fancy grocery on Granville street. The store occupied by the firm was among the number purchased by the Bank of Commerce for their new building. In consequence Messrs. Anderson had to move, and they are now located on George street in an up-to-date store. All the fittings of the interior are brand new, everything being imported from a firm in Berlin, Ont., and when they arrived were all ready to set up. The store is lighted throughout by electricity.

N. B. Markets.

St. John, May, 1906.

The figures for the Winter port business of the past season show a great increase over any previous year. They are most encouraging. When you remember that practically all the facilities have been provided by the city to prove that St. John is without doubt the Winter port of Canada, being so situated as to successfully handle both the import and export business, is it not now time, when success is assured, for the Government to see that the further facilities which are a necessity if this magnificent business is to be held, should be at once provided ? They must be provided in time for the coming season, for best results.

It is now a national matter. This is the tenth year, with one exception, the imports have shown an increase, but we want the Government to see that Canadian trade is held to Canada, and that the British preference is confined to goods imported via Canadian ports. This would mean full cargoes inward as well as outward. This year we had 113 sailings, twelve more than last season. Grain shipments were over 7,000,000 bushels. Canadian exports over $13,000,000 of value and United States goods over $9,000,000, a total of over $23,000,000. There were 34,000 cattle shipped. Outward tonnage was 275,000 tons, passengers to arrive 19,912. As compared with last season the freight handled shows an increase of upward of 110,000 tons, an increase in value of about $10,000,000. It has been a record of steady improvement each season, and as a result of which St. John is proud.

OIL—In burning oil values are unchanged. Business at this season is light. Attention is now given to lubricating and paint oils, particularly is there a greatly increased sale for gasoline. Paint oils keep high. Cod oil firm.

SALT—Sales of Liverpool coarse salt are active, prices are firm. In fine salt there is improved business at even prices.

CANNED GOODS—One of our importers received last week a large shipment of corn, some three thousand cases ; prices unchanged. Peas are low. Tomatoes are firm at the advance. Peaches and strawberries are in rather light supply. Gallon apples are firm at the advance. Some American canners are pushing very strongly for business in canned meats. Oysters are firm. Domestic fish quiet. A fair stock of sardines held.

GREEN FRUIT—There is large busi- Oranges begin, in some grades, to show ness. Bananas are the large line. waste. Some nice Jamaicas now offered, prices are firm. Lemons, a fair sale at even prices. Apples dull, best stock is held at high figures. Some native rhubarb is seen, price is high. Few strawberries imported, price too high. A few tomatoes and cucumbers seen.

DRIED FRUIT—Prunes scarce and high. Seeded raisins firmer. Loose unchanged. Currants are firm, market is really higher, but price here unchanged. Peels, particularly citron, high. Dates firmer. Evaporated apples are extreme. Dried are scarce. Onions are easier.

SUGAR—After the advance of last week the situation is much better, market being considered quite firm. There is quite a large sale here for Barbadoes sugar, which is low and good.

MOLASSES—Already the imports of Barbadoes this season are equal to the full quantity imported last year, and there is still a large quantity to arrive. Prices are higher. In Porto Rico some old still held. One small cargo of new here and at least two more afloat.

FISH—Gaspereaux continue a light catch. There is a good supply of halibut. A few shad are seen, but it is early. In dry fish, while market is easier prices still quite high. Pickled herring still very scarce. Smoked somewhat easier.

FLOUR, FEED AND SEED—In flour prices are held firm, good steady business. Feed is scarce and high. Oats held at full figures. Oatmeal is firmer, sales not large. Cornmeal is unchanged. Beans rather dull, prices at least no lower. In barley some lower figures have been quoted. There is little sale for peas. Seeds are selling freely, prices are high.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Officers of the Association.

Officers Retail Merchants' Association of Western Canada. President J. F. Hunter. Boissevain, Man.; vice-presidents, R. Bogue, Moose Jaw, Sask.; J. A. McDougal, Edmonton, Alta.; secretary, W. A. Coulson; treasurer, J. D. Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-presidents, G. K. Smith, Moose Jaw, Sask.; H. O. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.

Association offices, 53 Scott building, Main street, Winnipeg.

Partial list of sections organized:

Arcola Extension — S. Carruthers, Creelman, president; A. Bishop, Tyvan, vice-president; E. P. Hall, Creelman, secretary.

Arnaud—W. Ledoux, secretary.

Balgonie — J. K. Wilson, Balgonie, chairman; J. R. Bray, Balgonie, secretary.

Brandon—A. Grant, secretary.

Boissevain—J. D. Baine, Boissevain, chairman; D. Embree, Boissevain, secretary.

Birtle—H. A. Manwaring, secretary.

Cartwright—R. F. Moore, secretary.

Edmonton—Jos. Whitelaw, president; W. G. Harrison, secretary.

Estevan—Arthur Kelly, secretary.

Hamiota—Wm. Chambers, secretary.

Indian Head—M. C. Hamilton, chairman; J. Tuffnell, secretary.

Kirkella—S. E. Riggs, Abernethey, president; A. O. Brooks, Anermethey, secretary. Executive—J. J. Sullivan, Esterhazy; Jas. Horne, Lemberg; W. C. Paynter, Tantallon; D. Irwin, Balcarres; F. Gibson, Lipton.

Killarney—C. A. Marquis, president; P. K. Rollins, secretary.

Moose Jaw—R. Bogue, chairman; T. J. McCammon, secretary.

Morden—Harry Meikle, secretary.

Melita—W. Hamelin, secretary.

Napinka—J. Kaiser, secretary.

Portal—N. D. McKinnon, Weyburn, chairman; E. P. Krogh, Newdale, secretary. Executive—S. Johnson, Rouleau; S. J. Taylor, Yellowgrass; J. Anderson, Milestone; J. E. Conant, Albright.

Red Deer—L. C. Fulmer, secretary.

Regina—J. W. Smith, chairman: T. B. Patton, secretary.

Souris—W. G. McLaren, chairman; J. McCuish, secretary.

Stonewall—W. H. Morgan, secretary.

Shoal Lake—C. E. McGrath, secretary.

Virden—E. J. Scales, secretary.

The following communication signed by J. F. Hunter, president of the Retail Merchants' Association of Western Canada, has been received at this office:

The Retail Merchants' Association of Western Canada.

"We do not always agree on what is of benefit to ourselves.

"I think we will agree that the miners' unions, the brotherhoods of engineers, firemen, brakemen, trackmen, carpenters and unions of various kinds have advanced the interests of their membership.

"The bankers' associations have benefitted bankers; loan companies have agreed upon uniform rates of interest; the Grocers' Guild have advanced their interests, and so on all through the list —'In union there is strength.'

"Does the Retail Merchants' Association of Western Canada benefit you or if successful is it likely to do so?

"Are there any matters detrimental to the trade that might be adjusted to our mutual benefit if we were united and as a unit would work to further our common interests?

"Is it possible to advance our interests in regard to legislation regarding the assessment of stocks, the collection of debts, preventing false advertising of goods, to abolish the fee now charged for the inspection of weights and measures? Are our interests always safeguarded by railways when they are changing their classification and freight tariffs, when they say what goods shall and shall not be allowed in mixed carloads?

"Could we do anything to prevent price-cutting and a thousand and one other matters?

"I think without a doubt at least 90 per cent. of the retail merchants will agree—yes, there is ample scope for work in our common interests.

"If this be so, is it not a fact that we have a very much better chance of accomplishing these and similar matters if our requests are backed up by the united force of retail merchants?

"The manufacturers are alert when anything affecting their interests is brought up. The railway interests, the steamboat companies, the manufacturers and similar organizations do not stand idly by and see their interests infringed on. They are thoroughly organized and use their organized force. Why should we not be equally alert and by thorough organization be in a position to stand up for our interests?

"The Retail Merchants' Association is intended to look after these and many other matters of equal importance.

"In order that we may be successful in doing so, it is necessary that we have the earnest and cordial support of the entire retail trade if possible.

"Will you give us your support?

"Some few say, 'Oh, it did not benefit me any last year, I will not continue my membership.' Is that a fair way of estimating results? Did you ever know of an organization which from its very inception showed results—that returned dollar for dollar?

"What the Retail Merchants' Association of Western Canada has accomplished for its members during the past year:

"1. Securing legislation in 'An act respecting the taxation of personal property in incorporated towns and villages,' whereby taxation is equalized. Previously only a portion of the business men were taxed. Under the present bill secured by us, all classes will be assessed alike according to the rental value, instead of the assessment being on amount of stock carried. This new bill will reduce the general merchants' assessment to less than one-half of former assessments.

"2. The passing of the Trading Stamp Act, and the successful prosecution under the provisions of this act.

"3. Early closing by-law in the majority of the larger towns in Manitoba, Saskatchewan and Alberta.

"4. The establishment of a credit reporting and collecting department which is open for the free use of the members of this association.

"5. A credit protecting or coupon system.

"6. The successful opposition of Dominion legislation respecting the amendment of the Postmasters Act in which permission was asked to compile a directory of all the post office patrons for the purpose of selling same to mail order houses and like concerns.

"Also several other matters that could only be righted by securing Dominion and provincial legislation.

"Review, railroad companies, insurance, new merchants starting up in a place, all have their up hill and usually unprofitable experience during the first years of their inception. If you, as a business man, see an opportunity to buy a piece of property which you think likely to advance in value and buy it, do you become discouraged and sell out next day or so or lose your first payment and let it go, simply because you cannot at once turn it over at a profit? Certainly not. If you consider that there is merit in the proposition you hang on content to let time work the advance. Use the same consideration for our association, and I have no doubt the final results will be equally gratifying and profitable.

"Be fair. Does it not require time and hard work to effect thorough organization? This costs money. Is not thorough organization and your honest, hearty and continued moral and financial support necessary to put us in the most advantageous position to achieve results?

"It is your and our interests we are aiming to advance; you should be equally anxious and willing to lend your influence and funds. If all get in line success is assured; the quicker we get in line the sooner will we see unmistakable signs of success. You have an individual part and responsibility in assisting or in rendering the work more difficult.

"We ask for and hope to receive your hearty and cordial support in a good, honest, fair trial.

"A letter to our secretary signifying your interest and co-operation would be very cheering and beneficial. Head office, 53 Scott block, Winnipeg."

The merchants in Arnaud, Man., have agreed to close their stores during the Summer months at seven o'clock. This is a step worthy of imitation in other western towns.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, May 10, 1906.)

FLUCTUATIONS—

Apricots advanced 2½c. per lb.
Peaches advanced 2½c. per lb.
Plums advanced 1½c per lb.
Nectarines advanced 2c. per lb.
Prunes advanced 1½c. per lb.
Evaporated apples advanced ¾c. per lb.

Business continues very brisk, the turnover for the first four months of the year having been considerably in excess of the sales for the same period in 1905. Sugar very quickly recovered the recent 10c. decline, and those who bought during the few days of lower

prices are congratulating themselves. The California dried fruit situation is still uncertain, and local agents and wholesale houses have no definite information as to the supplies available. In the meantime all California fruits have been sharply advanced, and, in sympathy with these advances, evaporated and dried apples are held at exceedingly high prices.

CANNED GOODS—There is a brisk demand at unchanged prices.

	Group No. 1.	Groups No 1 & 2.
FRUITS.		
Apples—		
gallons, per doz.	3 10	3 05
3-lb. "	2 40	2 44
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Lawtonberries—		
" "	3 83	3 78
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pin-apples—		
2's, sliced, 2 doz. cases, per case		4 20
2's whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries—		
new "	4 00	4 25
VEGETABLES.		
Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 53	1 48
(No. 3) 2's "	1 68	1 63
Succotash—		
2's "	2 63	2 58
Tomatoes—		
All groups, per case	2 80	2 95
Salmon, Fraser River sockeye, per case		6 25
" Skeena River, " "		6 00
" Rivers Inlet, " "		5 90
" Red Spring, " "		5 75
" humpback, "		4 10
" cohoes, "		4 85
" Clover Leaf, Fall delivery, 1 to 4 cases		6 30
" " " 5 to 9 cases		6 20
Pork and beans (V.C.P. Co.), 1's, per doz.		1 25
" " 2's, "		1 90
" " 3's, "		2 60
Clark's 1 lb. plain, per case		2 10
" 2 " " "		1 80
" 3 " " "		2 20
" 1 " tomato sauce, per case		2 30
" 2 " " "		1 85
" 3 " " "		2 40
" 1 " Chili " "		2 30
" 2 " " "		1 95
" 3 " " "		2 40
Soups (Van Camp's), per doz.		1 25
Canned chicken (Man. Can. Co.) per doz.		3 25
" turkey " "		3 25
" chicken (Aylmer), per doz		3 30
" " (Delhi), "		3 20
" turkey (Aylmer)		3 30
" " (Delhi)		3 20
" duck (Aylmer)		3 30
" " (Delhi)		3 20
Corned beef " 2's "		2 75
" " " 1's "		1 55
Roast beef (Man. Can. Co.), 2's, per doz		2 65
" (Clark's), 1's, per doz		1 50
" " 2's, "		2 65
Potted meats, ½'s, per doz.		0 55
Veal loaf (Libbey's), ½ lb., per doz.		1 25
" " 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 50
Lunch tongue (Clark's), 1's, "		3 45
" (Aylmer), 1's, "		3 00
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.		1 80
" " 1-lb. tins, "		3 10
" " 1-lb. glass, "		3 35
Chipped " ½-lb. tins, "		1 45
" " 1-lb. tins, "		2 50
" " 1-lb. glass, "		3 05
Sliced bacon, " 1-lb. tins, "		3 10
" " 1-lb glass, "		3 25
Corned beef (Clark's), 1-lb. tins, per doz.		1 50
" " 2-lb. " "		2 65
Lobsters (new), ½-lb. flats, per 8-doz. case		16 00
" " ½ lb. talls, per 4-doz. case		10 25
" " 1-l. talls, " "		14 50

SUGAR—The decline in sugar was quickly followed by a rally, and those who bought at the lower price have been congratulating themselves.

Montreal granulated, in bbls.	4 75
" " in sacks	4 70
" yellow, in bbls.	4 35
" " in sacks	4 30
Wallaceburg, in bbls.	4 65
" in sacks	4 60
Berlin, granulated in bbls	4 65
" " sacks	4 60
Icing sugar in bbls.	5 35
" " in boxes	5 55
" " in small quantities	5 95
Powdered sugar, in bbls.	5 15
" " in boxes	5 35
" " in small quantities	5 60
Lump, hard, in bbls.	5 45
" " in ½-bbls.	5 55
" " in 100-lb cases	5 45
Raw sugar	4 50

SYRUPS AND MOLASSES — Prices are firm and the demand is active.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per gal.	0 40
New Orleans molasses in ½-bbls, per lb.	0 02½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb.	0 10½ 0 11
" roasted " per lb.	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MATCHES—

	Per case.
"Telegraph,"	4 70
"Telephone"	4 60
"King Edward"	3 35
"Head Light"	4 15
"Rising Star"	5 50
"Eagle"	1 80
"Victoria"	3 05
"Silent," 200's	2 15
" 500's	4 65

FLY PADS, ETC.—Wilson's fly pads are quoted this year at the same price as last, viz., $3 per box or 3 boxes for $8.40. "Tanglefoot" is also unchanged, the quotations being 45c. per box or $4 per case of 10 boxes.

FOREIGN DRIED FRUITS — The California dried fruits market is still very uncertain, as no definite information is yet obtainable as to the extent of the damage to stocks on hand. Prices of prunes, peaches, apricots and nectarines have been sharply advanced, and new quotations will be found below.

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 35 1 50
" " selected	1 60 1 75
" " layers	1 70 1 85
California raisins, muscatels, 2 crown, per lb.	0 09
" " 3 "	0 09½
" " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 09
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 10½
" " fancy seeded, 1-lb. packages, per package	0 12
Prunes 10-120 per lb.	0 07½
" 90-100 "	0 08
" 80-90 "	0 08½
" 70-80 "	0 09
" 60-70 "	0 09½
" 50-60 "	0 10
" 40-50 "	0 11½
" choice silver, per lb.	0 11
" silver, per lb.	0 08
Currants, uncleaned, loose pack, per lb.	0 05½
" dry cleaned, Fillatras, per lb.	0 06
" wet cleaned, per lb.	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb.	0 05½
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb.	0 16½
Apricots, standard in 25-lb. boxes, per lb.	0 16
Slab apricots in 25-lb boxes, per lb	0 15
Peaches, choice, per lb.	0 15½
" standard "	0 15
Pears, choice (halves), per lb	0 16
" standard "	0 15
Plums, choice (dark pitted) per lb.	0 12½
Nectarines, choice	0 14½

CANDIED PEELS—

Lemon, per lb.	0 11½
Orange "	0 11½
Citron "	0 20
Mixed, in 1-lb drums per doz.	2 30

EVAPORATED AND DRIED APPLES—Evaporated apples are now selling at 13½c. per lb. in 50-lb. cases. Dried apples are firmly held at 9½c.

BEANS—No. 1 white beans are quoted at $2.05 per bushel, and No. 2 at $1.90.

NUTS—

Almonds, per lb.	0 12½
" (shelled), per lb.	0 28
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots	0 13½
" " shelled, "	0 30
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 15

SPICES—

GROUND SPICES.	
Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, in 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb.	0 70
WHOLE SPICES.	
Black pepper, per lb	0 13
White pepper, per lb.	0 25
Cinnamon (ordinary), per lb.	0 18
Cinnamon (extra choice), per lb.	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb.	0 10
Allspice, per lb.	0 08½ 0 10
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz.	0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin.	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case.	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb.	0 10

SAUCES—

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO—

Japan rice, per lb., cwt. lots	0 05½
" " 50-lb. lots	0 05½
Rangoon rice, per lb.	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt.	7 25 7 50
Sago, per lb.	0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" sack	3 30

OATMEAL AND CORNMEAL—

Rolled oats, 80-lb. sacks, per sack	2 05
40-lb. " "	1 05
20-lb. " "	0 54
8-lb. " "	0 25
Granulated oatmeal, per sack	2 55
Standard " "	2 55
Cornmeal, "	1 60

S. C. Cook, baker and confectioner, Strassburg, Sask., has sold out to Martin & Gammon.

Expert Bookkeeping

Investigating and auditing of all classes of accounts undertaken. Trading, profit and loss and balance sheets prepared. Set of books opened and office system devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT
Chartered Accountant
371 Elgin Avenue, Winnipeg

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Star Brand
COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
For sale by all Wholesale Dealers
See that you get them

Sawyer's CRYSTAL
50 Years the People's Choice.
See that Top **Blue.**

For the Laundry.
DOUBLE STRENGTH.
Sold in Sifting Top Boxes.
Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.
It goes twice as far as other Blues.

Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - - MASS.

M. F. EAGAR & SON, *Mfrs. Agents*
HALIFAX, Nova Scotia

BUSINESS NOTES.

It is rumored that J. J. McCabe, of W. B. Stringer & Co., Toronto, is to be married next month.

Thomas Smith, formerly eastern representative of the W. B. Stringer Company, of Toronto, has severed his connection with that firm to join the staff of McWilliam & Everest, wholesale fruit brokers, in Toronto.

Commercial travelers did not enjoy the taste they got of local option at Stouffville, Ont., this week. The hotels were both closed. Travelers had to go to private houses for meals and there was no such thing as staying over night.

H. A. Rutherford & Son, Bolton, Ont., to meet the increased demands of their business are building a considerable addition to their store. They began their present business in Bolton only two and a half years ago and this is the second time they have had to enlarge.

W. B. Stringer, of W. B. Stringer & Co., wholesale fruit brokers, Toronto, was in Montreal during the week. Mr. Stringer is reorganizing his Montreal office which has been put in charge of a new representative, R. M. Stephens. The new offices are located at 17 St. John street.

Caster & Davey, of Aurora and Schomberg, Ont., have painted their Schomberg store inside and out and greatly improved the appearance of the premises. They bought out M. Manning's business in Schomberg a couple of months ago and are very well pleased with the branch undertaking.

NEW QUARTERS.

The Canada Maple Exchange, Montreal, has removed from 118 King street to 618 Beaudry street.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words each insertion,	1 year		$30 00
" " "	6 months		17 00
" " "	3 months		10 00
50 " "	1 year		17 00
" " "	6 months		10 00
25 " "	1 year		10 00

BUSINESS CHANCES.

GROCERY BUSINESS FOR SALE—That formerly carried on by J. D. Mears & Co at Niagara Falls, Ont.; stock and fixtures about $2,200, with annual sales of about $13,000 to $15,000; business is in first-class shape and stock in best of order; must be sold at once. Send offer to E. J. Leith, Drawer 199, Hamilton. [19]

COMMISSION LINES WANTED.

EDMONTON firm of commission brokers is open for a few good lines; highest references. Address, Scott Bros., Box 123, Edmonton.

AND HOW ABOUT YOUR
FLAVORING EXRACTS?

You may not sell many—but—see that those you do sell are the best procurable and your repeat orders will come easy.

GOLD STANDARD FLAVORING EXTRACTS

"guaranteed the best," represent perfection in extract manufacture: The best ingredients, the most improved methods, producing the finest results.

WRITE US FOR QUOTATIONS

The Codville-Georgeson Co.
Limited
Winnipeg, Man.

FOR OVER 20 YEARS
in the Commission Business in
WINNIPEG

If you are not represented in Winnipeg or Calgary, place your goods with a live and progressive Commission House. We sell exclusively to the wholesale trade in the West. Storage for all kinds of goods. Cars distributed.

NICHOLSON & BAIN
WINNIPEG and CALGARY
Wholesale Commission Merchants and Brokers. Est'd 1882

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Easter

Your Easter trade requires

THE REAL THING

In mild cured

HAMS

AND

BREAKFAST BACON

We cure it to perfection. Please order now to ensure prompt shipment.

THE PARK, BLACKWELL CO.
LIMITED
PORK AND BEEF PACKERS
TORONTO
TELEPHONE M 3960

COOKED MEATS

Warm weather is coming slowly, but it's coming, and you might as well be ready for its demands. Order now weekly shipments of Cooked Hams, Brawn, Potted Tongue, Potted Shanks, Beef Bolognas, Summer Sausage and Frankfurters.

F. W. FEARMAN CO.,
LIMITED
HAMILTON

DO YOU SEE THESE LABELS?

One of them is on every Ham and Shoulder of Bacon that we send out.
If you are always careful to look for the Label you will be sure to get the highest grade of

HAMS and BREAKFAST BACON

We have a large packing plant at Fergus, Ont., and so get our hogs right from the farm—to factory.
Direct cold storage car service with our warehouse at Toronto.

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

"CORONA" MEATS

Fresh Beef, Fresh Pork,
Mutton, Lamb,
All kinds Smoked Meats,
Cooked and Jellied Meats

Butter, Cheese, Eggs

Correspondence solicited
We have no retail stores We sell to the trade only

The Montreal Packing Co.,
MONTREAL, P.Q. Limited

If you are not receiving our price list, send for one.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN.

Business in cheese during the week has shown an appreciable improvement. Interest was centered around white and prices obtained have been high, too high for export, in the opinion of some of the leading operators. In their opinion the high prices are not warranted, judged by the position of the market in the United Kingdom. Reports from the cheese boards show a preponderance of colored, while white is sought after, following the tendency of the market as reported last week. Colored cheese is going at 10¾c. to 11c., and white 11c. to 11¼c., this latter figure allowing little export margin. At the Belleville board last Saturday prices ranged, white 10 15-16 to 11c., and colored 10 9-16 to 10⅝c. At Winchester 1-16 to 1-8 higher was obtained. The strong position this week locally is attributed to the necessity of certain exporters to secure stock for orders on hand. Receipts are showing up well and when the grass makes have come in more freely lower prices are expected. Pastures have been somewhat backward this season and full grass goods are slow coming in.

The butter market remains weak and our view last week indicating downward tendency has been verified, as since then the market has declined from 2 to 2½c. per lb. The view was expressed then that 19c. was high and being overlooked and that dealers expected to buy at 18c. This has eventuated and several good sized lots were turned over this week at 18c. Finest Eastern Townships creamery was sold at 18¼c. and several lots at 18c. The quality was hardly suited for export. Ontario finest was sold at 18¾ to 19c., but at these figures leaves no margin to dealers. Since our last report the English market has been more favorable for dealers here and the present indications are that heavy shipping will be done during the coming fortnight. As soon as full grass butter is more freely obtainably and English buyers can obtain their favorite June makes usually held for storage here for their account, more activity will be noticed. A large make is looked for this season.

THE PROVISION SITUATION.

There has been practically little change in the general situation during the week under review. As regards the conditions ruling in the live hog market, arrivals still show great deficiency, and packers have, in consequence, to greatly curtail their output. The domestic demand for bacon continues to develop strength, and prices are gradually moving upward. At present high prices of live hogs packers find it impossible to sell at old figures. In the English market the demand for bacon has developed unexpected strength immediately after the resumption of recent business, and while holders of the fancy brands quoted prices open till the end of the week others put up their limits 2s. per cwt., and the basis on which business has been done during the week has been quite that much. The Danish supply is much shorter and the arrivals from Ireland, while short at the present show no sign of getting larger in the immediate future. Canadian landings are limited and agents of all imports are very confident. The market closed firm, with prices 2s. to 4s. per cwt. above those of previous week.

The Chicago market denotes a substantial degree of strength. One report remarks: "There has been no grumbling over the degree of activity in merchandise in this country for a year or more. All European markets, also, are well situated in trade activity.

"Firmness as to prices of hog products had been based, chiefly, upon the liberal rate of consumption of them here and in Europe, with the closely sold up productions.

"There is no reason for apprehension of diminished demands for supplies or for statistical positions more in favor of buyers than they are at present for the period this side of at least July. Therefore, from a supply and demand basis the hog products market should be highly encouraging for selling interests. Yet for the near future it is not probable that there will be any very marked bulges in prices.

"The receipts of hogs at the packing points continue moderate, and are, most of the time, under estimates. The shippers continue in competition with the packers for the hog supplies, and their prices are well maintained. The packing is generally insufficient for the current needs for consumption. There is little prospect of a material further, or burdensome, accumulation of hog product supplies for at least a few weeks more."

OUR LONDON LETTER.

(By Our Own Correspondent.)

Some change has come over the position of the butter market in London, and there has been a noticeable improvement in the demand for both first and second grades. This is evidently due to the fact that retailers have found it advisable to reduce their prices. There is still a shortage of choicest colonial brands, and values have gone up for Australian choicest from 1s. to 2s. For the secondary quality the price has gone away up 2s. and 3s. It certainly does seem hard upon the retailer that, just when he has to lower his own prices, sellers should raise theirs. The latter people evidently consider themselves in a strong position. As a matter of fact, no New Zealand butter has been received for considerably over a week. On Sunday, April 29, 36,000 boxes are due. The total imports of butter, according to statistics, for the past week (April 21-27) have been 24,000 cwts. less than for the corresponding week last year. Since July 1 last, something over one million boxes of colonial butter have been imported into the United Kingdom. Supplies due from Australia next week will be on a limited scale. Quality is being well maintained, there being a very noticeable improvement in shipments from Queensland.

The market for Canadian cheese is not at present on a very firm footing, and the public demand has shown a slight falling off. Choicest quality Canadian cheese is realizing 68s. per cwt. for colored, and 62s. to 64s. for white. New Zealand cheese is also quiet at prices ranging about 3s. less than Canadian for choicest colored, and about 62s. for choicest white. The imports of cheese from Canada for the last three weeks has averaged 9,000 cwts., and from New Zealand 8,000 cwts. These quantities have been about on a par with the consumption.

The Danish consul in London has issued his annual report, and it goes almost without saying that he has some interesting facts to state in regard to the position of Danish produce over here. His opinion on the standing held by Canadian bacon, supported as it is by statements of many well known importers and buyers, cannot fail to be of value to Canadians. Canadian bacon, it is admitted, is certainly a keen competitor, probably the keenest, for the great popularity which Danish bacon enjoys, but apart from certain shortcomings which will probably be remedied in course of time, the Dominion product is at a disadvantage on account of the regular steamship connections and the shorter distance which Danish shippers enjoy. The latter are thus able to put their produce on the market in a more finished condition. Then there is the question of packing. Some Canadian houses have adopted the Danish method of packing in bales instead of boxes, "but with doubtful success, owing to the want of cooling chambers in the steamers." The bacon, the consul says, is not quite satisfactory. It is perishable and has to be sold at once on arrival.

As a rule Danish bacon is from 3s. to 8s. per cwt. dearer than Canadian, although the latter has been known to cost just as much. "As regards London and the south of England, Canadian bacon shows a diminished consumption, as buyers who have once got used to Danish and Irish bacon do not find Canadian satisfactory. Elsewhere it gains ground, ousting the inferior American article." Wales is certainly Canada's best market for bacon, and one Welsh wholesaler has stated that he prefers Canadian to Irish, and that he is able to sell twenty times as much.

There are many dealers, however, who declare that they have handled Canadian bacon second to none, and the general opinion seems to be that the great failing with Canadian bacon is the too free use made of borax. Maize-fed bacon could, if it were properly treated, compete with the best brands of Danish.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Annual sales many times larger than all other fly poisons combined

ADVERTISED

throughout Canada.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—There is a good demand for provisions generally this week, and packers report good business both locally and with country trade centres. Hams and bacon are still going out well. Bacon has advanced to 18c., but at this figure good business is being done. Pure lard is moving very well, although a decline of ¼c. in prices might indicate that the demand is not large enough to suit all. Pork has advanced since last week.

Lard, pure tierces	0 11¼	0 11¼
" 56-lb. tubs	....	0 11¾
" 20-lb. pails, wood (10½)	....	0 12¼
" cases, 10-lb. tins, 60 lbs. in case		0 12½
" " 5-lb. "	....	0 12⅝
" " 3-lb. "	....	0 12⅝
Lard, Boar's Head brand, tierces, per lb.	....	0 08
" " ½-bbl., per lb.	....	0 08½
" " tubs	....	0 08½
Cases, 20 3-lb. tins, per lb.	....	0 09
" 12 5-lb. tins "	....	0 08¾
" 6 10-lb. tins "	....	0 08½
20-lb. wood pails, each	....	1 70
20-lb. tin pails, each	....	1 60
Wood net, tin gross weight—		
Canadian short cut mess pork	$22 50	$23 00
American short cut clear	21 00	22 50
American fat back	22 50	23 00
Breakfast bacon, per lb.	....	0 18
Hams	0 13½	0 15
Extra plate beef, per bbl.	12 00	13 00

BUTTER—The past week end prices have been advanced at country points, more as a result of competition between some of the buyers than of the market conditions. Doubtless some of the purchases will be exported, which will have a firming effect locally, so that prices may not decline further for a few weeks. With the advent of the grass goods shortly, the export trade will open up in earnest, but according to reports from England prices will have to be about the present range to admit of much being done.

Choice new milk creamery	0 18¾	0 19
Western dairy	....	0 17
Fresh rolls	0 17	0 17½

CHEESE—The feature of the market is the scarcity of white cheese. Owing to the higher prices obtainable for colored earlier in the season, all the factories were coloring their make, resulting in a dearth of the white article. The latter is at present bringing ¼c. more than the colored, rather an unusual occurrence, but with the factories making white now, the position will probably be reversed in two weeks. Shipments last week were very heavy, 44,435 boxes going forward, compared with 10,891 the same week last year. The English market is gradually declining for the old cheese, while the fodders, being cheaper, are in fair demand.

Finest new colored Ont.	0 1[illegible]	11
Finest new white Ont.	0 11	0 11¼

EGGS—The market is firm at present and dealers are asking 16½c. for cases. This price is a little high, and is caused by the accumulative tendency on the part of the egg merchants, as the market is kept very nearly clear of eggs. It is hard to tell what the conditions will be next week, but it is thought that there will be an easier feeling towards the middle of the week.

TORONTO.

PROVISIONS—The market still continues very firm, with slight upward movements in spots. Receipts of hogs continue light; stocks are said to be small, and as the season of largest consumption of smoked meats is beginning there is practically no likelihood of lower prices for some time to come. Smoked breakfast bacon, roll bacon, and medium hams, have moved up ½c., and the top on backs is advanced a cent. Business is reported fair to good.

Long clear bacon, per lb.	....	0 12
Smoked breakfast bacon, per lb.	0 14½	0 15
Roll bacon, per lb.	0 12	0 12½
Small hams, per lb.	....	0 14½
Medium hams, per lb.	0 14	0 14½
Large hams, per lb.	....	0 13½
Shoulder hams, per lb.	....	0 11½
Backs, per lb.	0 16	0 17
Heavy mess pork, per bbl.	20 50	21 00
Short cut, per bbl.	....	23 00
Lard, tierces, per lb.	....	0 11½
" tubs "	....	0 11½
" pails "	....	0 12
" compounds, per lb.	....	0 09
Plate beef, per 200-lb. bbl.	12 00	12 50
Beef, hind quarters	8 00	9 25
" front quarters	5 25	6 50
" choice carcases	7 00	8 00
" common	5 50	6 50
Mutton	0 08	0 10
Yearling lamb	0 12	0 13½
Veal	....	0 10
Hogs, street lots	9 50	10 00

BUTTER — The market continues weak, but considerable variation is noticeable in quotations on the street. Most dealers are inclined to keep their selling price at last week's level, for creamery prints 20c. to 22c., but some are quoting 19c. to 21c. The same variations characterize quotations throughout the list. Bakers' butter, quoted 15c. to 16c. by some, is 13c. to 14c. with others. Quality, doubtless, has much to do with it. The supply continues to increase, though the cheese factories are doing much to curtail it.

	Per lb.	
Creamery prints	0 19	0 22
" solids, fresh	0 18	0 20
Dairy prints, choice	0 16	0 18
" large rolls, choice	0 16	0 18
Boker's butter	0 13	0 16

CHEESE—The market has responded to the firm feeling in Great Britain, and last week's prices are pretty well maintained, with a slight shading off for twins.

	Per lb.	
Cheese, large	....	0 14
" twins	....	0 14½
New cheese, large	....	0 11½
" " twins	....	0 11½

EGGS—The market continues firm and higher than a week ago. The supply is said to be large, but evidently the demand for pickling and storage is larger. With the pickelers and stores it is May and June eggs or none, so that they usually have not much choice. Probably a million dozen are required for storage in Toronto alone, and there are large plants throughout the province.

New laid	0 16	0 17

WINNIPEG.

BUTTER—Prices are still maintained for creamery butter, as follows:

Finest fresh creamery, in 56-lb. boxes	....	0 23
" " in 28-lb. boxes	....	0 23
" " in 14-lb. boxes	....	0 23
" " in 1-lb. bricks (eastern)	....	0 27
" " " " (western)	0 23	0 25

Local produce houses are paying 14c. to 15c. per lb. for No. 1 dairy butter delivered in Winnipeg, and 10c. to 12c. for No. 2.

CHEESE—

Finest Ontario, large	....	0 15½
" Manitoba, large	....	0 15
" " twins		0 15
" " small		0 15

LARD—

Tierce basis, per lb.	....	0 11½
Small packages take the following advance:		
50-lb. tin cans, per lb	....	0 00½
20-lb. tin pails, in 80-lb. cases, per lb.	....	0 00½
10-lb. " in 60-lb. "	....	0 00½
5-lb. " " "	....	0 00½
3-lb. " " "	....	0 01
20-lb. net white wood pails, per lb.	....	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19
Backs, " " "	0 16
Hams, light, 10 to 12 average	0 15
" medium, 14 to 16 average	0 14½
" heavy, 20 to 30, for slicing	0 14½
" heavy, sainned. 20 to 30 for slicing	0 14½
Picnic hams, light, choice, 6 to 8	0 11½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 15½
" " clear bellies 12 to 14	0 15
Clear backs, b bacon light	6 14½
" b bacon 12 to 14	0 14½
Spiced rolls, long if in stock	0 15
" short	0 13
Dried beef ham, sets	0 11½

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear	0 12½
" " " smoked	0 13½
" " " boneless backs	0 12½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
" " " per ½ bbl	11 50
Standard mess pork, per bbl	23 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 03½
" hocks, " " 0 04

ST. JOHN, N.B.

PROVISIONS — In barrel pork and beef, particularly the former, prices are still firm, sales not large. Pure lard is high; there was a slight decline but market is again up. Refined compound comparatively low and selling freely. Smoked meats high. Fresh beef quite firm, a fair sale. Veal is lower. Mutton scarce and high. Only a few lambs seen and for some time price will be high. Pork a little easier.

Mess pork, per bbl	$20 00	$22 00
Clear pork, "	21 00	23 00
Plate beef, "	13 50	15 00
Domestic beef, per lb.	0 06	0 07½
Western beef, "	0 08½	0 10
Mutton, "	0 08	0 10
Veal, "	0 06	0 08
Lamb, "	3 00	5 00
Pork, "	0 08	0 10
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 12½	0 13
" pails, "	0 12½	0 13½
Refined lard, tubs	0 09½	0 09½
" " pails	0 09½	0 10

BUTTER—Good butter is hard to get and full prices asked; poor stock rather easier.

Creamery butter	0 24	0 25
Best dairy butter	0 20	0 23
Good dairy tubs	0 18	0 20
Fair "	0 16	0 18

EGGS—Prices are quite well maintained.

Eggs, strictly fresh	0 25	0 30
Eggs, fresh	0 18	0 20
" case stock	0 17	0 18

CHEESE—New are now offered. Prices are lower than before new were quoted and tendency is downward. Twins are in demand; at present enough cannot be bought to supply the demand. No great quantity would sell at present price.

Cheese, per lb	0 12½	0 13½

MOISTURE IN BUTTER.

Canadian buttermakers were some time ago advised by an American expert to put a larger percentage of water into their butter for export. A recent discussion of the subject by a committee of the British House of Commons goes to show that it would be unwise to act on this questionable advice. It goes to show also that Canadian butter, which is popular at present on account of its dryness, is watered by English dealers before being resold. Clearly it will be difficult to have the Canadian standard kept high unless the British law against adulteration is made stringent and is drastically enforced. The outcome of this controversy will be watched with interest in Canada.

THE WORLD'S LARD ESTIMATES.

Our cable advices give the following estimates of the stocks of lard held in Europe and afloat on the 1st inst., to which we add estimates of former years, and stocks in cities named:

	1906 May 1.	1906 Apr. 1.	1905 May 1.	1904 May 1.
Liverpool & Manchester	18,500	21,000	26,000	21,500
Other British Ports	10,000	11,000	16,000	6,000
Hamburg	13,000	14,000	19,000	10,000
Bremen	3,000	1,500	1,500	1,000
Berlin	4,000	4,000	1,000	2,000
Baltic Ports	16,500	16,500	16,000	13,500
Amsterdam, Rotterdam, Mannheim	5,000	5,000	1,500	4,000
Antwerp	5,000	4,000	6,000	4,000
French Ports	1,300	1,000	1,100	2,500
Italian & Spanish Ports	800	1,000	750	500
Total in Europe	77,100	79,000	88,850	65,000
Afloat for Europe	60,000	85,000	70,000	55,000
Total in Europe and Afloat	137,100	164,000	158,850	120,000
Chicago Prime Steam	46,356	41,767	118,234	75,413
Chicago other kinds	16,380	11,902	19,566	20,594
East St. Louis	2,450	1,225	7,254	3,100
Kansas City	11,972	8,980	5,693	13,460
Omaha	2,736	2,405	2,269	5,081
New York	7,489	5,085	5,407	6,082
Milwaukee	947	776	8,473	5,018
Cedar Rapids	(!)	(!)	(!)	(!)
South St. Joseph	3,890	5,443	6,458	5,920
Total tierces	229,320	241,583	332,204	254,668

(!) Not available.

The N. K. Fairbank Co.

HE RECUPERATED.

The master was explaining the meaning of the word "recuperate."

"Now, Willie," he said, "if your father worked hard all day he would be tired and worn out, wouldn't he?"

"Yess'r."

"Then when evening comes, and his day's work is over, what does he do?"

"That's what mother wants to know."

A QUEBEC CHANGE.

W. C. Bickell, who has been twenty years with one of the best known firms of wholesale grocers, Whitehead & Turner, of Quebec, has severed his connection with that firm to accept an interest in the firm of R. F. Cream & Co., general brokers and commission merchants, of the same city, who are open for a few good agencies in the grocery line.

AGENTS WANTED

We want the Calfskins, Hides, Sheep Pelts, Tallow Bones, etc., collected in your vicinity.

Can't you arrange to purchase these goods for us this spring? We will furnish the cash with which to buy; we will also furnish tags, advice sheets, taking off directions, cloth posters to enable you to advertise the business, etc., etc.

We pay highest cash prices and keep our customers thoroughly posted on the condition of the market and pay the freight.

To any one writing us and mentioning this paper, we will mail full particulars.—Address,

CARROLL S. PAGE, Hyde Park, Vt.

The most Brittle thing in the World is a good resolution.

Resolve to push

Clark's Meats

It's a good resolution, and when you see your customers satisfied, you won't want to break it

FLOUR AND CEREAL FOODS

There is practically nothing to report since our last issue. There have been slight fluctuations on the market, but at the close no material change from our last quotations. Farmers are now engaged in seeding so that there are very few deliveries of wheat at mills, which is a great factor in keeping all local prices firm.

* * *

Advices from Manitoba say: "The wheat is nearly all in. Another week of fine weather enabled farmers to get ahead rapidly with this work and by Saturday night from eighty to ninety per cent. of the wheat seeding was done. At a number of points in the older parts of Manitoba the work was entirely completed. Already some of the wheat is above ground. A fine warm rain on Wednesday gave it a good start. No more favorable season has been experienced in Manitoba for a long time."

* * *

Export inquiry for flour has generally been disappointing, bids being much below what dealers are prepared to accept. Montreal reports, however, that bids of 22 shillings for 90 per cent. Winter wheat flour have been accepted. Millers, on the other hand, are not showing great readiness to offer freely at prices to let out at that.

* * *

It is understood that the Canadian Northern Railway will begin very soon the construction of its proposed grain line from the French River to Montreal. This road, which will run through Ottawa and down to Hawkesbury, will, as a matter of fact, constitute Mackenzie & Mann's first link of the system which, within a comparatively short time, will extend from the St. Lawrence to Port Arthur, and then to the Saskatchewan River.

* * *

The first shipments of Manitoba wheat across the lakes have been received at all the ports except Collingwood and Meaford, and the grain is now being rapidly hurried forward to the mills throughout the country. Some of them were shut down for want of it, and it is well for them that navigation opened a couple of weeks earlier than it did last year, or they might have been seriously inconvenienced.

MONTREAL MARKETS.

FLOUR—Flour continues to move in a way that means good business for all concerned. Since the opening of navigation there has been a good steady business. Trade with Newfoundland is now well under way and good shipments are being made daily to the United Kingdom and other points throughout the world. Royal Household has been advanced to $4.60, but otherwise the prices do not show any change.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 60
Glenora		4 10
Manitoba spring wheat patents		4 50
" strong bakers	3 90	4 10
Buckwheat flour	2 00	2 10
Five Roses		4 50

GRAIN—Grain generally is moving very well. Peas are perhaps as good as any other grain as far as demand goes. They are now up to 78½c. Oats, while not in great demand, are firm. Corn is very quiet in most quarters.

No. 4 barley	0 50
Rejected barley	0 48½
No. 2 white oats	0 41
No. 3 white oats	0 40
No. 4 white oats	0 39
No. 3 yellow corn	0 58
No. 2 peas, basis 78 per cent. points	0 78½

ROLLED OATS—There is practically nothing new to be stated in connection with the rolled oats market. Conditions prevailing show no change and it is still very hard to obtain uniform prices.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	1 95	2 15
" 80-lb. bags	1 85	2 15
" bbls.	4 55	4 70

FEED—Bran has experienced its annual "Spring drop" and is now obtainable from $18 to $18.50, for either Ontario or Manitoba. Some millers are asking a little higher but they state their intention of coming down to the present prices any day. Bran is naturally slow at these prices since the grass has begun to grow. Shorts and feed are going very well.

Ontario bran	18 00	18 50
Ontario shorts	20 00	21 00
Manitoba shorts	20 00	21 00
" bran	18 00	18 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed Flour	1 20	1 25

HAY — The market is very little changed since last week. Shipments continue to go out now that navigation is in full swing and trade is rather good all round. Reports from the United Kingdom state that there is a steady market and quotations range from 60s. to 61s. c.i.f. Liverpool.

No. 1	9 00	9 50
" 2	8 00	8 50
Clover mixed	6 00	6 50
Clover, pure	5 00	5 50

TORONTO MARKETS.

FLOUR—The local trade has been continuing good; prices remain firm at previous quotations. There have been some slight fluctuations during the week, but at finish prices recovered and remain at previous week's quotation.

On track Toronto	
Manitoba patents, No. 1, per bbl. in bags	4 40
" " No. 2, " "	4 00
Strong bakers " "	3 90
Ontario patents, No. 1, " "	3 65
" " No. 2, " "	3 40
Straight roller " "	3 30

GRAIN—Market has been more steady since our last report. There is very little wheat in millers' hands; practically all is held by farmers, and deliveries are slow on account of seeding operations.

(F.o.b. elevator; 5c. more N. Bay.)	
Manitoba wheat, hard, No. 1, nominal	0 86
" " Northern No. 1	0 84
" " " No. 2	0 81 0 82½
" " " No. 3, nominal	0 81½
Red, per bushel, 78 per cent. points	0 80
White, " " " "	0 80
Mixed, " " " "	0 79
Spring, " " " "	0 75
Goose, " " " "	0 75
Barley, No. 1, " " "	
" No 2, " " "	0 51
" No. 3x, " " "	0 46 0 47
" No. 3, " " "	0 46
Oats, white, " " "	0 37
" mixed, " " "	0 36

BREAKFAST CEREALS—Little of interest has transpired since our last report. Demand has been only of moderate nature, and prices continue merely nominal.

Oatmeal, standard and granulated, carlots, on track, per bbl.	nominal 4 50
Rolled wheat in boxes, 100 lbs.	" 2 25
" " 50 lbs.	" 1 20
Rolled oats, standard, carlots, per bbl., in bags	" 4 00
" " " " " in wood	" 4 25
" " " " for broken lots	" 4 20

BUSINESS PERSONALS.

Fred Fowler, produce merchant, Montreal, has returned from England.

T. H. Ryan, of D. A. Macpherson & Co., Montreal, is back from New York.

Mr. Ganong, M.P., of Ganong Bros., manufacturers of Surprise soap, St. Stephen's, N. B., was in Toronto last week.

J. Bailey, Lindsay, Ont., is seriously ill with stomach trouble, and Mrs. Bailey is in the hospital suffering from an attack of pneumonia.

Thos. Haywood, of Orillia, Ont., is away with his usual party of good fellows on their annual ten days' fishing trip. One of the number is J. B. Tudhope, M.P.P.

Mr. Lovegrove, of Lovegrove & Scratch, Amherstburg, Ont., was in the city this week. He is on his usual three weeks' fishing vacation. Here's hoping he had a fine run of luck with the speckled beauties.

Robert Greig, of the Robert Greig Co., Limited, Toronto, was in Montreal this week on his way to the Maritime Provinces. In an interview with The Canadian Grocer Mr. Greig stated that business was excellent up west and that new agencies introduced were booming.

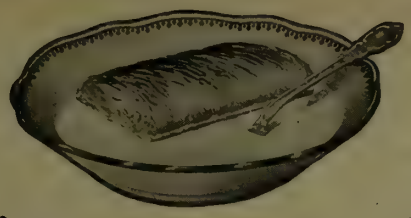
A. T. Claxton, the western representative of H. P. Eckardt & Co., Toronto, has arrived back from a three months' trip and reports business very brisk all over the west. Settlement is progressing most actively, he says, along the railway between Calgary and Edmonton.

James Vair, Barrie, Ont., one of the best known grocers north of Toronto, has returned from a visit to his son William in California. Wm. Vair, who was associated with his father's business for some years, found better health in the west and has started business there.

Mr. Heath, of Rodewell & Heath, tea brokers, Colombo, Ceylon, was in Toronto last week. He was on his usual biennial trip to America. Mr. Heath is one of the best informed men in the tea business anywhere, and his visit is always a pleasure for the tea houses on this continent.

Fred Grasely, for some years chief clerk in James Vair's big grocery, Barrie, Ont., has gone on the road. He will represent McLaughlin & Co., of Owen Sound, on the north shore route. No one who knows him doubts Mr. Grasely's success, but they just all hope it will be so great as to surprise even himself.

B. E. Miller made a pioneer trip into Muskoka, Ont., for Red Rose tea. He



"It's All in the Shreds"

SHREDDED WHEAT TALK

By AN UP-TO-DATE GROCER

Shredded Whole Wheat is the one staple cereal food better known than all the others.

You can grind up any old thing and call it a "breakfast food," but you can't make Shredded Whole Wheat that way.

It keeps better than any other cereal. It is not "treated" or "flavored" with anything and hence does not deteriorate.

It is ready-cooked and ready-to-serve, requiring only a slight warming in the oven to restore crispness.

It is economical. Contains more nutriment than meat or eggs and costs much less.

The Shredding process makes it the most easily digested of all the cereal foods.

It is good for any meal any day in any season in any climate.

It has larger culinary uses than any other cereal food. Hundreds of dainty and palatable dishes may be made with it.

It is the purest and cleanest cereal food, made in the cleanest and finest industrial building in the world.

"Made in Canada"

The Canadian Shredded Wheat Co.,

NIAGARA FALLS, ONT. Limited

The food most suited to the brainy Canadian is

CANADA FLAKES

To produce the clear head and the strong arm nothing equals our Canadian Wheat properly prepared for the stomach. It is said that a diet of white bread alone will starve a dog to death—because the best part of the wheat has been fed to the cattle and the bread got only the white refuse.

Every atom of the good wheat goes into Canada Flakes. The Malt Extract and Maple Syrup add to the palatability and the tonic effect.

You know Canada Flakes must be good. Recommend it.

Peterborough Cereal Co. Limited

ROELOFSON & ROELOFSON, Ontario Sales Agents

71 Jarvis Street, TORONTO

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

When your Customers ask for Mince Meat

give them

NICHOLSON'S MINCE MEAT

They will then come back to your store for the second order.

NICHOLSON'S MINCE MEAT is in greater demand than ever; which shows that the people will have the pure goods, doesn't it?

Where do you stand as regards—

N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B. PUDDINE
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

left his footprints on the rocks all right and labeled them for the tourists to read as they row. This is the travelers' season in Muskoka. When he blew into Rosseau, D. W. Grant welcomed him with "Well, I'm glad you're not a confectionery man. I think I've had 15 of them here this week already."

THE BREECHING BROKE.

John Hegdon, of John Sloan & Co., met with an accident while driving between Paisley and Chesley Tuesday of last week that kept him in the house ten days. He was driving and going down a hill the breeching broke, letting the rig onto the horse's heels. The animal proceeded to demolish the buggy, and having effected that to its liking, ran away. Mr. Hegdon was thrown out and his leg was injured. The driver was able to go after the horse. Mr. Hegdon is one of the most popular men on the road and his genial smile and sunny

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

The McLEOD MILLING CO., Limited
Stratford, - - ntario.
olicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

CANADA IN TRINIDAD MARKETS.

In their March 30 review of the Trinidad markets, the latest mail advices here, Gordon, Grant & Co., of Port of Spain, say :

"New York millers seem now to recognize that Canadian and other flours are becoming serious competitors, and in consequence have recently materially reduced their quotations. Canadian milling, particularly, is working its way into public favor, and if keeping quality is improved the demand for it is sure to increase."

"Quotations (cargo prices, duty paid, wholesale rates):

Flour, family, per barrel	$5.65	$5.80
Flour, extra	5.40	5.60
Flour, superfine	4.00	4.40

(Duty .80 a bbl.)

"Oats are saleable at quotations.

"Quotations, (duty paid, wholesale rates):

Oats, white, 4 bush. bag 160 lbs.	$2.80	$2.85

(Duty, .08c. per bush.)

"Lumber and Cooperage Materials—Stocks of all kinds low and prices advancing. Although several shipments of Nova Scotian pine and spruce have been offered from Barbadoes, no sales have resulted.

"Quotations (duty paid, wholesale rates):

Lumber, W. P.—N.S., per M ft.	$26.00	$27.00
Lumber, spruce, per M ft.	18.00	20.00
Lumber, P. P., assorted sizes, per M. ft.	40.00	45.00

"Last sales of potatoes were at 85c. ex Liverpool steamer, and up to $1.50 for choice Canadian. Stocks of onions and garlic are light, and last sales for the former from Bermuda were at $2.40 to $2.50 for loose.

"Quotations (duty free):

Potatoes, per 100 lbs.	$0.80	$1.50
Onions, per 100 lbs.	2.00	2.50

Canada last year imported 2,431,692 cocoanuts, equal to more than two-thirds of the Trinidad crop, and got them nearly all from the West Indies. Gordon, Grant & Co. say : "A good demand still continues, but there is little of the fruit available, the bulk of the year's output being already under contract for shipment to America."

But a comparatively small proportion of Canada's supply of cocoa and its products comes from the West Indies—$62,620 out of $744,637. Gordon, Grant & Co. say of the Trinidad cocoa crop and outlook :

"Deliveries still continue very meagre and the almost entire absence of rain in most districts, besides having the effect of withering the young fruit, delays the ripening of the larger pods and makes crop prospects generally disappointing. Under most favorable weather conditions from now onwards, important supplies cannot be forthcoming for months to come, and the extent of next regular picking is likely to fall short of what appearances indicated earlier in the season. Quotations for any little lots offering are firmly maintained at $11 to $11.25 for ordinary to good red grades, and up to $11.75 for fine estate descriptions. Exports during the fortnight amount to 3,850 bags, of which 1,114 went to the U.S., and from 1st October to date, shipments total 126,143 bags, as compared with 95,020 bags for the corresponding period of last year."

DANGER FROM FIRE.

The ripening rooms for fruit at Bonsecours market, Montreal, were discussed at a meeting of the market committee of the Montreal council this week. The chief of the fire department and the city building inspector claimed that these rooms, twenty-nine in number, presented a danger through fire. In these rooms fruit is placed to ripen, the process being aided by the use of gas, wherein lies the danger. It was recommended that cement floors and asbestos walls be used if these rooms are to be allowed. Steps will be taken to see what can be done in this direction.

WILL HAVE A GOOD EXHIBIT.

It is the intention of Bode's Gum Co. to make their exhibit at the pure food show to be held in Montreal this month one of the finest ever seen in Canada and every effort is being made to bring about this end.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

QUANCE BROS.
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

ALF. T. TANGUAY & CO.
Flour, Grain and Provisions
Commission
Quebec
Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.
REFERENCE, HOCHELAGA BANK.

Rolled Oats—Prompt Delivery
We deliver your order to the railway the same day we receive it and we trace the shipment if you want your Rolled Oats quick.
Woodstock Cereal Co., Ltd.,
WOODSTOCK, ONTARIO.

BUSINESS CHANGES.

E. T. Yates, Elfrida, Ont., succeeded by A. Absalom.

E. B. Buty, grocer, Toronto, has sold to Beckett Bros.

N. & A. Lalonde, bakers, Montreal, Que., have dissolved.

Hunter Bros., Limited, Barrie, Ont., have obtained charter.

D. S. Shaw, grocer, McLean, Sask., retiring from business.

T. H. Gothard, Trenton, Ont., has sold out to C. O. Simpson.

Heroux & Gauthier, grocers, Three Rivers, Que., dissolved.

Oliver Richard, grocer, Sherbrooke, Que., sold to Phil Zakaib.

Duncan McIntyre, general merchant, Wyoming, Ont., sold out.

Charles Lowery, Kingston and St. Davids, Ont., has sold out.

W. H. Bannister, Waverley, Ont., has sold out to Anderson & Co.

Joseph D'Anjou, general merchant, Rimouski, Que., assets sold.

Tellier & Farley, general merchants, Berthierville Que., assets sold.

Joseph Boudreault, general merchant, Les Eboulements, Que., assets sold.

Hilliker Bros., general merchants, Renfrew, Ont., retired from business.

Moore & Hall, general merchants, Olds, Alberta, sold to L. S. Doyle.

The Ontario Cuban Fruit Co., Limited, London, Ont., have obtained charter.

Magog Restaurant, groceries, etc., Magog, Que., Louis Brouillette registered

James Andrew, baker, Toronto, Ont., has admitted J. Aitken to partnership.

Jones Bros., general merchants, Ninga, Man., have removed to Saskatoon, Sask.

The Farmers' Economic Supply Store, Waskada, Man., have gone out of business.

W. F. Abbott & Co., produce, etc., Winnipeg, Man., have gone out of business.

W. L. Cherry, general merchant, Gordon Lake, Ont., business advertised for sale.

W. R. Lee, confectioner, Norwood Grove, Man., is advertising business for sale.

Jos. Hadden, general merchant, Bethany, Ont., has assigned to Richard Tew.

Geo. Rotarn, grocer, Regina, Sask., stock advertised for sale by sheriff, 1st prox.

C. W. Clifton & Co., general merchants, Beulah, have sold to W. J. Sheppard.

J. A. Hewson, general merchant, MacLeod, Alta., selling out to J. H. Peard.

F. W. Giles, general merchant, Pettapiece, Man., succeeded by Giles & Barnes.

A. Gray Nelson & Co., grocer's specialties, Montreal, Que., have dissolved partnership.

Lecours & Frere, general merchants, Levis, Que., dissolved business continued by Jos. Adelard Lecours, style unchanged.

J. Legault, grocer, St. Genevieve, Que., assets were to have been sold on the 9th inst.

Draper & Mitchell, grocers, Brandon, Man., have sold out to A. Coates, Brandon, Man.

W. E. Hippey, grocer and baker, Indian Head, Sask., has been succeeded by G. Widner.

G. W. Kemp, general merchant, Smith's Falls, Ont., assets to be sold by tender.

Fawdrey & Rogers, general merchants, Innisfail, Alta., have assigned to A. A. Carpenter.

Wm. Lowery, general merchant, Westboro, Ont., has been succeeded by Hamilton & Hill.

P. Laberge & Co., hay, grain, etc., Montreal, Que., Adelard Laberge, of Beloeil, registered.

Balgonie Trading Co., general merchants, Balgonie, Sask., has sold out to Brotman & Cahan.

Fanny Brotman, general merchant, Balgonie, Sask., has been succeeded by Brotman & Cahan.

Lyseng & Hendrickson, general merchants, Camrose, Alta., have sold out to Charles Peterson.

J. Aronovitch, general merchant, Hamiota, Man., has been succeeded by Mrs. E. J. Abbott.

Joseph St. Amant, general merchant, Tetu, Que., assets were to have been sold on the 11th inst.

Wilson Knapp, grocer, Smith's Falls, Ont., meeting of creditors was to have been on the 4th inst.

Masterson, Griffith & Co., general merchants, Trout Lake, B.C., are advertising business for sale.

Bell Bros., general merchants, Kazabazua, Que., offering to compromise at 40 cents on the dollar.

R. T. Holman, general merchant, Summerside, P.E.I., has been succeeded by R. T. Holman, Limited.

Buffalo Lake Trading Co., general merchants, Lamerton, Alta., creditors to file claims before June 15.

Gibson, Bray & Porter, general merchants, Sheho, Sask., have been succeeded by the Great West Trading Co., Limited.

N. Quintal & Fils, wholesale grocers, Montreal, dissolved, business continued by N. Quintal & Fils, Limited, J. Edmond Quintal, president.

Barlow Coates, Robert McMurray and James H. Saunders have registered under the style of McMurray, Saunders & Co., general merchants, Lenoxville, Que.

COMPANIES INCORPORATED.

Provincial charter has been granted to the J. W. Young Company, Limited, to buy, sell, manufacture and deal in animal by-products, and to carry on a general abattoir business, oil refinery and reduction works. The share capital of the company to be one hundred thousand dollars divided into one thousand shares of one hundred dollars each, the head office of the company to be at the city of Toronto, and the provisional directors of the company to be James William Young, George Arthur Young, Thomas Maloney, Charlotte Elizabeth Young and Thomas Alfred Rowan.

Provincial charter has been granted to Rutledge & Jackson, Limited, to purchase, acquire and carry on the business now owned and carried on by Rutledge & Jackson at the town of Fort William and to assume the indebtedness thereof, and to manufacture, buy, sell and deal in goods, wares and merchandise. The share capital of the company to be one hundred thousand dollars divided into one thousand shares of one hundred dollars each, the head office of the company to be at the town of Fort William, and the provisional directors to be Clarence Hugh Jackson, Albert Ernest Rutledge and Hugh Jackson.

Provincial charter has been granted to Bartle Fruit Growers' Syndicate, Limited, to carry on the business of fruit growers and to deal in all kinds of fruits, with incidental and subsidiary powers. The share capital of the company to be one hundred thousand dollars divided into one thousand shares of one hundred dollars each, the head office of the company to be at the city of Toronto, and the provisional directors of the company to be John Frederick Holliss, Thomas Hubert Wilson and Gordon Richard Brady.

FIGURES FOR RUSSIAN TRADE.

Russia in 1903 was the third largest contributor to the world's supply of foodstuffs, following the United States with the British Empire an easy first. But as a seller of grain and grain products, Russia stood pre-eminently first.

Russia's trade returns were not included in the report of the Department of Trade and Commerce for 1905, but they have since come in and will be published in the next monthly report of the department. The figures are for 1902 and 1903, and evidence a very large increase in trade both in imports and exports, over 16 per cent. in the latter and about 14 per cent. in the former.

Russia imported in 1903 goods to the value of $351,060,050. The principal articles in the order of value were: Raw cotton, tea, metal manufactures, agricultural machinery, wool, coal, India rubber and gutta percha, fish, raw silk, woolen yarn, chemicals, and plants and seeds.

The exports were larger by $164,547,135, the amount being $515,607,187. Chief of these was breadstuffs aggregating $247,312,785, including 152,969,400 bushels of wheat at 73 1-2 cents a bushel; flax, $41,081,550; eggs, $26,310,835; oil and petroleum, $27,133,805; wood of all sorts, $34,148,620; sugar, $12,966.155; butter, $16,501,115.

Russia's principal customer for both selling and buying is Germany; Great Britain comes next and Holland third.

These returns show Russia before the war and the political upheaval. The returns for 1904, 1905 and 1906 will be still more interesting.

PINE APPLES

Our shipments are sure money makers, **EVERY PINE** being in shape to **SELL.**

LEMONS

This week's Montreal Sales ex SS. Bellona will be personally attended. Particular attention will be paid to selections bought. We want your Lemon business this summer. Write for prices.

McWILLIAM
Mc. AND E.
EVERIST

STRAWBERRIES—Fresh daily.
TOMATOES—Fancy Floridas.
CELERY—Last car of Florida stock.
CABBAGE, POTATOES.

ONIONS—Egyptian, 112-lb. sacks.
Texas Bermudas, 50-lb. crates.

25-27 Church St., TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

The general condition of trade has shown little change since our last review. The present time is one of between seasons. Citrus fruits are now drawing near a close, but are still in good supply, with prices well maintained. Oranges have, this season, had an exceptionally good run; quality has been uniformly good, and prices right for encouraging trade.

Montreal has kept steadily ahead right through. Strawberries are arriving in fair quantities and commanding good prices.

* * *

Receipts of California citrus fruits on the New York market was of fair quantity during the past week. The total sales were 175 cars, of which 168 were mixed oranges, navels and bloods; one car was grape fruit and six were lemons. A good portion of this week's receipts of navels showed age and decay. The market has been very weak on poor stock, but firm on good, sound fruit. Friday's sale showed considerable improvement, and there were some advances recorded.

* * *

The apple season has, of course, closed, but a limited quantity is seen on market. Many of the export buyers are taking their usual trip to the European Continent, previous to opening of the new season.

* * *

It is very doubtful whether many people in Canada whose attention has not been specially called to the subject are aware of the value and possibilities of development in the trade in apples, and also of the fact that any negligence, much less suspicion of fraud, on the part of exporters, is almost certain to result in the loss of several millions a year, falling chiefly on the farmers of the Dominion of Canada.

* * *

Many portions of Canada are peculiarly adapted to the growth of apples of very superior quality, and yet it is a fact that to-day many thousands of farmers hardly make out of their orchards enough to pay the cost of picking and packing the fruit, whereas under proper management they might easily be put in possession of an income of from two to five hundred dollars each. We do not now speak of fruit farmers, but of the products of the ordinary orchards of fairly good size, such as exist to-day in many portions of Canada, and especially of Ontario and Nova Scotia.

* * *

It is hardly too much to say that Canada is capable of producing an almost unlimited quantity of the best apples in the world, or at least apples that would certainly stand in the very front rank. In 1904 our export of apples amounted to not less than four and a half millions of dollars, which might easily be doubled or trebled. Here is a trade which ought to amount to eight or ten millions a year.

CANADIAN APPLES IN LONDON, ENGLAND.

The Nova Scotia apple season is now near its close, and in a few weeks the shipments from the Antipodes will be in possession of the market.

"As the Canadian season is on the wane, I obtained from a leading London, England, importer, his views on the results obtained. As regards the Ontario apples, he said, the earlier varieties were in many cases badly packed. Where they were tightly packed they realized very fair prices. The later varieties, such as Baldwins, Spys, Greenings and Ben Davis, have, on the whole, obtained high prices. Of course, as usual, the great bulk of the Ontario apples have been sent to Liverpool, and London appears to be handicapped by the apples not being delivered in such a good condition here as they get them in Liverpool. In some varieties the prices in London have been equal, if not higher, than those in Liverpool, but in the other sorts, especially for the late apples like the Golden Russet, Liverpool has ruled higher than London. This is to be attributed, I think, to the fact that the Liverpool consignments have arrived in a better condition than those coming direct to London. There has been a noticeable improvement in the quality and condition of the Kings arriving from Ontario this season. It has rather decidedly been on the increase to ship No. 3 variety (single X). In a season like the one we have just finished, when there has been a great shortage of home grown fruit, it may possibly pay the shippers to send the No. 3 variety. It is a question as to whether in a moderately cheap season it will pay them to send common grade apples such as these.

To Prevent Bruising.

"As regards the packing, there has been a greater use this season of the corrugated pulp heads in the barrels. This is the finest thing which could possibly be used to prevent the bruising of the fruit, especially for the soft varieties. Taking the Nova Scotia apples altogether these have been rather disappointing, not so much as regards price as quality. This, of course, has more particularly affected the trade here, for London is by far the largest receiver of Nova Scotia fruit. The Gravensteins started off very badly, and I should say they were the worst quality of this variety seen in London. It appears almost as if this variety were deteriorating. The Ribstons were mostly fair, but a great

number of them showed signs of spot. The Kings, as a rule, were very good indeed. I am glad to notice that sun scald is not so prevalent, for there was very little of it to be seen this year. Greenings have been very unsatisfactory, many of them having been held too late. Manns have not been satisfactory and we consider this a dangerous apple. It sometimes turns black, and when in this condition it is almost unsalable. We consider the Stark a far more preferable apple.

A Departure.

"There is now a movement in progress for cultivating some of the sorts which are successfully grown in England.

"There have been a few good samples of Wellingtons arriving, but many of these were kept too late. The apple should be sent in not later than Christmas. The Baldwins have been of a medium quality whilst Ben Davis have been very inferior indeed. The Ontario Ben Davis is far ahead of those from Nova Scotia."—Acadian Orchardist.

CAR STRAWBERRIES SOLD.

At a fruit auction held in Montreal on April 30, a carload of strawberries sold from 19c. to 22c.

MONTREAL MARKETS.

GREEN FRUITS—The arrival of the S.S. Bellona with a cargo of oranges and lemons from the Mediterranean countries has brought changes in the state of the fruit market. The cargo consisted of lemons and oranges which were in excellent condition. Strawberries have taken quite a drop. Prices will be unsteady for some few days from present indications.

Messina blood oranges, half box	1 65	1 80
Navels	....	3 75
Dates, per lb	....	0 04½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	....	3 25
Pineapples	3 00	3 25
Apples	4 00	6 00
Lemons, per box	....	2 75
Jamaica oranges, per bbl	....	4 50
Spanish onions, cases	....	2 75
Egyptian onions, per 112-lb. bag	....	2 50
New st awberries, per small basket	0 11	0 15

VEGETABLES—Business is continuing very good. Dealers are receiving large shipments every day and these are quickly cleared out. Canadian vegetables are now beginning to come on the market in greater quantities, and, of course, this will help to make prices a little more reasonable than they now are. Florida celery is cheaper and cucumbers are also down a little on account of increased arrivals.

Potatoes, per bag	0 70	0 80
Parsley, per doz. bunches	....	0 40
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	1 00
Home-grown cabbage, per bbl	0 75	1 25
Cabbage, Florida, bbl. crates	3 25	3 50
Tomatoes, Florida	4 50	5 00
Egg plant, per doz	2 00	3 60
Red onions, brl	2 75	3 00
Turnips, bag	0 50	0 60
New turnips, per doz	....	1 50
Water cress, per doz	....	0 75
Grand Rapids lettuce, per box	2 00	2 25
" per doz	0 60	0 75
Boston lettuce, per doz	1 40	1 60
New Bermuda potatoes, per bbl	7 00	8 00
Florida celery, per crate	....	3 50
Spinach, per bbl	2 50	2 75
Cucumbers, per doz	....	1 00
" per basket	4 00	4 25
New potatoes, per bbl	7 00	7 50
Mushrooms, per lb	....	0 80
Carrots, per bag	....	0 50

Texas Bermuda Onions

For the first time we have received a car of these delicious ***Crystal Wax*** Bermuda Onions, grown in Texas from Bermuda seed.

This is the first car of these onions ever imported into Canada. The price is moderate for the kind, packed in patent crates, 50 lbs net. Place a trial order.

EGYPTIAN ONIONS

Hard bright stock in 112 lb. sacks—the best of their kind. Our prices are considerably lower this week.

WHITE & CO., LIMITED

TORONTO and HAMILTON

LOOK——AHEAD

ST. NICHOLAS NOVEMBER CUTS

are the lemons for summer use. The boat has arrived at Montreal —they'll be on the market in a few days—so look ahead. Buy liberally. Lemon market's advancing.

W. B. STRINGER & CO., Sole Agents, **Toronto and Montreal**

Keep Trade Alive With New Goods

BERMUDA ONIONS (better than Spanish), per case (50-lb.) ***$2.00***
PINEAPPLES, 36, 30, 24 (ripe and sound), per case, ***$3.25.***
STRAWBERRIES (large quart boxes, 32 to case), per quart, ***13c.*** to ***17c.***
Full lines of all Fruits, Vegetables and Fish in season.

THE F. T. JAMES COMPANY, Limited

76 Colborne St. *33 Church St.* ***TORONTO*** *Wire, Phone, or Mail your Orders*

EGYPTIAN ONIONS—Two carloads due.

STRAWBERRIES—Carloads every few days. **PINEAPPLES**—Carloads weekly.

Quality the best. ***Prices*** right.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

EX. FANCY MEXICAN ORANGES, all sizes, at **$3.00.**

PINEAPPLES—18s, 24s, 30s, **$4.00**; 36s, **$3.50.**

CABBAGE, LETTUCE, RHUBARB, Etc.

DON'T BE DECEIVED

by the plausible arguments of salesmen into buying what will not be the best for you. Any Jam not labelled "compound" is supposed to be pure, but this is not always the case.

What then are you going to do for protection? **—Demand a guarantee as to purity within the meaning of the Adulterated Foods Act.**

I am prepared to give such a guarantee and to stand by every package of my goods sent out, the seal of which is unbroken.

The Government Analyst has pronounced the **E. D. S. Brand** to be pure.

W. G. Patrick & Co., 29 Melinda St., are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

PINEAPPLES

In Beautiful Condition. **18s, 24s, 30s, 36s and 42s.**

HUGH WALKER & SON

ESTABLISHED 1861 **GUELPH, ONT.**

TRADE MARK

This design a guarantee of quality.

FIBRE WRAPPING PAPER

STRONG, TOUGH AND STIFF

Will Carry All Kinds of Packages Safely to Destination

WRITE US FOR SAMPLES AND PRICES.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

Manufacturers' Agents—Continued

Winnipeg Storage in BOND or FREE

For all kinds of Merchandise.
Negotiable Receipts Issued.
Low Insurance

TEES & PERSSE Limited

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HIGHEST REFERENCES

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GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

New carrots, per doz		0 75
Horse radish, per lb		0 15
Radishes, per doz		0 50
New beets per doz		1 50
Green spring beans, per basket		5 00
Wax beans		5 00
Asparagus, per doz	7 00	7 50

ONTARIO MARKETS.

GREEN FRUITS— The fruit trade, which basked in last week's sunshine, this week is a little chilled and not quite so active. Strawberries and pines are however, coming forward in carload lots, so that consumption must be pretty general. The fruit this year is of fine quality. Car lots of berries are arriving daily and auctions are held every morning. The orange market is slightly firmer for Californias as the season is nearing a close. The first auction of a fruit cargo this season in Montreal was held yesterday on arrival of the S.S. Bellona with direct importations from Messina with Messina, Maiori and Sorrento lemons, Cantania, Sorrento, bloods and oval oranges.

Oranges, California, 96's to 216's, per box		4 00
" " 250's to 324's, per box		3 75
" Mexican, 126's to 250's, per box		2 75
" Valencia, ordinary 420's		4 75
" " large, 420's and 714's		5 75
" " Blood, 200's, 324's	3 50	4 00
Lemons, Messina, 300's 360's, per box	2 75	3 25
Limes, per crate		1 25
Apples, Spies XXX, per bbl	5 00	5 50
" " XX, per bbl		4 00
" Baldwins, XXX, per bbl		4 50
" " XX per bbl		3 75
" other Winter varieties, XXX, per bbl		4 00
" " " XX, per bbl	3 00	3 50
" farmers', per bbl	2 00	3 00
Bananas, per bunch	1 75	2 35
" green, loose	1 20	1 75
Red bananas per bunch	2 20	2 25
Strawberries 32 quart crates, per quart box	0 14	0 16
Strawberries, pints, Louisiana		0 13
Pineapples, Cubans 18's, 24's, 30's, 36's, per case		3 50
" " 42's, per case	3 00	3 25
Grape fruit, Florida, 28's to 64's, per box	5 50	6 00
Cherries, California white heart, 20-lb. box		3 00

VEGETABLES—As the season advances and production increases, prices tend inevitably downward. This week has brought lower prices for new potatoes, new carrots, celery, asparagus and tomatoes. The Canadian asparagus is in and is quickly displacing the imported. Texas onions, grown from Bermuda seed, are on the market and constitute the only addition to the list besides the Canadian asparagus. Vegetables are moving freely into consumption. White old potatoes are marked 15c. higher and new cabbage is up.

Potatoes, kiln dried sweet, bushel hamper		2 00
" Delaware, per bag	1 00	1 15
" Silver Dollar, per bag		0 90
" Ontario, per bag	0 75	0 80
New potatoes, Bermuda, per bush		2 50
Onions, per bag	1 00	1 15
" Egyptian, per sack 100-115 lbs		2 50
" Bermuda, 50-lb. crates		2 25
" Texas Bermuda, 50-lb. crates	2 25	2 50
" green, per doz. bunches		0 12½
Cabbage, per bbl	1 50	2 50
" new South Carolina, per crate	2 75	3 25
Wax and green beans, per bush. hamper	3 00	4 00
Beets, per bushel		0 50
" new, per doz. bunches	1 00	1 25
Carrots, per bag	0 40	0 50
" new, 5 to 6 doz. in box	2 25	2 50
Lettuce, per doz. bunches		0 35
Radish, per doz	0 45	0 50
Cucumbers, Boston, per doz	1 75	2 00
" Florida, per hamper, 5 to 7 doz		4 50
Mushrooms, 1-lb. boxes, per lb		0 80
Celery, Florida, per case	3 50	3 75
Asparagus, per doz. bunches	1 00	1 50
Beans, white, prime, bush		1 75
" " hand-picked, bush		1 90
" Lima, per lb		0 07
Tomatoes, Floridas, 6 basket crates	4 00	4 50
Rhubarb, 1 doz. bndls	0 90	1 20
" bush. box		1 75
Spinach, bush	0 75	1 00
Leaks, per doz		0 25
Artichokes, per bag	0 60	0 90
Parsnips, "	0 50	0 75
Watercress, per doz. bunches		0 20
Egg plant, per doz		1 55
Peppers, green, per small basket	0 75	0 85
Parsley, per doz		0 20
Turnips, per bag		0 35
Mint, per doz		0 25

HEADQUARTERS

For Canned Goods and Jams

ALL KINDS OF CANNED FISH, FRUITS, VEGETABLES, JAMS AND JELLIES

CONSTANTLY IN STOCK

PROMPT SHIPMENT. CLOSE PRICES

J. W. WINDSOR, (Head Office) Montreal

Canadian Agents:
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Kingston, James Craig.
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NEW PACK NEW PACK NEW PACK

OF THE FAMOUS

Brunswick Brand SARDINES

Now is the time to send your order for—

¼ Oils, Sanitary Can, 100 tins to case
¼ Oils, Handmade Can, 100 "
¼ Mustard, 100 tins to case
¼ Tomato, 100 "
¾ Mustard, 50 "

TO

Connors Bros., Limited

Black's Harbour, N. B.

FIT FOR A KING

ARE

King Oscar Sardines

Choicest Small Fish
Pure Olive Oil
No Scales or Bones

Handsome Package
Moderate Price
Quick Seller

THE ORIGINAL AND THE BEST.

OBTAINABLE THROUGH MOST WHOLESALE HOUSES

Canadian Selling Agents

JOHN W. BICKLE & GREENING, - Hamilton, Ont.

MAKING IT EASY FOR THE DEALER

We make it easy for you to sell "MONTSERRAT" because we make "MONTSERRAT" the best Lime Juice in Canada.

All the natural, piquant flavor—the very soul of the lime—is retained in this perfect juice.

We keep up the quality—and that keeps up the sales.

Insist on your wholesaler sending you

MONTSERRAT LIME JUICE

You Cannot Ignore Profit

Tobler's Chocolate

yields you, by the case, in one instance 33⅓ and in the other 78%.

As the consumer gets 100% for his money you can readily understand why **Tobler's** sells and sells and sells, while other makes simply sell.

If profit is the point with you

Tobler's Chocolate

will head your order sheet every time.

Remember, "wherever there's a desire for chocolate there's need for **Tobler's.**"

STOCK UP!

Maclure & Langley
AGENTS Limited
152-154 Pearl St., - TORONTO
30 Hospital St., - MONTREAL

FOR

QUALITY,
TASTE,
FINISH AND STYLE

STEWART'S

Chocolates and Bon-Bons

Are Positively Unequalled.

THEY ARE IN A CLASS BY THEMSELVES.

MADE ESPECIALLY
for you and your trade.

Send us your requirements. Return Mail will bring you Samples and Prices.

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Bought for Quality

because QUALITY has always been the principal characteristic of

MOTT'S

"Diamond"
and
"Elite" brands of

Chocolate

Sold throughout Canada by all jobbers, or

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
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COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

BISCUITS AND CONFECTIONERY

THE COMMERCIAL VALUE OF THE PEANUT.

The peanut, arachis hypogcea, also called groundnut, pinder, gouber and by the French, pistache de terre, is of doubtful nativity, being generally cultivated in tropical countries, but is supposed to be indigenous to Western Africa.

The Way the Fruit Forms.

The plant is a trailing, diffusedly branched annual. After the flower falls away the forming pod is forced into the ground by the elongation of the rigid deflex stalk to which it is attached, but this stalk is not perceptible at flowering time, but appears later, and curves in such a manner as to push the young pod quite below the surface of the ground. If by accident this is prevented the fruit ceases to grow, but when covered with earth it rapidly enlarges and forms a thick-shelled pod, with toughly-netted surface an inch or more long, often contracted between the seeds, of which it generally contains two and sometimes three.

Principal Places Grown.

This nut is of great commercial importance; immense quantities are produced on the western coast of Africa to supply the European demand. It is largely cultivated in South America and in our southern states, from Virginia southward, it is an important crop.

The Way of Cultivation.

For its cultivation here good corn land is required, not reddish, as that would stain the shells and diminish the price. The furrows should be three feet apart, and two seeds, deprived of their shells, dropped at intervals of eighteen inches and covered to the depth of an inch and a half. The crop should be cultivated until the pod begins to form, when it can be left alone. The harvesting is done after the first frost; the vines are dug up with pronged hoes and left for a couple of days to dry, they are then stacked or taken to a shed to cure. Two weeks later the pods are picked from the vines, rejecting the "pops," as the empty pods are called, and cleaned for market. The picking is slow work, experts being able to handle only three bushels a day. Machinery is now used with fair success. The pods are cleaned by being fanned by a mill, and as the price somewhat depends upon their appearance, they are often placed in a revolving cylinder, where they are polished by mutual attrition, and the very white pods are made so by the use of sulphur fumes.

A Good Crop.

A good crop will yield about a hundred bushels to the acre. It is more profitable than cotton or tobacco. There are two varieties of peanuts, the Virginia brand being larger than the North Carolina or Africa.

Peanut Oil.

The chief use of the nut is for the oil it gives, yielding from forty-two to fifty per cent. It is colorless, bland, fixed and resembles that obtained from the olive; non-drying, changing slowly by exposure to the atmosphere, and remaining fluid at thirty-two degrees Fahrenheit. The best is obtained by cold pressure, but an inferior quality is secured in large quantities by heating the nuts before pressing. The principal consumption of the oil is in making soap. The nuts are frequently used in the manufacture of chocolate, and large quantities are eaten roasted.

Rich in Food Properties.

Analysis by Dr. Muter shows that the residue after the expression of the oil far exceeds peas as an article of food, and is even richer than lentils in flesh-forming constituents, while it contains more fat and phosphoric acid than either of them. On these grounds its adoption as a food is urged, it being superior in richness of all important constituents to any other vegetable product of a similar nature. Although in its raw condition it has a harsh odor, this entirely passes away in cooking. It can be made into a porridge by boiling in water and eaten with milk, but makes an excellent custard and is very palatable in similar dishes; it can also be used as a beverage, as a substitute for cocoa.

The Salted Peanut.

The salted peanut is now a fashionable substitute for the salted almond, and it is claimed that it is more delicate in flavor and much more delicious. It is prepared by taking the green, unparched nuts and gently crushing the shell to avoid breaking the kernels; they are then blanched by pouring boiling water over them or by parboiling them in a pan on the fire; then treated to a dressing of butter and placed in the oven until they are nicely browned, then taken out and salted.

Sundry Facts.

Almost fabulous amounts of the goubers are shipped from Africa to France.

They are grown in northern gardens as a curiosity, affording amusement to those watching the singular habit of the plant pushing the pod under the ground to ripen; but they will not come to maturity in a temperate climate.

How it is Done

Out of moisture-proof packages on to the table, with "oven" fragrance, is the journey of

You see, we make it a point to pack the flavor of the biscuits as well as the biscuits.

That is why the oven delicacy never leaves

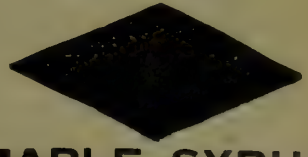
Perfection Cream Sodas

That is why there is none of that "dead taste" so common in other sodas.

Transferring "oven effects" into tins is an art. It belongs to the **Mooney** factory, so **Perfections** will always be best.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

DIAMOND
Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

DONT WAIT!

ACT!

The longer you wait before starting to sell

Southwell's Jams and Marmalades

the longer you will wait for sure profit. The sale of **Southwell's Jams and Marmalades** has been so indicative of permanent favor that a grocer could almost aver that he could sell so many jars in so many days.

Why shouldn't you be getting that "SOUTHWELL" trade?

FRANK MAGOR & CO.
Canadian Agents - - MONTREAL

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices hroughout Canada and in Great Britain without charge.

Address

Business Manager
THE CANADIAN GROCER
Montreal and Toronto.

BISCUITS--PLAIN--SWEET--FANCY

No matter for what class of buyers you are catering, there is something in our line of biscuits to tempt and satisfy. Keep it always before you that our biscuits are of Irish manufacture and are different enough from ordinary makes to establish a standard of their own.

W. & R. JACOB & CO., LTD., Dublin

Canadian Agents:

Kenneth H. Munro
324 Coristine Bld. Montreal

C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg

Wilson Bros.
Wharf St. Victoria, B. C.

THE APPROVAL OF THE CONSUMER HAS FORCED THE SALE OF

BORDEN'S BRANDS

ahead of all other

Condensed Milk and Evaporated Cream

What the consumer endorses is "good business" to buy. Pin your faith to

"Eagle" Condensed Milk and "Peerless" Evaporated Cream

the most reliable and absolutely Pure Milk products. For sale by all jobbers and

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal, Can.

MAPLE SYRUP

JUST MAPLE SYRUP THAT'S ALL

Pure Tested Maple Syrup only is sold under **Small's brand.** When customer asks for tin of **Maple Syrup** it's nice to be able to produce same, and particularly a world-renowned brand.

Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark syrup in the British Empire. 2nd—Small's Brand has been awarded with but one exception all Gold and Silver Medals ever offered in Canada, and many from abroad.

You certainly have a first-class line.—WOOD & STEVENS, New York.
Is superior to anything I have seen on the market.—H. MOCKFORD, London, Eng.

All Jobbers.

Product of **THE CANADA MAPLE EXCHANGE**
MONTREAL

THE EVOLUTION OF A. F. MacLAREN I. C. CO.

With a capital stock increased from $100,000 to $400,000, the MacLaren Imperial Cheese Co., Limited, will take over the business of the A. F. MacLaren Imperial Cheese Co., Limited, with the same officers and staff, and conducting business at the same points as before. The uniform excellence of this firm's products has made their progress and expansion so rapid that this change has been necessary in order to keep pace with the business. The increased capital has been largely furnished by the former shareholders, and the men whose energy and enterprise have placed the company in the position of one of the most progressive of its kind in Canada, will continue in control. In the new premises at 69 Front street east, Toronto, greater facilities will be afforded for meeting the increasing demand for MacLaren's Imperial Cheese, the merit of which has caused it to be known the world over as one of the most nourishing as well as the daintiest and most economical food obtainable.

DRIED FRUIT HARMED.

A Vocaville, Cal., firm writes: "It will be of interest to you to know that considerably more than one-half of the stocks of dried fruits on this coast were destroyed in the fire of San Francisco. The only warehouse remaining is Rosenberg's. Nearly all the packers and jobbers had concentrated their stocks in San Francisco with a view to making assorted carloads. Of course there are some prunes outside of the city, and also some few lots of peaches, but every grocery jobbing house and commission house lost every pound. We are receiving orders from Seattle, Portland, Sacramento and San Francisco for all lines of dried fruits for immediate necessities. Everything has advanced in price."

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

Known and Loved for SIXTY YEARS

COX'S GELATINE

needs no introduction.

It is one of the old institutions of all English-speaking lands.

PURITY and STRENGTH are the watchwords of the makers.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

UPTON'S Jams, Jellies and Orange Marmalade

have the true fruit flavor.

The wise grocer always keeps them in stock, as they will please his most particular customers.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

Did You Ever Light a Cigar and Find That it Really Wasn't Lit?

You blamed it on the match and the failure of your lips to "get in" the timely draw. But the real culprit was the tricky cigar. It wasn't made right. The leaves were either rolled too tight or too loose, and as the flame couldn't induce the air to come through **in proper quantity**, it (the flame) refused to act. Simple, isn't it?

Did You Ever Have a Cigar Trade and Find That You Really Didn't Have It?

You attributed the paucity of business to want of "push" on the part of your clerks, the store's situation, etc. But the real preventer of sales was the brand of cigars you handled. If **PEBBLE** and **PHARAOH** cigars had been in that same store of yours, with those same clerks, your sales would have been **Big.** Why? Because the man who makes the **Pebble** and **Pharaoh** puts his heart and his money into the work, and when the match has been applied, his light shines before men. Payne's employees would just as soon cheat themselves as cheat their task. They move in an atmosphere of **honesty—feed on it.**

The **Pebble** cigar sells at **5c.**, the **Pharaoh** at **10c.**, though both of them are worth a **good deal** more. On the **5c.** and **10c.** basis you get highest profit. An order for **1,000 assorted** will prove this.

NOW, SEND ON THE ORDER

J. BRUCE PAYNE, Limited, Mfrs., GRANBY, QUE.

They're All for Tuckett

That pile of letters are orders for

T & B

The postman doesn't ask the reason why, because, you see, he smokes ***T. & B.*** himself, at night.

He gets his package from his grocer with the provision order. Hundreds of others do the same.

Is your letter amongst the pile?

Do you think it is profitable to avoid profit?

THE GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.

TOBACCOS, CIGARS AND ACCESSORIES

GIVE MORE ATTENTION TO TOBACCO.

Grocers should at least pay more attention to their tobacco department. There are many reasons why, outside of the money-making element which is a powerful factor. Tobacco is a very sensitive plant and even in its manufactured form will impart and attract peculiar odors readily. As a rule what sort of a department does the average grocer make? He has a few boxes of plug tobacco, chewing and smoking, and these are set up on a counter shelf with the lids of the boxes removed and the sides also partially taken off, making it handy to remove the plugs as they are required. Probably in the next department of his shelves there may be candies and all kinds of little grocers' sundries like gum and novelties usually classed in the luxury column of purchases. Butter and cheese are very often not far away, and these commodities are also very sensitive, and then bread and flour, also sugar and other of the innumerable eatables that stock a grocery shop.

A Show Case for Cigars.

The stock of cigars is usually very limited and as a rule (not always, by any means) are thrown carelessly into an old-time show case that might have been fashionable when Julius Caesar was on earth. The cigars are permitted to get dry and some fine evening when some young man takes an expensive notion, or there may be a function of some kind such as a political or other banquet, the grocer is called upon to serve cigars and he is absolutely unable to cope with the best chance he had for months of making what is called a "hit" in the community.

The moral attached to this is to be up-to-date. Your neighbor, the barber, will outdo you in the tobacco business. as sure as fate if you drift the slightest bit. Ask some of the enterprising tobacco manufacturers to make you a gift of a nice zinc lined show case and see that it is used for tobacco purposes only. Numbers of tobacco manufacturers are giving such things to druggists and they would be glad to give them to grocers if they could be assured of some concentrated effort on the part of the grocers to make a push on the lines that should attract.

Give Accessories a Good Show.

It would be wise also to have cigar cutters in the shop; get some small boxes of matches made with your name on them and give them out to your plug smokers if there are not many cigar men coming along.

Be alive and get in some novelties in the way of smokers' sets, tobacco jars, pipe racks, nice cigar holders and trays for smokers' tables, etc. Lay out to have some fine rubber pouches and some novel match boxes, all of which will go a long way towards stamping you as a leading grocer and one who looks well after the up-to-date.

A UNIFORM STAMP WANTED.

Tobacco growers have started an agitation to secure reform in the regulations of the Inland Revenue Department, claiming the present system is cumbersome and occasions expensive operation. The growers are demanding a uniform stamp for tobacco. Under the present regulations there exist three different classes of tobacco, foreign, combination and Canadian, each of which is required to be manufactured under a separate license, and distinguished by different colored stamps—black for foreign, pink for combination, and green for Canadian.—London Free Press.

EXPERIMENTAL STATIONS IN VIEW.

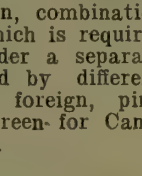
The Ontario Government has finally decided to establish two experimental stations in the western section of the province.

South Essex is to have a vegetable and tobacco experimental farm, and E. Adams, of Leamington, and N. Peterson are spoken of as the superintendents.

North Essex is to be provided with a fruit experimental station. L. Wigle, ex-M.P., South Essex, and H. S. Clements, M.P., West Kent, state that this will be a popular move on the part of the Government and that, when the proper time arrives, there will be a most vigorous effort to have a higher duty placed on tobacco.

The Canadian product, properly cured, is said by western men to be as good as any grown in the United States.

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

None equal, Insist upon McDougall's.
There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Crisp as the Fresh Gathered Vegetable!

Every bottle of

MACONOCHIE'S

"EXTRA SPECIAL," "SUFFOLK" & "WHITE & CO." BRANDS

IS EXACTLY DESCRIBED by the line at the top of this page

and this means

Perfection

in

PICKLES

YOUR Profit is assured. Order from your wholesale grocer.

AGENTS :

THE A. F. MacLAREN CHEESE CO.

TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 10, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 8, in 6 "	0 80
" 12, in 6 "	0 70
" 8, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	12 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz. or ¼ gross, 4 oz
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz. 0 40
8-oz. " 4 " 0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg 0 08
" " 7-lb. cotton bags, per bag.

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's $4 40
5-case lots. 4 30
Canada Flakes, "Jumbo" case, 24/25's 4 90
Canada Flakes, "Jumpo" 5-case lots. 4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Hygienic, 1-lb. tins ..... per doz.	$5 75
" ½-lb. tins ..... "	3 50
" ¼-lb. tins ..... "	2 00
" fancy tins ..... "	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, ¼-lb. tins, per doz.	2 40
Cocoa Essence, sweet, ¼-lb. tins, doz.	2 55

Chocolate—

Queen's Dessert, ½'s and ¼'s	$0 40
" 6's	0 42
Mexican Vanilla, ½'s and ¼'s	0 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" 5's	0 28

Icings for cake—

Chocolate, pink, lemon color, lbs.	$1.75
Orange, white and almond, ½-lbs.	1.00

Confections— Per doz.

Cream bars, large boxes	$2.25
" small "	1.35
Chocolate ginger, lbs.	3.75
" " ½-lbs	2.25
" wafers, ½-lb. boxes	2.25
" " ½-lb. boxes	1.80

FRY'S.

Chocolate— per lb.

Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa— Per doz.

Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homeopathic, ½'s, 14-lb. boxes	....
" ½'s, 12 lb. boxes	....

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 5
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
¼ " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's.	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 55

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa— Per lb.

5-lb. screw top cans, 10 cans in case, 36c.
12-lb. boxes, 5 boxes in case, ½-lb. tins. 36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins..36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins..36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.40c.

Sweet chocolate powder—

5-lb. tins, 10 tins in case ..... 25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins..26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 28c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs..30c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs..28c.
100 2-cent pieces in box, each $1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box $1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins..26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins....25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs..25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.. 22c.
12-lb. boxes. 6 boxes in case, 1-lb. pkgs 22c.
6-lb. " 12 " " ½-lb. " 22c.

Gold Medal chocolate powder—

5 lb. tins, 10 tins in case ..... 36c.
10 lb. tins, 10 tins in case ..... 33c.

XXXX chocolate powder

5-lb. tins, 10 tins in case ..... 27c.
10-lb. tins, 10 tins case ..... 25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	$5 00
" evap. cream, cp. 4d. "	4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO. Per lb.

Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	$0 25
" Mocha	0 27½
" Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars.... per doz.	$3 25
Medium size jars "	4 50
Small size jars "	2 40
Individual size jars "	1 00
Imperial holder—Large size "	18 00
Medium size "	17 00
Small size "	12 00
Roquefort—Large size "	1 40
Small size "	3 60

"Batger's"

Lime Juice Lemon Squash

The summer time is fast approaching, when there will be a heavy demand for summer drinks. The pure fruit juice of both, LIMES and LEMONS, have been and always will be the most popular and healthful summer drinks.

"Batger's" Lime Juice and Lemon Squash are absolutely pure and as good in flavor as modern ingenuity, the finest fully ripened fruits and over 150 years' experience can make them,

They are put up in two sizes—pints and quarts —two dozen in a case—are retailed at popular prices, allowing you a handsome profit.

Rose & Laflamme
Montreal - Toronto

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

There is that "something" about

Braid's Best Coffee

that tickles the palate.

It is Winning Popularity on Merit

Why not give it a trial?

WM. BRAID & CO., - Vancouver, B.C.

BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND

Tierces	$0 08½
½-bbls.	0 08½
Tubs	0 08½
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09½
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 4-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " (30 1-lb. " / 60 ½-lb. ")	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel, per box 1 25 to	2 50

The Agricultural Schoolmaster

is abroad, and the farmers are learning the important truth that the better the seed the better the crop.

The Grocer may take a lesson from this newest beneficent enterprise. Use none but pure, superior goods in your store, and you will raise a great crop of customers.

The selected Coffee beans that form WOOD'S COFFEES will make one important department produce a great harvest of trade.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½

Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz. 0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 300 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—

Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkgs, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

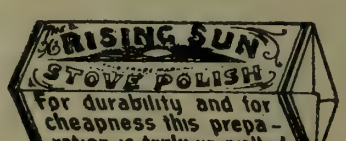
J. & J. COLMAN'S, LIMITED.

Rice Starch—

Packed in cases of 56 lbs. each (cases free)

	Per lb.
No. 1, London—	
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c.

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

MOTHER'S FAVORITE MELAGANA TEA.

put up in 30, 60 and 100 lb. boxes.

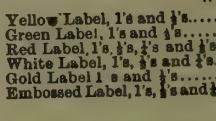
	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.

Teas.

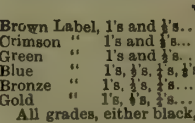
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60



BLUE RIBBON TEA CO., TORONTO

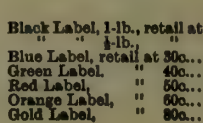
	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Embossed Label, 1's, ½'s and ¼'s	0 70	1 00



Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

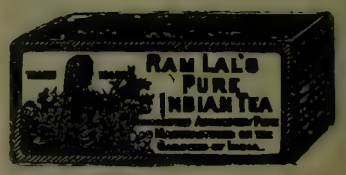
	Wholesale	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c.	0 22	
Green Label. " 40c.	0 28	
Red Label, " 50c.	0 35	
Orange Label, " 60c.	0 42	
Gold Label, " 80c.	0 55	



Cases, each 60 1-lb.	$0 35	
" " 60 ½-lb.	0 35	
" " 30 1-lb.		
" " 120 ¼-lb.	0 36	

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
span, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb.	...
" V 80-lb.	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ¼s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 50
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 54
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 5s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 05

Our strongest argument in asking you to buy

DWIGHT'S BAKING SODA

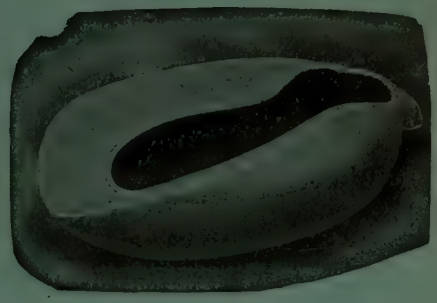
"Cow Brand" BAKING SODA

is

that its absolute purity and strength are unequalled by any other brand.

CHURCH & DWIGHT, Limited
MONTREAL

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery **HAMILTON, ONT.**

TEA HINTS
FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.
Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week – therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

Last Chance

We have to stop making our **"Rosedale" Flowerpots** because they take up too much room in our decorating shops, which are now crowded with Opal and Glass orders. If you want a big, showy hand-painted **Jardiniere,** six inches high and eight inches across top, to retail for 25c. each, order a barrel at once.

2 doz. at $1.50 doz.	**$3.00**
Barrel - -	**.25**
	$3.25

We haven't a hundred barrels left, so send a post card at once.

GOWANS, KENT & CO. LIMITED

TORONTO

FOR A YEAR PAST

we have been quietly but firmly establishing ourselves in the manufacture of

CANNED FRUITS AND VEGETABLES

having, as our superintendent one of the ablest processors in America.

LAUREL CANNED GOODS

are now an assured success.

(Both consumer and grocer agree there.)

We have still some choice fruits on hand.

Write us.

J. H. WETHEY, Limited, MANUFACTURER **Wethey's Mince Meats**

St. Catharines CANNERS **Laurel Canned Goods**

C & B

Crosse & Blackwell's Pickles

Mixed, Chow Chow, Walnuts, Cirkins, and Onions

Corked ½ pts. and pts., and Octagon ½ pts. and pt. bottles

C. E. Colson & Son, Montreal

Agents

TWENTIETH YEAR NUMBER XX

PRICE 25 CENTS

The CANADIAN GROCER

SPRING & EXPORT NUMBER

MAY 18th: 1906.

THE MACLEAN PUBLISHING CO. LIMITED.
MONTREAL, TORONTO, WINNIPEG, LONDON, ENGLAND.

RECIPES.
ICE CREAM.
FRUIT PIE.
CAKE.
CHOCOLATE SHAPE
INFANTS' FOOD.
Other Styles of This
W. T. BENSON & CO'S
CANADA
PREPARED CORN
FOR CULINARY PURPOSES.
This most delicious of all preparations for BLANC MANGE, PUDDINGS, CUSTARDS, INFANTS' FOOD, &c., is universally acknowledged to be superior to any preparation of a similar kind from the United States or Great Britain; is
GUARANTEED PURE
and superior to any similar preparation ever offered to the public; has taken First Prizes at all Canadian Exhibitions and received the
PRIZE MEDAL
AT THE
International Exhibition, London, 1862,
AND AT THE
CentennialExhibition, Philadelphia, 1876
Manufactured and Refined by the
EDWARDSBURG STARCH CO'Y,
CARDINAL, ONT. (LIMITED)
OFFICE:—MONTREAL, QUE.,
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CELLULOID
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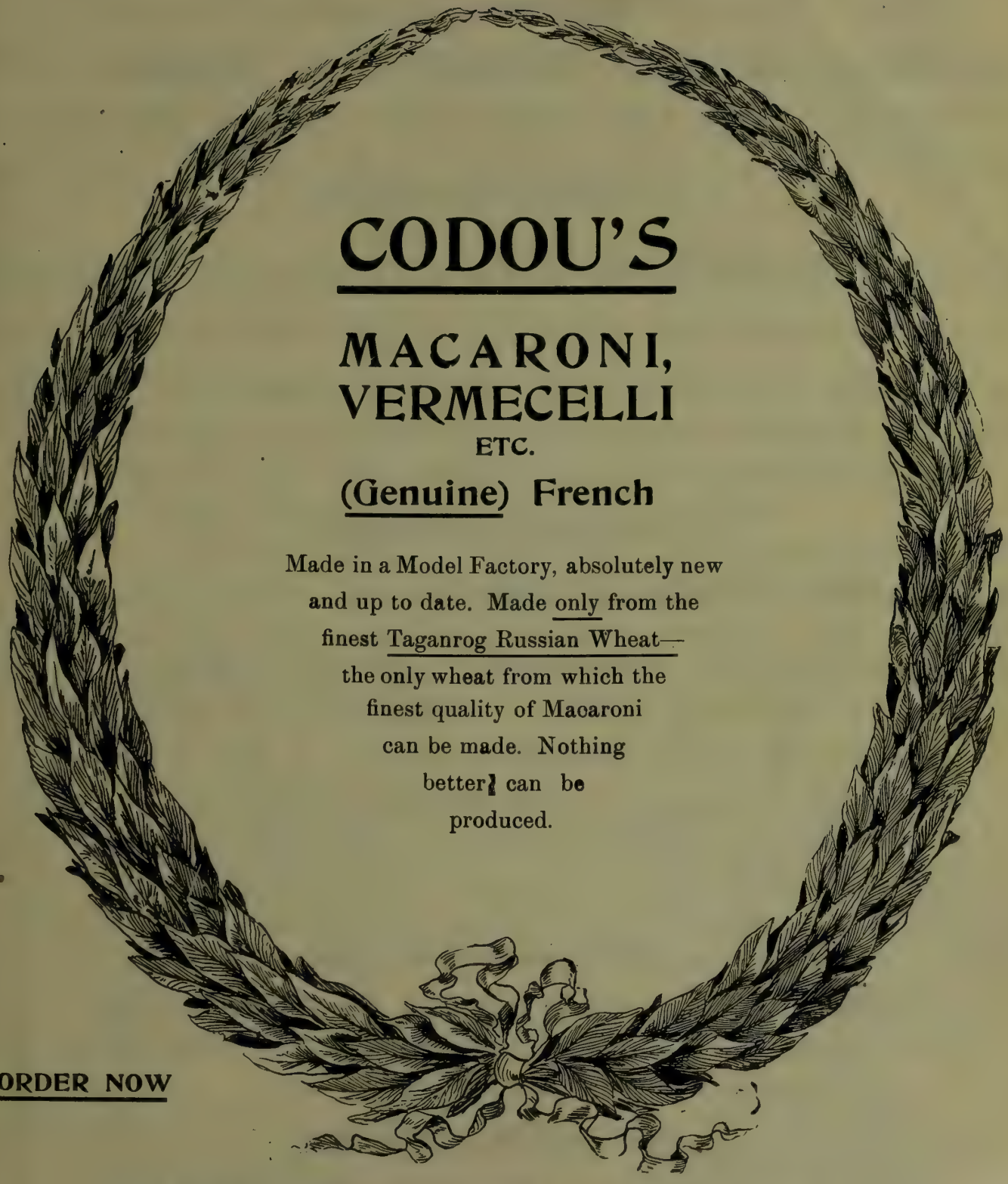
STARCH
CELLULOID STARCH COMPANY



CODOU'S

MACARONI, VERMECELLI

ETC.

(Genuine) French

Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrog Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ORDER NOW

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale,
MONTREAL.

20½ Front St. E.,
TORONTO.

The "Sunny Isle" of Ceylon Was once the "Granary" of India It is now the "Tea-ry" of the World.

The Reason Why—

It's always well to know the reason why. It's the grocer who knows that leads in the race for success.

The grocer who does not know, and does not care to know, will surely go to the wall.

The Reason Why—

Ceylon Tea leads in popular favor, and has outdistanced all others, is simply "quality," always "uniform quality."

The "Sunny Isle" produces a specially fragrant tea, the like of which was before unknown. It just suits the discriminating palate and securely holds it.

The wise and discerning grocer who aspires to tea success has only one choice. He must buy only Ceylon Tea.

Ceylon Tea (Green and Black) the World's Premier Tea.

If, indeed, it be true that—

"An honest tale speeds best being plainly told" then the following bit of "Pure Candor" should make a rapid impression

No mystery surrounds the instant and universal acceptance by critical connoisseurs of "SALADA" Natural Green Tea of Ceylon wherever it has been offered.

Here is its simple story in a nutshell.

In it we offer an actually pure, untampered with, Natural Green Tea of exquisite flavor and unadulterated strength, that renders it more economical and healthful in use than the Japan Teas it is so rapidly displacing all over the continent . . . It is of a light color in infusion with a peculiarly delicate taste and "bouquet."

The rapidly growing list of enterprising dealers all over the land who are now handling "SALADA" Green Tea is evidence that they recognize as inevitable its dominating influence over the Japan Tea sales of the future, and they do not propose being left behind in catering to the public demand for something so infinitely better than the old-time Japans that they have hitherto been handling.

We paek and sell "SALADA" Natural Green Teas in Sealed Packets only—same form, style and prices as the celebrated Black and Mixed Teas of "Salada" brand.

Correspondence Solicited
Samples cheerfully furnished
Address "SALADA" Toronto or Montreal.

UNCOLORED GREEN

OR BLACK OR MIXED

"It's all in the draw"

Your tea cup will tell you, if you have carefully studied the Tea Question, that

JAPAN TEAS

possess all the best qualities of the wonderful tea plant, without any of the injurious elements of other teas.

These good qualities are:—absolute cleanliness,
delicacy of flavor,
smallest percentage of tannin of all teas,
finest aroma,
refreshing and strengthening properties.

Japan Teas are in a class of their own and absolutely inimitable. Consider this when buying teas——

SALTED

That must be your feeling when you think of the prices that Canadian made Salt is costing you. However, we have a bargain for you in American goods, finest quality.

100/3 -	**$2.50** per barrel	60/5 -	**$2.35** per barrel
42/7 -	**2.25** "	15/20 -	**2.15** "

Le Roy, cartons, 36 x 3-lb. to a case, - **2.10** per case.
" " 5 case lots, - - - **2.00** "

WILL NOT HARDEN.

Pickles

5-Gal. Pails, Mixed - - - - - - **$1.65** per pail.
3-Gal. " " - - - - - **1.10** "

Finest Quality.

We also have a cheaper line in a 5-gal. Pail, Mixed, at **$1.10** per pail.

Watch for our ad. later on—Maconochie's, C. & B. and Rowat's in assorted barrels, also Vinegars.

Canned Vegetables

Handling the output of several canners puts us in a position to sell you right. We are especially interested in hearing from carload buyers. Be sure and consult us before ordering.

Salmon

Regal, finest Fraser River, talls - - - - **$1.55** doz.
" " " flats - - - **1.67½** "

Guaranteed equal to anything. Money can't buy better fish. You can't make any mistake buying Fraser fish now. It will be higher later.

Cock of the North, nice red fish - - **$1.25** doz.

All Prices Net. *We Handle Everything in Groceries.*

CANADA BROKERAGE CO., Limited

PHONES
2282 MAIN
870 "

9 Front St. East
TORONTO

St. Lawrence Sugars

Granulated and Yellows

are the

Best and Purest

in the market

The St. Lawrence Sugar Refining Co., Limited

MONTREAL

We are the newest and latest firm in the market, but our progress has been so large that we are rapidly forging ahead of everybody in the same line of manufacturing.

Grocers of Canada,

Your customers' **best** interests are your own as well, and to please and satisfy them makes for steady and profitable business. There is no article in your store that is of more importance than **Laundry Starch,** and none that interests the housekeeper more. Good starch means good, well-finished linen.

JAPANESE STARCH

made under an entirely new process produces the most brilliant results, a perfect and lasting gloss, and is guaranteed not to injure the most delicate linen or lace.

$1,000 Reward

will be paid by us to any charitable institution if it can be proven that our statements are not correct.

ASK YOUR JOBBER FOR IT.

Write for particulars to

AMERICAN PURE FOOD CO.

MONTREAL

Winnipeg—JOS. CARMAN ***Quebec—LECLERC & LETELLIER***

If your customer gets a good Starch from you, you may expect to sell him again.

MORE MONEY FOR YOU

(Illustration shows about one-tenth of actual size.)

RETURNED
JUN 18 1906

Last Special Number of this Journal we advertised the Canadian Grocer Asssortment. The response was the most direct we have ever had and we want to bring another good assortment for the live merchant to your notice. Every customer who received one of the "Grocer" assortments will appreciate the present offer, consisting of an assortment of decorated Opal (same ware as last lot) EMERALD and CRYSTAL ETCHED glassware, any article in which may be ***retailed*** for ***25c.*** each.

The assortment is named **TRIANGLE ASS'T** and is made up of one dozen each of the twelve articles illustrated, making total of one gross. Each article is assorted equally in the three kinds of glass mentioned and the different pieces as arranged in illustration are as follows:

Manicure Box	**Collar Box**	**Cuff Box**	**Handkerchief Box**	**Comb Tray**	**Glove Box**
Dresser Tray	**Cupid Plate**	**Vase**	**Fancy Plate**	**Salad**	**Large Tray**

The goods are hand painted in bright colors with lots of gold bronze, and the crystal etched pieces, comprising one-third of the assortment, have landscape views making them suitable for souvenir purposes.

The Price for the gross assortment as above is ***$25.00*** F.O.B. Toronto, package 40c. extra. We can letter each article with any wording desired, such as "Souvenir of Toronto," "Compliments of your Grocer," etc., for 10% extra.

SEND A CARD TO-DAY FOR A TRIAL ASSORTMENT

GOWANS, KENT & CO., LIMITED

Manufacturers of RICH CUT GLASS and LAMPS

MONTREAL

WHOLESALE
CROCKERY and GLASSWARE
CHINA and LAMPS

16 FRONT ST. EAST, TORONTO

Decorators of EARTHENWARE and GLASS

WINNIPEG

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of BORDEN'S CONDENSED MILK CO.
GAIL BORDEN
EAGLE
BRAND
by which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
71 Hudson Street, New York.

EAGLE
BRAND CONDENSED
MILK

TRADE WINNERS
TRADE BUILDERS

Borden's

Made with Scrupulous Care for
Those Who Demand the BEST

Supreme for Purity

The Selling Prestige of BORDEN'S BRANDS
guarantees increased business to the

JOBBER and RETAILER

Borden's Condensed Milk Co.

"LEADERS OF QUALITY"

Est. 1857

SALES REPRESENTATIVES

WM. H. DUNN
Montreal and Toronto

SCOTT, BATHGATE & CO.
Winnipeg, Man.

SHALLCROSS, MACAULAY & CO.
Victoria and Vancouver, B.C.

PEERLESS
BRAND EVAPORATED
CREAM

(UNSWEETENED)

Crockery

UNPRECEDENTED VALUES IN THE FINEST GOODS

WE CARRY A COMPLETE STOCK OF THE LATEST AND BEST STYLES, SHAPES AND DECORATIONS IN ALL LINES OF

FINE CHINA, CUT GLASS, CUTLERY, SILVERWARE

VASES LAMPS JARDINIERES

DINNERWARE TEAWARE TOILETWARE

ALL THE STAPLES

THE JOHN L.

CASSIDY

CO., LIMITED

MONTREAL

When good Customers

ASK FOR GOOD COFFEE GIVE THEM

RETURNED
1906 8 NAT
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JUN 15 1906
To Montreal
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"SEAL BRAND" COFFEE

They are sure to come back

CHASE & SANBORN

The Importers

MONTREAL

The Salt that Saves Money and Time for You

"Time is money"—save time then, and you save money too. Waste no time and you waste no money. Is it really worth while to spend useless energy in an endeavor to push inferior articles of trade? We think not.

Windsor Salt is the standard because so often used for comparison—you hear "as pure as Windsor Salt" used everywhere to-day. You don't have to argue with a customer over its merits—its quality is too well known. It's pure white, dry, crystalline. It is nothing but salt.

You lose more than we do by not stocking up with it—lose time, lose money, lose trade.

Windsor Table Salt

THE CANADIAN SALT CO., Limited
Windsor, Ont.

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

R. S. McIndoe
elling Agent, 120 Church St., Toronto

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

HOLBROOK'S

GUARANTEED
PURE MALT

VINEGAR

Shipped in 25 gallon barrels from our Vinegar Brewery, Stourport, Worcestershire, England.

We have a consignment coming in at a very low rate of freight and are quoting an exceptionally low price. 'Phone, telegraph or mail your order at our expense and secure this opportunity.

Remember—Bulk vinegar is the most profitable line you can handle and **is an every day seller.**

Imported Vinegar costs little, but commands the highest price and leaves you 100 % profit.

We give a guarantee with every invoice.

Prices and terms from

HOLBROOK'S LIMITED

SOLE MANUFACTURERS OF

HOLBROOK'S Genuine Worcestershire SAUCE

Canadian Office: 28 Front St. East, - TORONTO

"THE WORLD'S BEST"

"2 IN 1" SHOE POLISH HAS NO EQUAL

Does the work of Liquid & Paste Combinations
Combinaison du Liquid et de la Parte
TWO IN ONE
SHOE 2 POLISH
DEUX DANS UN
NOIR A CHAUSSURE
The F.F Dalley Co Limited
HAMILTON, CANADA
CONTAINS NO TURPENTINE
KEEP COVER ON TIGHT

It is the blackest, brightest and easiest to polish of any shoe polish made or sold in the world. It is a perfect leather food. Do not take substitutes or imitations.

Sold by all wholesale and retail dealers throughout the world.

SIX MONTHS IN "2 IN 1"

[COPY] HAMILTON, Ont., December 15th, 1905.
The F. F. Dalley Co. Limited,
Gentlemen,

I write to state the following:—On account of the effect of your "2 in 1" Shoe Polish being criticized, and the charge made that it injures the leather, I made this test as follows:— I mixed the contents of a box of "2 in 1" Shoe Polish, bought at a retail store from regular stock, with four ounces of water, and into this mixture put a kid glove, and left the said glove in the mixture in a bottle from June 15th until December 15th, a full six months. I then took the glove out, washed it and examined it. *The fine leather of the glove was not affected in the least.* It is as pliable and soft as it was when new, and is not altered in condition, nor were the stitches affected in any way. This test, I consider, proves that "2 in 1" does not injure the finest leather.

I hereby state these facts are correct and true.

[Signed.] J. M. WILLIAMS,
Consulting Chemist.

P.S.—The above letter was unsolicited. The firm knew nothing about it until after Dec. 22nd. The glove can be seen at our office.

THE F. F. DALLEY CO., Limited
Hamilton, Canada

THE SAME RELIABLE

FOR OVER 15 YEARS,

EAGLE BAKING POWDER

has stood the test. It is neatly packed in tins and the new **LABEL** is second to none on the market. Every tin guaranteed to give satisfaction. If you have not stocked it yet, do so **NOW**. It is a winner.

ALL WHOLESALE GROCERS SELL IT

J. H. MAIDEN
423-425 St. Paul Street,
Montreal

Mr. Merchant,

Do you want to Increase your Cash Sales?

Do you want to Decrease your Book or Charged Accounts?

If you do, we have introduced a plan which we would like to be allowed to explain fully to you. We know it will interest you, and put money in your till, as it has already been proven by hundreds of wide awake Canadian Merchants from coast to coast. Drop us a line. We want to talk to you about it.

The British Canadian Crockery Co.
25 MELINDA STREET, TORONTO.

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

NOW OWN UP

Don't you really like to handle

PATERSON'S CAMP COFFEE ESSENCE?

Doesn't it sell well, doesn't it allow you a good, fair profit?

ROSE & LAFLAMME,
Agents, Montreal.

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

HEADQUARTERS FOR

Maple Syrup
Maple Sugar

PURE FRUIT JAMS

JELLIES and
MARMALADE

SUGARS, LTD., - Montreal, Canada

RETURNED MAY 23 1906

Established 1852.

GILLETT'S GOODS ARE THE BEST !

Magic Baking Powder. **Gillett's Mammoth Blue.**

Gillett's Perfumed Lye. **Imperial Baking Powder.**

Magic Baking Soda. **Gillett's Cream Tartar.**

Gillett's Washing Crystal. **Royal Yeast Cakes.**

E.W.GILLETT COMPANY LIMITED ROYAL YEAST, GILLETT'S PERFUMED LYE, MAGIC BAKING POWDER
ROYAL YEAST CAKES
MAGIC BAKING POWDER

RETURNED MAY 23 1906
to owner
Cut Book 8-0
Page 65
A.A.

CAUTION—Beware of inferior and adulterated goods. Be wise, and have nothing to do with them. There is the same difference in quality as in Teas or anything else.

Order Direct from Us. If unable to get what you want from your Wholesale Grocer do not hesitate to order from us direct, and shipment will be made promptly.

E.W.GILLETT COMPANY LIMITED

CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

RETURNED MAY 23 1906

DID YOU EVER STOP TO THINK

?

That absolutely Pure Maple Syrup packed in the country, where it is made, is the

MOST DELICIOUS SWEET IN THE ENTIRE WORLD

Nothing compares with **it if it is pure** and made only from the sap of the rock maple tree.

At the present time there is only one way to get a quantity, a carload or more of Pure Maple Syrup, and that is to purchase it from the Maple Tree Producers' Association, Limited, Waterloo, Quebec. Our packages are the best, our labels are the most appropriate, and tell the **whole truth and nothing but the truth.**

We requïre a signed guarantee from every producer we purchase from that the Maple Syrup we buy from them is **ABSOLUTELY PURE**, and **made only from the sap of the maple tree.** And **we give the same guarantee** to every one to whom we sell. In addition to all this we analyse every lot we buy before we pay for it. **Under** no circumstances will we buy or sell the adulterated article. With all these protections guarding the purity of our product you are certain to get the genuine article.

FOR FULL PARTICULARS ADDRESS

Maple Tree Producers' Association

WATERLOO, QUEBEC *LIMITED*

MR. A. BODENWEISER
(Bode)

The above is a photo of Mr. A. Bodenweiser, perhaps better known to many of his friends as "Bode," who is the originator and manufacturer of the favorably and well known **Bode's** brands of Chewing Gum. To know him is to see him, and to see him is to know him. This is to give you a chance, and it is an established fact that should you not be able to see him you will always hear from him, for his advertising is watched with interest, and his goods sold with profit to those handling Bode's brands of Chewing Gum. These brands are without question the recognized standard in Canada to-day. To deal with the Bode's Gum Co., Ltd., means absolute satisfaction to the dealer as well as the consumer.

Bode's Menthol Pepsin Gum
Bode's Crushed Fruit Gum
Bode's Pepsin Gum
The Little Bode's Gum Slot Machine

Bode's Gum Co., Limited
MONTREAL

TORONTO OFFICE,
Pacific Building

OTTAWA OFFICE,
65 Spark Street

QUEBEC OFFICE,
5 Dufort Street

Three famous brands well known in Canada as the

Purest and Best for all Purposes

Made in Ingersoll, Ontario, and sold by all progressive Grocers. No trouble. No loss. Always ready and never fails. **EVERY CAN GUARANTEED.**

THE ST. CHARLES CONDENSING CO.

FACTORIES ; Ingersoll, Canada. St. Charles and Chemung, Ill., U.S.A.

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER MOND & CO'S.

ENGLISH SAL SODA

is the **PUREST,** contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

J. B. Renaud & Cie.

ENREGISTRE

118 to 140 St. Paul St., QUEBEC

FLOUR, GRAIN AND PROVISIONS

WHOLESALE

MAPLE SUGAR AND SMOKED MEATS

OUR NEW DEPARTURE

Groceries Wholesale

WHITE SWAN

GREIG'S BRAND

RETURN
Dec/11/06
to
Cut Book No.
Page No.

FOR HIGH-GRADE GOODS

GREIG'S WHITE SWAN BRAND

IS ABSOLUTELY UNEXCELLED

Flaked Wheat
Flaked Rice
Flaked Peas
Flaked Oats
Barley Crisps
Buckwheat Flour
Whole Wheat Flour
Graham Flour
Gluten Flour
Rye Flour
Breakfast Foods
The King's Food
The Queen's Food

Coffees
Spices
Baking Powder
Jelly Powder
Cake Icings
Cream of Tartar
Flavoring Extracts
Prepared Cocoanut

ALL PRE-EMINENT FOR QUALITY

The Robert Greig Company, Limited

WHITE SWAN MILLS
TORONTO

Excelsior Coffee

for years and is to-day recognized as the acme of perfection in coffee blending.

Century Cocoa

This is an **absolutely pure** Cocoa and will give both you and your customers the best of satisfaction.

These are two of our many lines which we are justly proud of.
——We guarantee them——

TODHUNTER, MITCHELL & CO.
TORONTO

DIRECT IMPORTERS AND MANUFACTURERS

Cocoas, Chocolate, Coffees, Spices.
Flavoring Extracts, Baking Powder, Etc.

In the sorting up of stocks for spring trade you can buy safely of

STERLING
BRAND
PICKLES
AND
RELISHES

None better are made—Canadian made goods of fresh grown Canadian vegetables.

All Jobbers

THE T. A. LYTLE CO., Limited
TORONTO, CAN.

Make a Place in Your Store

for

IVORINE
COLD-WATER
STARCH

It doesn't matter what kind of starch you are now selling, some of your customers want "Ivorine" and will get it—from another Grocer if you do not keep it.

The feature about "**Ivorine Starch**" is the fact that it can be used so easily. The drudgery of "hot-water starch" days is a thing of the past when "Ivorine" appears.

Your jobber can supply you, and you should see that he does.

Case (40 pkgs.) $2.50.

St. Lawrence Starch Co. Limited
Port Credit, Ontario

ESTABLISHED 1840

THE RESULT OF SIXTY-FIVE YEARS' EXPERIENCE

A Perfect Carpet Broom

Our "Rose" Broom, made of the finest quality Kansas "Dwarf Brush" (the kind with the full, soft tips), selected white maple handles, nicely decorated. Only the best material and workmanship throughout.
Freight paid on six dozen lots to any point on the railway in Ontario or Quebec.

H. W. NELSON & COMPANY, Limited.

Factories and Warehouse : TORONTO, Canada.

REPRESENTATIVE IN SCOTLAND
SMITH, CLATWORTHY & CO.,
13 St. Vincent Place, GLASGOW.

REPRESENTATIVE IN ENGLAND
ELLIS, PHILLIPS & CO.,
3 Savage Gds., Tower Hill, LONDON, E.C.

REPRESENTATIVE IN AUSTRALIA
F. H. FOTHERINGHAM, MELBOURNE, Aus., and SYDNEY, N.S.W.

C & B

SPANISH OLIVES

PUT UP IN A NEW AND ATTRACTIVE

OCTAGON LEVER STOPPERED BOTTLE

Crosse & Blackwell, Ltd.
LONDON, ENGLAND

Agents,
C. E. COLSON & SON
MONTREAL

Every grocer tries to please his customers—

Complaints are serious when you hear of them, but more damaging to your reputation when your customers leave you without registering a kick, as many do.

Every housewife wants good Baking Soda—without it her work is spoiled.

Assure confidence by selling the **most perfect** and **purest** soda made.

"Cow Brand"

BAKING SODA

It is absolutely unique in its purity and strength—

Your jobber sells it.

CHURCH & DWIGHT, LIMITED,
Manufacturers, - - MONTREAL

Profitable Soap Lines Easy to Sell

Have you ever thought of the money to be made in handling soaps manufactured to meet a specific demand ?
Naturally on such soaps there is a larger profit than on the ordinary toilet soaps, and they are easier to sell.

The Master Mechanic's Extraordinary Tar Soap

is specially made for Mechanics, Engineers, Farmers, Sportsmen, and all those whose work or play soils the hands with grease or other stains.
It is a good antiseptic soap.
It is well advertised throughout Canada.
It is a profitable line to handle.
It is one of the excellent soaps manufactured by

ALBERT SOAPS, LIMITED, MONTREAL

READ WHAT CANADA'S LEADING RETAIL GROCERY HOUSE SAYS

OF

"Cook's Friend Baking Powder"

THE
COOK'S FRIEND
BAKING POWDER
TRADE MARK
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY
In making Bread with this powder no fermentation takes place and thus neither acid nor alcohol is formed thereby producing SWEETER, LIGHTER, and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

RETURNED
JUN 4 - 1906
Montreal
Book 5-1
page 17
W.S.E.

FRASER, VIGER & CO., Montreal, say in all the dailies of Montreal:

"

The Old Reliable.
McLaren's Cook's Friend Baking Powder

put up in full-weight 16-oz. packages at 25 cents each, is worth any foreign imported Baking Powder at double the money.

We sell McLAREN'S "COOK'S FRIEND" Baking Powder, only in full-weight one-pound packages at 25 cents each.

McLAREN'S "COOK'S FRIEND" has stood the test of time—40 years or more of uninterrupted success. Every package reliable, and guaranteed of absolute purity.

FRASER, VIGER & CO.
Italian Warehouse,
Established 1856

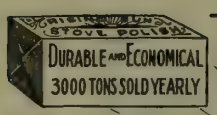
THE NORDHEIMER BUILDING
207, 209 and 211 St. James Street,
MONTREAL

"

If "it is worth any foreign imported Baking Powder at double the money" to Fraser, Viger & Co.'s customers, it is worth the same to yours.

THINK THIS OVER—IT WILL PAY YOU.
FOR SALE BY ALL WHOLESALE GROCERS.

W. D. McLAREN, - Montreal



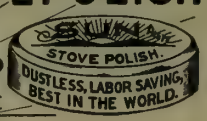
THE WELL KNOWN AND RELIABLE CAKE.

RISING SUN STOVE POLISH

&

SUN PASTE STOVE POLISH TINS

GUARANTEED TO THE TRADE



EXPERIENCE.

With our forty years' study and development of the stove polish business it is natural that we should have special facilities for the manufacture of our line of goods not possessed by any other stove polish manufacturers. This is why we can make stove polish better than other manufacturers.

MORSE BROS., Props., - - - CANTON, MASS., U.S.A.

"Chinese" Starch
"Chinese" Washing Powder
"Ocean" Baking Powder
"Ocean" Borax
"Ocean" Corn Starch
"Ocean" Mustard
"Ocean" Culinary Essences
"Ocean" Blanc-Mange

With 5 cases of our products, assorted or otherwise, we give a **Magnificent Umbrella** for carriage use, as illustrated, or a **Net** to protect your horse from flies.

ALL ORDERS F. O. B. YOUR STATION

WRITE FOR FURTHER PARTICULARS

OCEAN MILLS, 107 Mount Royal Ave., Montreal

RAYON D'OR

THE FINEST PURE OLIVE OIL ON THE MARKET

A quick seller. A pleasure to use.

MENGERT CAGNOLI & CIE

Canadian Agency:
J. RUSSELL MURRAY, MONTREAL

BARI LUCCA, NICE

Coffees! Spices! Corks!

If long experience counts for anything,

it should enable us to assure the trade that goods bought from us are the best to be obtained in the market. Our prices for quality are unapproachable.

Coffees

Mocha, Java, Maracaibo, Rio, Santos, Costa Rico, etc. We are direct importers, and can always quote special values.

Teas

Japan, Congou, Indian, Ceylon, Oolongs, Ping Suey, Gunpowder, China Greens (wholesale only).

Spices

A heavy part of our business, and constantly growing. Exceptional values in Baking Powder, Cream Tartar, Borax, Bicarb. Soda, and all kinds Spices, whole or ground.

Corks and Capsules

Machine and Hand Cut. All Sizes Cut to Order. Brewers' Supplies.

Montreal Agents for

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ST. CHARLES EVAPORATED CREAM

Foreign and Domestic Correspondence Solicited. Consignments Attended to on Commission.

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Telephone orders receive prompt attention. Telephone Main 3171

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Did it ever occur to you

that the selling of

Robinson's Patent Barley

will gain you a class of customers well able to pay for the Best of everything?

Never tried it! Well, send us a list of your family customers, we will send them samples—then watch how they will ask for Robinson's Patent Barley.

There's good money in it for you. Try it. Send us your list.

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion.

"Batger's"

Lime Juice Lemon Squash

The summer time is fast approaching, when there will be a heavy demand for summer drinks. The pure fruit juice of both, LIMES and LEMONS, have been and always will be the most popular and healthful summer drinks.

"Batger's" Lime Juice and Lemon Squash are absolutely pure and as good in flavor as modern ingenuity, the finest fully ripened fruits and over 150 years' experience can make them,

They are put up in two sizes—pints and quarts —two dozen in a case—are retailed at popular prices, allowing you a handsome profit.

Rose & Laflamme

Montreal - Toronto

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Sell Well

Show a Nice Profit.

Give Satisfaction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

Purnell's

Genuine Worcestershire

Sauce

Shews a good profit

Never fails to give satisfaction.

Do You Stock it?

If not, mail your order to-day.

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ESTABLISHED 1750

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

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If you want to handle the best goods you must have the "TARTAN BRAND." Write for full particulars if our travellers have not called on you.

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Soaps	Canned Vegetables	Coffees
Spices	Canned Fruits	Currants
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There is that "something" about

Braid's Best Coffee

that tickles the palate.

It is Winning Popularity on Merit

Why not give it a trial?

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GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
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Equal to Any for All Purposes
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Two Lines that quickly yield Grocers Profitable Profits

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PERRY'S Worcestershire Sauce

Queen Quality Sweet Pickles have ten years' success back of them. You grocers know what an impetus this gives the retail selling end.

Queen Quality Sweet Pickles are made from a recipe which preserves the pickle's tastiness while destroying its offensiveness—i.e., entirely removes the indigestion-creating qualities.

Queen Quality Sweet Pickles always keep firm and solid and never lose their palatableness.

Perry's Worcestershire Sauce is an English sauce lately introduced into Canada. We are sole Canadian Agents.

Perry's Worcestershire Sauce can be used with meats, fish, soups, salads, curries, oysters, etc.

Perry's Worcestershire Sauce is taking well with the Canadian trade—it's the fairest priced Worcestershire Sauce on the market.

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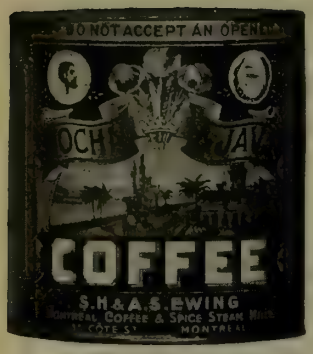
Manufacturers of and Dealers in Vinegars, Pickles, Catsups, Sauces, Ciders, etc.



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MOCHA AND JAVA **COFFEE** **Packed in 1 and 2-lb. Tins**

It is RICH, AROMATIC, DELICIOUS—prepared by a special process that removes all the chaff, parchment, etc. This costs us a little more ; but the improved quality and steadily increasing demand show the wisdom. Are you handling it? A trial will convince you.

S. H. & A. S. EWING. MONTREAL

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Established 1845

RELIABLE **SPICES**

The Highest Standard of Spice Quality.

SOMERVILLE'S

Mexican Fruit Chewing Gum

Pays the best
Sells the best
Pleases the best
Try it
Sold by the Wholesale Trade

C. R. SOMERVILLE, - LONDON, CANADA

OUR MOTTO:

THE BEST PRODUCT FROM THE PUREST MATERIAL

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TRURO MILKS ARE RELIABLE

REINDEER
BRAND

Sweetened

HEAD OFFICE
AND FACTORY
TRURO, NOVA SCOTIA

The Same in Quality

JERSEY
BRAND

Unsweetened

Branch Factory
HUNTINGDON
PROVINCE OF QUEBEC

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THE BEST SECTION IN CANADA FOR RICH MILK

Our factory equipment is the latest and best,—thoroughly up to date.

Our methods of manufacture are the result of long experience and careful study.

Our milks represent the best product of 20th century skill and method, purity and quality.

ENQUIRIES RECEIVE PROMPT ATTENTION.

TRURO CONDENSED MILK CO., Limited

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The stove polish that has stood the test of everyday use for 60 years, and with a largely increasing sale, should be good enough. These are the facts about

JAMES' DOME BLACK LEAD

The very best you can buy.

GOOD LEAD GOOD SALE GOOD PROFIT

W. G. A. LAMBE & CO., Canadian Agents.

Canada's
Favorite and Best Selling Table Jellies

ARE

"KKOVAH" JELLIES

Always Reliable,
Always Correct,
Always Profitable.

All jobbers, also

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ROELOFSON & ROELOFSON
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Comparison proves all we claim for

SHIRRIFF'S FLAVORING ESSENCES

no matter on what points the comparison is made.

Why delay ordering?

You need Shirriff's Essences.

Manufactured by

IMPERIAL EXTRACT CO.
TORONTO

MAKING IT EASY FOR THE DEALER

We make it easy for you to sell "MONTSERRAT" because we make "MONTSERRAT" the best Lime Juice in Canada.

All the natural, piquant flavor—the very soul of the lime—is retained in this perfect juice.

We keep up the quality—and that keeps up the sales.

Insist on your wholesaler sending you

MONTSERRAT LIME JUICE

A WARNING

A grocer who purchased a chest of tea of a Maritime Province wholesaler not long ago complained that the flavor was not so good as he had been getting in the past. Upon investigation it was found that the chest in question had been allowed to stand upon a box of partly decayed lemons. This was the secret of the loss of flavor. To obtain the best results and hold trade, tea should be kept as nearly air-tight as possible and separate from any goods that may impart to it a foreign flavor.

Packet vs. Bulk Teas

The above clipping from the "Maritime Merchant," May 3rd, '06, demonstrates very effectively the advantage of having tea put up in lead packages, which go to the consumer without being opened.

I sell nearly as large a quantity of bulk tea as package, and my experience is that we have a dozen complaints from bulk teas to one that we have from packages. Just the same care is taken with both, so there must be good reasons for the very great difference in the percentage of complaints.

The paragraph above explains—Bulk teas are subject to damage by numerous articles that they come in contact with in a grocery store. Samples that are returned to us, frequently smell of oil, fish, fruit, onions, cheese, and numerous other things. Nothing is more susceptible than tea to these foreign odors, and there is no other article handled in a grocery store that is in greater need of protection by some air-tight package. As I handle teas both ways I can speak on the subject without prejudice, and were it not for the fact that many brands of miserable, low-grade teas in packages have been foisted on the trade at high prices, there would not exist to-day any prejudice against package teas. It would be quite the contrary.

I have never sold any bulk tea which gave as general satisfaction as Red Rose Tea in packages, and I know that it is quite impossible for any other firm to do so. Not because the teas to start with may not be as good, but simply because in very numerous cases they are damaged in some such way as the chest of tea referred to in the paragraph quoted above.

If you wish to build up a tea trade, select a package tea which you know is honest value. It is because of this value that Red Rose Tea has gained such a reputation for quality.

REMEMBER THE MOTTO:

"Red Rose Tea is Good Tea"

T. H. ESTABROOKS

ST. JOHN, N.B.

Toronto Branch:
3 Wellington St. E.

"WELL, I GUESS"—

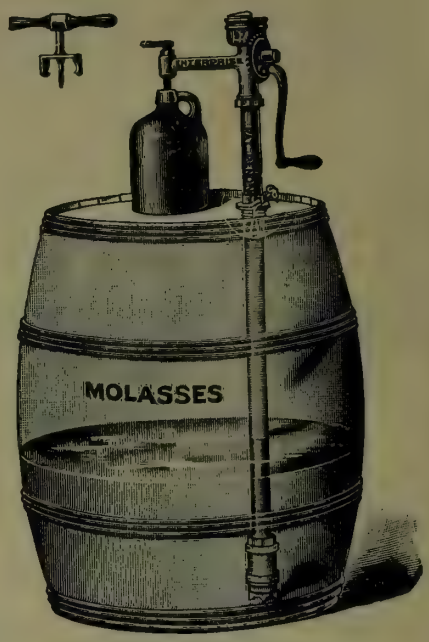
Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE



Why not order it to-day? Pumps cost $6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the "ENTERPRISE" SMOKED BEEF SHAVER, Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.

The Enterprise Mfg. Co. of Pa., Phila., U.S.A.

Never Needs Repairs.

When our

Classical Metal Ceiling

has been put up the job is through. It doesn't matter how long the building lasts the **metal ceiling** stays right with it. It is about 10 times as easy to instal as plaster. There is no waiting for mortar to dry, no cracking nor discoloring, no stopping on account of "strikes" —nothing but ceiling and satisfaction. As a business man, doesn't our argument strike you as being genuine? Now, all that's left to settle is the price. You will be amazed when you get our figures —**at their lowness.**

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Forward a Post Card at Once.

Metal Shingle & Siding Co., Limited, Preston, Ont.

LOOSE-LEAF SYSTEMS
CRAIN
OTTAWA, ONT.

THE CRAIN CONTINUOUS LEDGER

has never been improved on except by

The ROLLA L. CRAIN CO., LIMITED

and to-day it is easily recognized, as it has always been, the best on the market.

THE CRAIN MONTHLY ACCOUNT SYSTEM

is the ONLY system for the retail trade. Cuts in half the book-keeping and always has accounts ready.

WE HAVE SYSTEMS FOR ALL KINDS OF BUSINESS

Write us or call up any of our agencies for further information.

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Accurate handling of cash
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Never asking a customer to pay a bill twice
Attention to telephone orders
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Quick service
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All these good features may be had by using a system that is of advantage to customers. An investigation of the system afforded by a National Cash Register will prove a good investment.

Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing and places you under no obligation.

Tear off here and mail to us today

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Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

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Address

No. of men

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GRANULATOR. PULVERIZER.

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Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

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COUNTER CHECK BOOKS

Our "Special Duplicating" Book in various sizes. Alternate White and Colored Checks. Original White Paper; Duplicate Colored.

Specially adapted for Grocers' use. Samples and prices on application, or will send representative.

WE MAKE ALL KINDS OF CHECK BOOKS

THE

CARTER-CRUME COMPANY,

LIMITED

TORONTO and MONTREAL

Mention this paper.

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DRY COLD AIR PRINCIPLE

Makers of the Best Refrigerators

PRICES MODERATE

Write for a catalogue; it will not cost you a cent, and may be the means of doubling your Refrigerator sales. Our cheapest goods have all Brass Trimmings. No Elm used in the construction of our goods. The cheapest made in ash and the better class in oak, lined with Galvanized Iron or vitrified enamel, insulated with mineral wool, automatic refrigerator traps.

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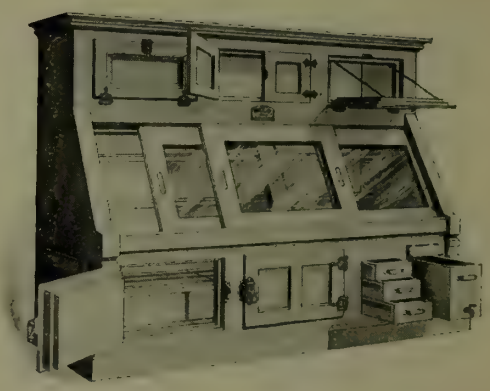
GROCERS should not be without one



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Made in 10 styles

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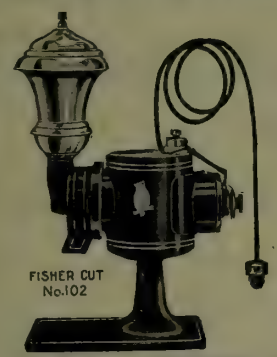

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Fitted with ¼ H.P. Motor furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

200 CANDLE POWER OF CLEAR, STEADY LIGHT

The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. *Send for Catalog.*

AUER LIGHT CO.——————MONTREAL

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—*We have it.*

No. 103 DAYTON

s constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
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Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

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is the man who gives careful consideration and daily attention to the details of his business—his customers' requirements, the condition of his stock, his facilities for prompt and satisfactory service and the appearance of his store.

THERE IS A DIFFERENCE
between the practical grocer and the man who sells groceries.

WALKER BIN FIXTURES
appeal to the practical grocer who aims at building up a substantial, permanent and profitable business.

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THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

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Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

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A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

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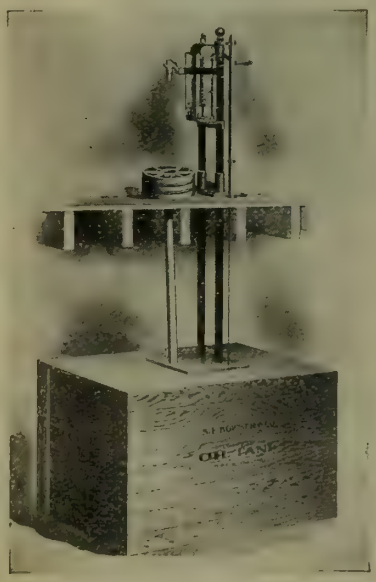
A Summary of Bowser Advantages



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Cellar Outfit—One of Fifty.

All metal unbreakable Gallon pump
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Combined, they give you a **self-measuring, self-computing oil outfit,** with which at one operation you can pump and measure gallons, half-gallons or quarts as desired directly into your customer's can without the use of funnels and measures. You can handle any kind of oil, including gasolene, in a safe, clean, convenient and economical manner, without evaporation, leakage or waste, without drip, without odors. At a glance you can tell how much oil remains in the tank and just what quantity is emptied into it. **Send for Gasolene Catalog "B."**

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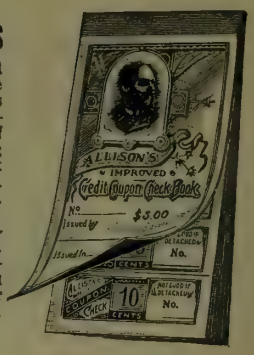

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COTTON CLOTHES LINES

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Cotton Lines are as cheap as Sisal or Manila and much better.

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GENUINE

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Manufacturers of
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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

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DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

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SARDINES

Cases 100 x ¼ tins, $10.00 per case
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Freight Prepaid, on 5 case lots, to any Railway or Boat Points in Canada, east of North Bay, Ont.
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JAMS, JELLIES

MARMALADES

1-LB. GLASS JARS—PATENT AIR-TIGHT CAP. CASES OF 2 DOZEN.

Scotch Orange	$1.75
Home-made Orange	2.20
Tangerine Orange	2.20
Pine Apple	2.30
Ginger	2.30
Green Fig	2.30
Green Fig and Ginger	2.30
Ginger and Pine Apple	2.30
Fig and Lemon	2.30
Apricot	2.30

SCOTCH ORANGE MARMALADE.

7-lb. Tins. Cases 1 dozen..... $7.20

JELLIES

1-LB. WHITE STONE POTS. CASES OF 4 DOZEN.

Apple	$1.90
Bramble	2.00
Damson	2.00
Gooseberry	1.90
Plum	1.90

JAMS

1-LB. GLASS JARS—PATENT AIR-TIGHT CAP. CASES OF 2 DOZEN.

Strawberry	$2.10
Raspberry	2.30
Black Currant	2.30
Red Currant	2.10
Gooseberry	1.90
Apricot	2.10
Greengage	2.20
Raspberry and Red Currant	2 20
Plum	1 80
Damson	1.90
Blackberry	1.90
Assorted	2.10

JELLIES

1-LB. GLASS JARS—PATENT AIR-TIGHT CAP. CASES OF 2 DOZEN.

Black Currant	$2 80
Red Currant	2.80

Quantities of 5 Cases or more, one kind or assorted kinds, 5 per cent. trade discount.

TERMS—F. O. B. Montreal, net 30 days, or 1 per cent. 10 days.

HUDON, HEBERT & CIE

MONTREAL Limited

THE MOST LIBERALLY MANAGED FIRM IN CANADA

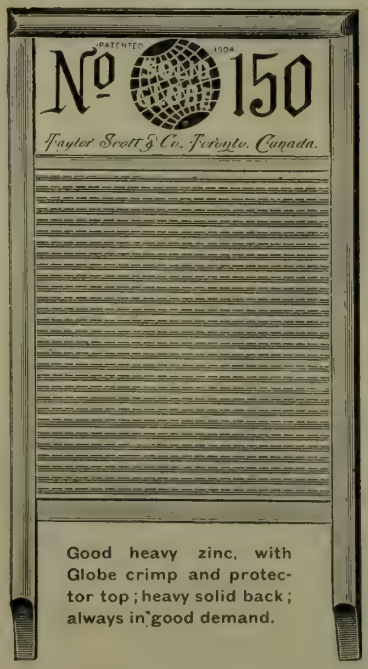
Extra heavy zinc, rounded crimp, with perforations at top of each crimp; protector.

Flinted glass rubbing surface, will never wear out, rust or corrode; will stand either hot or cold water.

Heavy crimped brass, will not crack, corrode or get out of shape; brass surface raised in centre.

Taylor Scott Winners

Here are just a few samples from our handsome new catalogue. There are more worth your while looking into. Send for one of our new illustrated catalogues, sent free to the trade on application.



Good heavy zinc, with Globe crimp and protector top; heavy solid back; always in good demand.

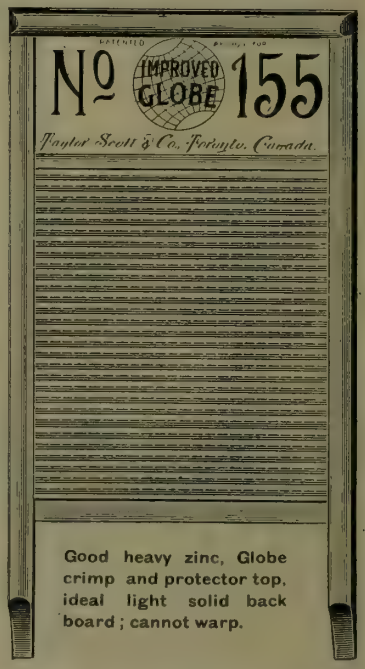
Ask Your Jobber

for

Taylor Scott Washboards and insure satisfaction to yourself and customers.

Taylor Scott & Co.

Toronto, Ontario



Good heavy zinc, Globe crimp and protector top, ideal light solid back board; cannot warp.

Sugar forms a large percentage of every grocer's business :—

The season is rapidly approaching when Granulated Sugar will be in active demand with you. It will be to your interests to supply your customers with the BEST, which is the well-known

Redpath

the standard for excellence and purity.

Redpath's Granulated Sugar

is the acme of Sugar Refining. Its sale by the grocer guarantees satisfaction to consumer.

All wholesale grocers keep it.

MADE BY

The Canada Sugar Refining Co., LIMITED

MONTREAL

NOTICE TO MANUFACTURERS

We beg to announce that we have opened in the **Wholesale Brokerage** and **Commission** business in **Calgary** and **Edmonton,** and are prepared to handle the **Products of Manufacturers** to the **Wholesale Grocery** and Hardware trade.

We have first-class **Storage Facilities** and track privileges.

COMMUNICATION SOLICITED

The Dominion Brokerage Co.

Limited

Calgary and Edmonton Alberta

P. O. Box 112 Phone 3576

MASON & HICKEY

Manufacturers' Agents

AGENTS FOR

E. D. Smith
Pure Fruit Jams, Jellies, Preserves

Gorman, Eckert & Co., Ltd.
Coffees, Spices and Olives

Wallaceburg Sugar Refinery
WRITE US FOR QUOTATIONS—WE CAN SAVE YOU MONEY.

Diamond Crystal Salt
"The Salt that's all Salt"

Ingersoll Packing Company

Miller's Paragon Cheese

TRACK WAREHOUSE—WRITE US FOR STORAGE FACILITIES. CORRESPONDENCE INVITED WITH MANUFACTURERS. ALL GOODS CARRIED IN STOCK AT

108 PRINCESS STREET, WINNIPEG, MANITOBA

"Witch Hazel"

TOILET SOAP

(Registered Brand)

IS THE FINEST SOAP MADE FOR THE SKIN AND COMPLEXION.

MADE ONLY BY

The Royal Crown, Limited
WINNIPEG

Sales Agents:

WM. H. DUNN
MONTREAL

W. H. MILLMAN & SONS
TORONTO

H. C. McMICKEN
21 Cockspur Street, LONDON, S.W., ENG.

WINNIPEG and CALGARY

DEAR SIRS: **TO MANUFACTURERS AND SHIPPERS**

We wish to impress upon you the fact that **Winnipeg** and **Calgary** are the largest commercial centres in **The Great West.** We are in daily touch with all the wholesale grocers at the following points: Winnipeg (9), Kenora (3), Brandon (1), Lethbridge (1), Calgary (5), and Edmonton (2). We have large and commodious premises at Winnipeg and Calgary and are doing one of the largest brokerage businesses in this territory. We sell exclusively on commission and handle all lines sold by the wholesale grocers from A to Z.

If you are not represented in this territory we will be pleased to have you communicate with us; we secure business for a large number of the leading Canadian and United States houses and we can do the same for you.

If you wish to have your goods pushed among the wholesale grocery trade, write us, forwarding samples and prices.

We store in **Winnipeg** and **Calgary** all classes of goods and distribute cars at a moderate rate.

Firms in Great Britain or Europe when in the market for Rolled Oats, Oatmeal or Mill Feed write us for c.i.f. prices any port.

We are, Yours truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882

Gold Standard

ASSAM & CEYLON TEAS

CAN YOU?

Buy Tea in one, five or ten chest lots, and give your trade the same value and uniform flavor, that we can when we import direct from the growers in car lots.

CAN YOU?

Select a Tea that is **better adapted** to the **waters of Western Canada** than

Gold Standard Tea

GUARANTEED THE BEST

which embodies a quarter-century's endeavors to give Western Canadians value for their money.

CAN YOU?

Sell a better Tea at the price—

35c., 40c., 50c

per lb.

RETURNED
Nov 2/06
to Quinn
Cut Book No. 56
Page No. 98
A.A.W.

CAN YOU?

Point out a Tea that has made, or is making the same strides in public favor.

CAN YOU DO BETTER?

Than help us still further increase the growing popularity of Gold Standard Tea, by placing it in stock and recommending it to your trade.

It pays you a nice, sure, clean and safe Profit

THINK IT OVER

Then see our Travellers or write us for a trial shipment.

THE CODVILLE-GEORGESON COMPANY, LIMITED

Manufacturers and Packers of Gold Standard Goods

WINNIPEG, - - - MANITOBA

RETURNED AUG -2 1906

Drink Good Water

SAINT-LOUIS VICHY WATER

RED CLOVER BRAND

The Most Delicious
The Most Sparkling
Superior to all Others

A Sure Cure for

STOMACH TROUBLES
GOUT
GRAVEL
DIABETES, ETC.

RETURNED
AUG -2 1906
To Montreal Office
Out Book 53
Page 28
aass.

In order to avoid confusion see that the ticket, the capsule and the cork bear the mark **SOURCES SAINT-LOUIS** and the **RED CLOVER.**

DIRECTIONS

A wine glass before or after meals; a large glass mixed with milk before breakfast.

SOLD EVERYWHERE

AT ALL GROCERS ***AT ALL DRUGGISTS*** ***AT ALL BARS***

L. CHAPUT, FILS & CIE., WHOLESALE GROCERS **MONTREAL**

SOLE AGENTS FOR CANADA

Established 1852

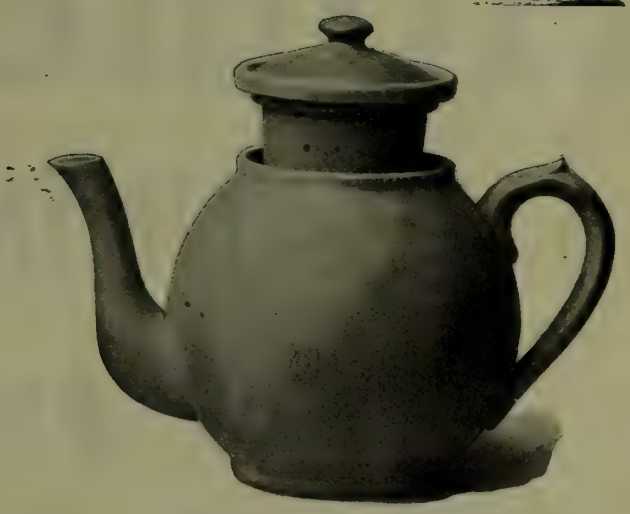
R. CAMPBELL'S SONS

Hamilton Pottery

HAMILTON ONTARIO

anufacturers of **Rockingham, Yellow and Yellow-White Lined Ware Stove Fire Brick, etc.**

"CHAMPION"



"GLOBE," with Percolator

Direct Importers of **Japanese Goods** of all descriptions

Sole Makers of the **Celebrated "Champion" Tea Pot**

THE above wares, made by Campbell of Hamilton, have been before the Canadian public for over ***FIFTY*** years, and are acknowledged by all dealers to be the best ware of its kind made. It has stood the test for over half a century, and that is what counts. We are also the largest importers of Japanese Pottery and Curios in the Dominion. All mail orders and enquiries carefully attended to.

This Space belongs to

the

Old Homestead

CANNING CO.

OF PICTON

ONTARIO

who will have interesting news for all purchasers of Canned Goods

Follow their advice from week to week.

The Quakers are Coming

We are hard at work down in Bloomfield putting in additional new machinery to keep up our capacity to the demand for Quaker Brand canned fruits and vegetables. As usual, we will be ready when the time comes and be in a position to fill your orders with the finest line of goods put up on the Canadian market. All the years we have been putting up the Quaker Brand we have made quality our aim. We use only first-class vegetables, our own special process, and, as a result, Quaker Brand has become famous as the standard of quality from the Atlantic to the Pacific. You take no chances when you buy the Quaker Brand. You know you are getting the best on the market, a brand that will hold your customers and increase your bank account. The Quaker Corn, Tomatoes, Peas and Beans stand for sterling honest quality.

Place your orders early for Quaker Brand. It spells success to your canned goods department.

The Bloomfield Packing Co.

BLOOMFIELD, MAY 16th, 1906.

1906 PACK

Our 1906 pack Fruits, Vegetables and Meats will be, as usual, of the very best quality.

Our factories are now being overhauled, and the newest machinery is being installed where necessary.

We have now over thirty of the most modern-equipped factories in the world.

Our factories being situated in the midst of the Fruit and Vegetable Farms of Canada, ensures goods being packed when at their best.

Our processors have had over a quarter of a century's experience in canning and preserving.

Quality and Cleanliness is the policy rigidly enforced at each of our thirty factories.

Our 1906 pack will be the best ever packed anywhere. We guarantee the quality of all our goods.

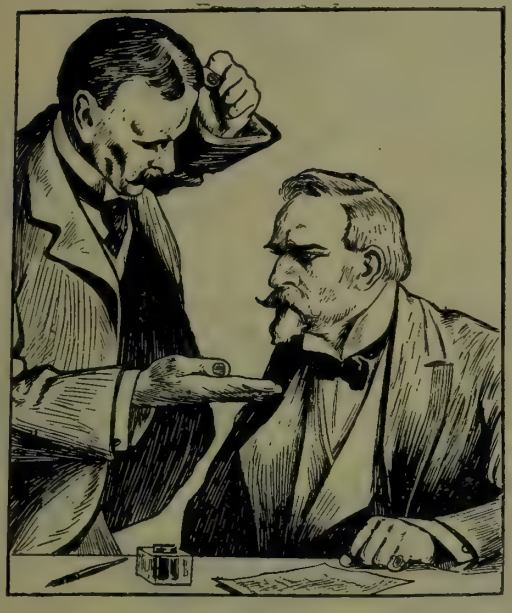
Remember the brands, viz.: "Canada First," "Auto," "Little Chief," "Log Cabin," "Horseshoe," "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," "Grand River," "Jubilee," "White Rose," "Deer," "Globe," etc.

If you want pleased customers stick to our brands exclusively.

CANADIAN CANNERS, Limited

STRICTLY HIGH-GRADE

If Essex canned goods were no better than the average, we would say less about them, but because they measure up to a higher standard we can afford to be very emphatic regarding quality. Essex county is one of the very best agricultural sections in Canada, with advantages in growing such crops as Corn, Tomatoes and Fruits seldom equalled in this country. The factory is thoroughly new and up-to-date, equipped with every facility for doing things right, and equal to an enormously big output of



—"Essex" Tomatoes
—"Essex" Corn
—"Essex" Beans
—"Essex" Jams
—"Essex" Fruits
—"Essex" Marmalade

In the competition of the canned goods business, we cling tightly to the word "Quality," preferring to be always best, rather than second-rate, and in reaching out for a share of your trade, we offer such satisfaction as will give our goods a distinct preference with your customers. You run no possible risk in getting the best, particularly when they cost no more, and all we ask is that you give the "Essex" brand a trial.

Essex Canning and Preserving Co., LIMITED

HEAD OFFICE

8 Wellington St. E., Toronto, Canada

Factory at Essex, Ont.

If you want the Right Goods at the Right Prices and Liberal Treatment deal with

THE DAVIDSON

36

YONGE STREET

Our shipping facilities are unequalled.

We guarantee shipment of all orders the same day as received.

HAY, Ltd.

IMPORTERS

AND

WHOLESALE

GROCERS

TORONTO, - CANADA

A WORD TO THE TRADE RE.

RIVERDALE BRAND CANNED GOODS

We would announce to the trade that we have erected a large canning factory at WELLINGTON, Ontario, in the heart of the best fruit and vegetable district in Canada.

We are installing the very latest improved machinery and a strictly sanitary system for handling our pack.

Our processor is one of the best in the business and knows how not only to preserve the goods but to retain in them their purest flavor.

No expense has been spared in obtaining a label that is a beauty, will be in keeping with the quality of the goods, and be an ornament to your shelves or windows.

NO OLD PACKED GOODS—Remember, when you buy Riverdale Brand you are getting this year's pack, and a class of goods that can not be equalled on the market to-day.

Insist on Riverdale Brand. If not handled by your jobber write us direct.

The Lakeside Canning Co. Limited

WELLINGTON, ONTARIO.

G. J. FORMAN, Manager.

GROCERS:

For 15 years

"QUEEN BRAND"

FRUITS AND VEGETABLES

have not only given satisfaction, but have won such a World-Wide Reputation that for the last two years we have been unable to supply the demand for Peas, Corn, Tomatoes, Raspberries and Strawberries.

We are now preparing to increase our Pack this season, and have installed new and up-to-date machinery, and shall endeavor to provide for the growing demand.

OUR NEW EMBOSSED LABEL this season will be in keeping with our efforts to make the quality of "QUEEN BRAND" first and foremost.

We would ask all Grocers who have not given "QUEEN BRAND" a trial, to arrange a shelf for this Brand. It will pay you and please your customers.

We wish to thank all Customers for past favors and are now ready to book your requirements for 1906. Faithfully yours,

BELLEVILLE CANNING CO., BELLEVILLE, ONT.

Cans Cans Cans

FOR ALL PURPOSES

Have you seen our new fruit cans?

Made on our new automatic plant, capacity of which is

150,000 cans per day.

The **strongest, cleanest** and **best** ever offered to the trade. Made from highly coated British tinplate.

If you have not booked your order better do so as the demand will be large for the coming season's pack.

PRIVATE RAILWAY SIDINGS TO ALL ROADS.

A Few of Our Leading Lines:—

Fruit and Vegetable Cans
Meat Cans
Key-opening Cans
Syrup Cans
Baking Powder and Spice Cans
Lard Pails

SAMPLES AND PRICES SENT ON APPLICATION.

ACME CAN WORKS

Ontario St. East, MONTREAL

Farmer Brand Canned Goods

THE BEST TO EAT

THE BEST TO SELL

Our Staple lines for this season will consist of **Peas, Corn, Tomatoes, Pumpkins** and **Apples,** with limited quantities of **Beans** and **Berries.**

As our shareholders are all farmers, and the pick of the growers in this Garden of Bay of Quinte district, Prince Edward County—justly celebrated for the luscious flavor of its fruits and the fine quality of its vegetables—you can rely on our statement that the goods we pack under our **"FARMER BRAND"** are unsurpassed for quality and flavor. An Eastern merchant in our office a few weeks ago remarked: "Your Tomatoes are finer than any others I have ever tasted." It is everywhere conceded, wherever our goods are used, that their natural flavor is unequalled by any other brand. Our motto is **"Quality, regardless of Price."**

We can claim a distinction which, we think, no other factory in Ontario can claim---that our 1905 pack is entirely sold.

Our factory is thoroughly equipped with latest machinery, and is, in every respect, up-to-date, the sanitary arrangements being perfect. We use none but pure spring water for our syrups and brines and all canning processes.

Our labels are tastefully got up, which make our goods a very attractive package for the retailer's window display. We will be pleased to mail samples on application.

We can guarantee that our **Peas,** and, in fact, all our goods, **will be absolutely 1906 pack.**

THE FARMERS' CANNING COMPANY

BLOOMFIELD, ONT. LIMITED

A Few Facts About a Good Line

It is of the first importance in offering a package tea to know that the goods are right. In mother's favorite "**Melagama**" you need have no hesitation in pressing the sale upon a customer. We are one of the oldest if not the oldest tea firm in the Dominion and we confess that what we do not know about the tea trade is not worth knowing. In "**Melagama**" we have put our best, we back it up by extensive advertising and last but not least there is more profit in it than most packet teas. Study the prices, send for samples and then send along your order.

Mother's Favorite

MELAGAMA TEA

Put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. and ½s.	0 20	0 30
Black, green, mixed, 1 lbs., ½s. and ¼s.	0 28	0 40
Black, green, mixed, 1 lbs. and ½s.	0 35	0 50
Black, green, mixed, 1 lbs ½s. and ¼s.	0 40	0 60

3 p.c. off 30 days or 3 months.

If you are buying bulks, we should like to sample you with any of the following. They can't be beaten in Canada :

A few specials this week.

71 Chests Earl of Minto Japan No.6, 16½c.
30 Chests Pekoe Ceylon ..... 12½c.
60 Chests O.P. Ceylon ..... 16c.
35 Chests P.S. Indian ..... 12½c.
120 Chests P. Indian ..... 15c.
73 Boxes Gunpowder, 30 lbs. each, 15c.

"Melagama"

CEYLON TEA

MINTO BROS., TORONTO

OUR SPECIALTIES

ARE

FANCY IMPORTED GROCERIES

INCLUDING

French Canned Goods
Marischino Cherries
Bar le Duc Jelly
Finest French and Norwegian Sardines
Guava Jelly
Dried Bananas

French Crystalized Glace Cherries and Assorted Fruits
Genuine Turkish Delight
Chylong Ginger in Jars and Tins
Blanched and Ground Almonds
Etc., Etc., Etc.

Shelled Nuts of All Descriptions

HIGHEST GRADES OBTAINABLE IMPORTED.

Complete Line of Novelties suitable for

Thanksgiving, Hallowe'en and Xmas Trade

INCLUDING

French Bon Bons
Fancy Coraques

Santa Claus Stockings
Fancy Boxes and Baskets, Etc.

OUR SAMPLES ARE NOW COMPLETE. IF IN TOWN WE SHALL APPRECIATE A VISIT FROM YOU.

W. G. PATRICK & CO.

WHOLESALE IMPORTERS AND AGENTS

29-31 Melinda St., TORONTO. ***Room 109 Coristine, MONTREAL.***

N.B. Foreign Correspondents desiring their specialties to be introduced on the Canadian market are invited to correspond with us.

Extra Fancy Apricots

25-LB. BOXES

Santa Clara Prunes

25 AND 50-LB. BOXES.

Goods of exceptional value and quality. It will be worth your while to get prices and particulars.

W. H. GILLARD & CO.

WHOLESALE GROCERS

HAMILTON

ARE YOU A GROCER? YES.

Then write us at once regarding

OUR HONEST OFFER. FREE.

A PERFECT FOOD.

READY TO EAT.

CRISP AND TASTY.

Guaranteed PURE

MRS. RORER'S SARATOGA CHIPS

10c. AND 20c.

MADE EXCLUSIVELY BY

Hamilton Saratoga Chip Co.

Three Sixteen King East

HAMILTON, - CANADA.

Send us your name and name of your jobber and we will surprise you.

Our Chips took the **PRIZE** at the **Food Show**

Not a Cereal

FACSIMILE OF BOX

HAMILTON SARATOGA CHIP CO., - Hamilton, Canada

A. F. MacLaren Imperial Cheese Co., Toronto, Sales Agents

SUMMER BUSINESS

The summer business although not of long duration is worthy of the attention of all grocers.

We can assist you to supply this trade, having a well-selected and extensive range of

Lime Juice and Fruit Syrups
Canned Fruits, Canned Vegetables
Canned Poultry, Canned Meats
Potted Meats, Canned Fish
Jellies, Jams, Marmalades,
Jelly Powders, Pickles.

Our travellers have full particulars.

JAMES TURNER & CO., HAMILTON

VERY MUCH ALIVE

Since the announcement of our withdrawal from "Canada Grocers Limited" interested competitors have busied themselves in spreading a report to the effect that we are retiring from business—the wish doubtless father to the thought. We most emphatically deny that such is our intention, on the contrary, with some necessary additions to our staff and other increased facilities, our intention is to conduct this business with the same vigor, the old-time aggressiveness and liberality which for the past forty odd years has characterized it.

NOTORIOUSLY CLOSE BUYERS

and, what is a matter of concern to our competitors and at the same time a decided advantage to our patrons,

THE CLOSEST OF CLOSE SELLERS

we shall continue to give the same careful attention to all branches of the grocery business, staple and fancy, as heretofore.

OUR TEA DEPARTMENT

will be in charge of the same expert blender who has managed it for the past ten years, the attention of the trade being called in particular to our blends :

Coronation ***King's Royal*** ***John Bull***
Geisha ***Florodora***

keystones of so many large and profitable retail tea businesses.

Warren Bros. Co.

IMPORTERS and WHOLESALE GROCERS

35-37 Front St. E. TORONTO

D. RATTRAY & SONS

Import and Export

Commission Merchants

QUEBEC MONTREAL OTTAWA

REPRESENTING:

ARMOUR & CO., Chicago
PACKING HOUSE PRODUCTS

ARMOUR LIMITED, Toronto
PACKERS AND PRESERVERS

DA COSTA & CO., Barbadoes
SUGAR AND MOLASSES

J. WALKER & CO., Greenock, Scot.
REFINED SUGARS

JOSE RIERA, Denia, Spain
VALENCIA RAISINS, ETC.

JUAN LLOPIS, Reus, Spain
TARRAGONA ALMONDS

A. T. ZINI, Patras, Greece
CURRANTS, ETC.

AG. RUSSO & FIGLI, Catania, Silicy
SICILIAN PRODUCE

IMPORTERS OF

Linseed, Cod-liver, Seal, Whale, Cod and Porpoise Oils; Pickled Fish

EXPORTERS OF

Maple Sugar, Canada Fir Balsam, Senega Root, Pickled Fish

CANADA'S TRADE ENVOYS

COMMERCIAL AGENTS ABROAD

Canada has fifteen commercial agents abroad. Ten of these, four in England, two in Australasia, one in each of France, South Africa, Japan and Mexico, are of the first class and are em-

F. C. T. O'Hara,
Superintendent of Commercial Agencies, Ottawa.

ployed solely in that capacity at salaries of three thousand dollars a year. Five, four in the West Indies and one in Scandinavia, are of the second class and are all commission agents and for a remuneration of $250 to $500, and the honor of it, act as Canada's trade representatives to foster the Dominion's commercial interests when they conveniently can.

Canada's lust of foreign conquest is all in the world of trade and these are her envoys to the marts of commerce. At the greatest emporium of trade and the heart of empire a gentleman, not of the Department of Trade and Commerce but attached to the office of the Canadian High Commissioner at London, does duty as a commercial agent, and he should be transferred to the department to which his duties rightfully belong. The intent of this article is to tell something of the agents themselves and a little about the Dominion's trade with the countries where agents are stationed.

Canadians are not more interested than they should be in this governmental effort towards trade extension. The expenditure last year was $50,000; this year it will be $60,000, and it should be $100,000. The United States are waking up to the commercial importance of their representatives abroad. A national convention to deal with consular reform was recently held in Washington and a bill has been put through Congress to provide some improvements. At that convention of 200 delegates, representing nearly every important board of trade, chamber of commerce, and other commercial organization in the country, this resolution was passed:

"If the enterprise, the initiative, the ability and the resources of our people were supplemented by that assistance in foreign markets which can be given by a body of thoroughly efficient consular representatives, it is unquestionable that it would facilitate in no small measure the efforts of the United States to achieve that pre-eminence in foreign trade which they have in other directions."

In the Scheme of Development.

President Roosevelt told the convention that the Government had to rely upon them and such as they to make the people "appreciate that the consular service should be in essence a part of the general scheme of business development of the country." He also asked the delegates to bear in mind "that the dearest kind of public servant is a servant who is paid so cheaply that he must render cheap service." Salaries in the American consular service last year ranged from $2,000 to $12,000, and the total cost, $1,332,535, was returned to the treasury in fees, except $144,152.

The German war lord is keen as a Yankee after trade and an agitation is on in the fatherland for consular reform.

To increase the export trade of Canada is the business of the commercial agents. It has nearly doubled in the past ten years and at the present rate of industrial progress in the Dominion should double again in the coming ten. The agents are instructed to study the needs of the locality in which they have been established, especially in regard to those commodities Canada can supply. They have to report direct to the Department of Trade and Commerce at least once a month and as much oftener as they have anything interesting to tell of any of the myriad matters that affect trade. Then there is a branch of the work designated "trade inquiries." Take two samples:

488. Whole Salmon — A Manchester wholesale fish firm will be glad to receive prices of whole salmon from Canadian exporters.

494. Flax Seed—An East Coast firm of oil crushers desire correspondence with Canadian exporters of all classes of flax seed.

This is Getting On.

These inquiries are forwarded by the agents to Ottawa and published in the next Weekly Report. In 1903 there were 144 responses by Canadian firms to such inquiries. This year they are arriving at a rate that will make the year's total 8,800.

At the City Trade Branch of the Canadian High Commissioner's office, London, there is a sample room for Canadian products. There should be such a sample room at every important agency and Canadian producers might be allowed to rent space.

It is not pretended that the service is full grown. Canadian trade is without an official representative in China's four-hundred-million market, and the Chinese are just taking down their shutters. Glasgow, the second largest city in the Empire, is without an indwelling advocate of Canadian trade. There are many

Harrison Watson,
Commercial Agent, London, Eng

other opportunities lying fallow scattered along the trade routes of the world. The West Indian service needs something more than the casual observations of a number of gentlemen each with a large business of his own on his hands. A

special traveling representative might serve the ends of trade expansion there. A man at New York to look after Canadian shipments at that port would be a decided advantage.

The Man in Charge.

The superintendent of commercial agencies is F. C. T. O'Hara, and to him, in no small degree, is due the credit for the preliminary success of this governmental effort at trade extension. He was a newspaperman and to that training a good deal of his alertness and capacity is attributable. Born at Chatham, Ont., and not yet 36 years of age, Francis Charles Trench O'Hara is the son of the late Robert O'Hara, master in chancery at Chatham, and grandson of Col. Walter O'Hara, a Peninsular veteran, knighted by the Portuguese Government and afterwards adjutant-general for Canada.

After a collegiate institute training Mr. O'Hara served the Bank of Commerce at Chatham, Blenheim, Brantford, Windsor and Walkerville, resigning in 1891 to accept a newspaper position in Baltimore, Md. He continued there nearly five years on the World and Herald, passing the various degrees, reporter, state editor, assistant city editor and assistant night editor.

During his work on the Herald he had several interesting newspaper experiences, among them as correspondent during a big coal strike in Western Maryland when the state had several thousand troops in the field for several weeks.

P. B. Ball.
Commercial Agent, Birmingham, Eng.

On another occasion during a big sham fight in Patasco Harbor he was the only newspaperman on the U. S. cruiser "Philadelphia," when, during the action, the magazine compartment took fire. During the court of inquiry afterward it was learned that the ship was very nearly blown to atoms. Mr. O'Hara sent to a Canadian newspaper a somewhat famous interview with Cardinal Gibbons on the Manitoba school question, prior to the elections of 1896, which was extensively copied by the press of Canada.

Upon his return to Canada Mr. O'Hara published "Snapshots from Boy Life," which had an extensive sale a few years ago. In July, 1896, he was appointed private secretary to Sir Richard Cartwright, and was afterwards made chief clerk of the Department of Trade and Commerce, and in July, 1904, superintendent of commercial agencies.

It was Mr. O'Hara who recommended and took full charge of the Weekly Report, in place of the monthly, in February, 1904. By reason of these reports being laid before the Canadian public fresh from the foreign sources he has increased the number of trade inquiry addresses requested by Canadian firms from a monthly average of 12 in 1903 to an average of 739 during the past three months. The total number in 1903 was 151 and in 1904 after the Weekly Report was established 1,164 were furnished upon request. In 1905 the figures were 2,985, and for 1906 at the present rate the number will be over 8,800.

ENGLAND.

Birmingham, Leeds, Manchester and Bristol are the four cities in England at which a Canadian commercial agent is located. The work in London is undertaken by the city trade branch of the office of the High Commissioner for Canada.

The officer in charge of this London branch is Harrison Watson, a Montrealer, forty-two years old. He is a son of the late Chas. S. Watson, for many years managing director of the Montreal Rolling Mills Co., and after completing his studies in Montreal, England, France and Germany, entered a large wholesale millinery house in Paris. Before long he returned to Canada and varied his experience by a brief association with the wholesale grocery and tea trade. Entering the employ of the Rolling Mills Co., he became secretary-treasurer and traveled considerably for the firm in Canada and the States.

Happening to be in London when the England and Imperial Institute was inaugurated in 1893, Mr. Watson was selected to take charge of the Canadian section. When the Imperial Government moved the commercial intelligence branch of the department of the board of trade to the city to be in closer touch with the business community, the Canadian High Commissioner located the city trade branch of his office in the same building. Mr. Watson was located there, but continues his connection with the Canadian department of the Institute. It is also proposed to maintain a small sample room for Canadian products at the city office. The board of trade department receives a good many enquiries about Canada, and the Imperial and colonial officials work in conjunction in such matters.

J. B. Jackson,
Commercial Agent, Leeds, Eng.

Mr. Watson has for some years acted as London correspondent of the Canadian Manufacturers' Association, and was one of its delegates to the last London congress of the chambers of commerce of the Empire.

Specializing in Trade.

London has a population of 6,000,000, but beyond its limits is an outer ring of population aggregating many millions more. In addition to the consumptive demand of London's millions the port is an emporium of the world's products on a scale never before approached and not now anywhere else nearly equalled. After a dozen years' experience there Mr. Watson, when asked recently by a Canadian Grocer representative for some views on the London trade situation and Canada's possibilities there, said:

"The vast extent of the market tends to specialize trade even more than is the case in other cities of the United Kingdom, and even some of the largest wholesale houses handling particular lines do not actually import goods, but prefer to obtain supplies through the brokers, commission agents and merchants who make a specialty of importing.

"Again, owing to its system of specializing, individual firms often limit their operations to a few lines of goods in a particular trade. They consequently handle very large quantities of these goods, and persons selling to them must

be satisfied to receive a comparatively small rate of profit on a large turnover.

"In manufactured and partly manufactured goods in particular London is not a profitable market to any Canadian manufacturer or shipper who does not

W. A. MacKinnon,
Commercial Agent, Bristol, England.

possess facilities for a large output and is not fully equipped for handling export trade. The various trades are very conservative, and buyers are very insistent that goods shall be of the exact type for which a demand exists. In this respect they frequently insist upon points which sometimes appear whimsical and fanciful. The Canadian firm, however, which wished to supply goods to this market must strictly adhere to the instructions given or run the risk of shipments being rejected.

Send Over the Men.

"Should prospects in any line be at all favorable my advice has always been that the Canadian business men should send over someone to personally examine into the matter, as in nine cases out of ten this is the only satisfactory way of establishing a connection, even where business has been inaugurated by correspondence.

"I am also of opinion that it is desirable for the Canadian manufacturer or shipper to entrust his interests to one or more reliable and responsible houses possessing the necessary connection rather than to endeavor to conduct business through the medium of correspondence with a number of firms scattered all over the United Kingdom.

"The chief complaints that one hears about many lines of Canadian trade are carelessness of finish and irregularity of shipments.

"During the last few years United Kingdom houses have devoted much more attention to Canadian trade, and this office daily receives applications from British firms wishing to develop trade in Canada. I think this is partly due to the working of the preferential tariff, the existence of which has become more generally known.

"In this connection I notice a much larger number of British houses sending out representatives to visit the Dominion in order to personally enquire into the possibilities of trade.

"Visits from Canadian shippers and manufacturers' agents appear also to be more frequent, and there is no doubt that personal intervention is most valuable in such matters. I judge that the cream of business is secured by this means."

A World Centre.

P. B. Ball is the Canadian commercial agent at Birmingham, one of the greatest manufacturing centres not alone of England but of the world. He is a business man with 40 years' experience. He began in Guelph, Ontario, in 1865, serving his apprenticeship in a large dry goods store, and went thence to the wholesale trade in Toronto. For some years he was European buyer for Gordon, McKay & Co. Then in 1878 he went into business for himself as a commission agent. He studied methods in the States, and for a time located at Boston as a manufacturers' agent. He returned to Canada in 1891 and opened again a commission business, remaining in that until his appointment in 1903.

Asked by a representative of the Canadian Grocer for a suggestion to Canadian shippers, Mr. Ball said:

"Canadians should be much more thorough both with regard to packing and particulars. Take the fruit trade for instance. I do not think it is as thoroughly done as it should be.

"I believe a good deal more money could be made out of fruit if direct shipments were made instead of having goods shipped to the large shipping ports and auctioned there. The cost of shipment if sent on a through bill of lading would be considerably less.

"Sufficient care is not taken in the classification of fruit, although the Government Fruit Inspection Act has added greatly to the value of shipments.

Live up to the Brand.

"When a shipper has once established a brand, he should live up to that brand. In many cases this is done, and I know that buyers here, if they see a certain brand they do not even ask for them to be opened up, as they know they are all right, and such brands usually command 3s. to 4s. a barrel more than an unknown brand. I have seen myself this season a man pay 3s. per barrel more for a well established brand than he did for a brand he did not know, and which might be good, or might be bad.

"Canadians should come and look

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J. S. Larke,
Commercial Agent, Sydney.

over the market oftener. A few people do it, but not anything like the number that should.

"Canadian honey should command a much higher price in this market than it does, but the reason for this is that there is no absolute certainty of shipments. No direct effort seems to have been made to establish a regular trade.

"One fault to be found with our people is that they will not answer correspondence promptly, which in some cases amounts to positive rudeness.

"Our people are very young in the export trade except in a few specialized businesses such as agricultural machinery, but I should advise anyone doing business in Great Britain to come across the water and study the market and trading conditions. A man should certainly be able to make his expenses at any rate the first trip. There are many articles that I feel certain Canada could export if she can only space the time from her home trade."

Mr. Ball stated that through communication with his office at least 75 firms had sent representatives to Canada to look up business and fully 250 had appointed agents in the Dominion.

Among Makers of Woolens.

At Leeds, another of the great manufacturing centres of Great Britain, notable primarily and historically for its woolens, the Canadian Government has located Mr. J. B. Jackson, K.C. Like so many other educated Canadians, Mr. Jackson taught school for a spell. That

D. H. Ross,
Commercial Agent, Melbourne.

was from 1872 to 1876. Graduating from Toronto University in 1881 he was called to the Ontario bar three years later and practiced law in Ingersoll until his appointment as commercial agent in 1903. To better fit him for his position he took a course of reading on textile fabrics selected by one of the professors of the Textile College in Leeds. Having been brought up on a farm Mr. Jackson knows something of the production at first hand of Canada's agricultural exports, and as a resident of Ingersoll for thirty years he was in close touch with the dairy and bacon industries.

Mr. Jackson's district includes Yorkshire, Durham, Northumberland and Cumberland, a great manufacturing area with millions of toilers and an enormous aggregate appetite for such foodstuffs as Canada has to sell. Other large cities in it besides Leeds are Sheffield, Bradford, Hull, Newcastle, Huddersfield and Halifax. Hull is the third port in the kingdom and the distributing point on the east coast for the imported foodstuffs, having direct lines of steamers to Denmark, Norway, Sweden, Finland, Russia, Holland, Germany, United States and Australia.

Proud and Jealous Port.

Mr. Jackson, in an interview recently with a Canadian Grocer representative, lamented the lack of direct communication between Hull and Canada. "The business men of Hull," said he, "are clamoring for Manitoba wheat, Canadian cheese, butter and eggs, but they cannot get them direct, and they are too proud and jealous of their position as third port in the kingdom to buy through Manchester or Liverpool, besides railway rates in the past to the interior cities have been excessive. Australia realizes the possibility of this field, and has inaugurated a direct line of steamers to Hull, and yesterday the "Poot Caroline," the first boat of the service, was unloading in Hull Australian wool and food products.

"In this district the name 'Canadian' is a magic word," continued Mr. Jackson, "and everything else being equal 'Canadian' goods are preferred. To show how Canadian trade is broadening out, two years ago it was almost impossible to buy Canadian food products in Leeds, at least advertised and sold as Canadian. These goods were then 'American,' and there seemed to be no great distinction even amongst the educated classes between Montreal, Toronto and Chicago, they were all American. Now I can buy in any of the retail shops in any of the cities above mentioned Canadian beef, mutton, bacon, ham, butter, cheese, apples and turkeys sold and advertised as Canadian. Indeed, Canadian products are so much in demand that American and Russian are often sold as Canadian. Canadians should use registered brands, and I am of the opinion that the best solution of the difficulty is a Canadian Government brand for all food products, registered in both Canada and Great Britain."

A Man from Brockville.

Manchester, though only 31 miles from Liverpool, has, with Salford, a population of 800,000, and being one of the

A. MacLean,
Commercial Agent for Japan.

principal manufacturing cities of the world, it seems the right place for one of Canada's commercial agents. The gentleman located there is P. B. McNamara, who hailed from Brockville, Ont., where in 1874 he entered the dry goods business with his brother. Three years later the partnership was dissolved and Mr. McNamara continued in business alone until his appointment to Manchester in November, 1903. During his thirty years in business Mr. McNamara had a good deal of experience with the customs and excise departments. For three years he was engaged as side interests in the manufacture of explosives and for two years in manufacturing logwood.

Fruit Expert at Bristol.

The latest appointment to the commercial agency service in England was that of W. A. MacKinnon, who was commissioned to Bristol in July, 1904. Besides its shipbuilding industries, Bristol is noted for its glass works, potteries, soap works, tanneries, tobacco factories, chocolate factories and chemical factories. Its imports and exports totaled in 1900 $63,500,000.

A graduate with honors of the University of Toronto in 1897 and called to the Ontario bar in 1901, Mr. MacKinnon continued to devote himself to the fruit industry, having been engaged every fruit season from 1890 on on his father's farm in Grimsby, the fruit

garden of Ontario. In 1899 he was given charge, under Prof. Robertson, of the trial shipments in cold storage of tender fruits from Grimsby to England. The next year he took charge of the food products section of Canada's exhibit at the Paris Exhibition and the year following became chief of the fruit division of the Department of Agriculture at Ottawa, enforcing the Fruit Marks Act and having charge of the work of a practical and educational nature by the inspectors throughout the Dominion. The year 1902 he spent visiting the fruit markets of Great Britain and studying their requirements in regard to varieties, grading, packing and packages. The results of his researches were published by the Department of Agriculture. Mr. MacKinnon is now 31 years of age.

Canada's Share of British Trade.

The question in regard to trade with Great Britain is "What kind of a dent are we making in this market of all nations?" This is partially answered by the following figures showing the exports to the United Kingdom of our principal natural products other than mineral and the United Kingdom's total importations of the articles named:

	From Canada.	Total importations
Animals living	$11,795 485	$ 52,709,495
Breadstuffs	18,735,896	318,097,895
Fish	2,314,143	16,259,344
Fruits	2,705,012	20,000,000
Paper	941 314	23,660,000
Provisions	42,800,611	378,384,761
*Wood, unmanufactured	12,294,911	105,156 843
" manufactured	1,310,897	10,145,700

* Not including $5,612,000 worth of woods for furniture other than mahogany.

AUSTRALASIA.

Australasia is divided into two districts for Canadian commercial agency purposes. One district comprises New South Wales, Queensland and New Zealand, with headquarters at Sydney; the other comprises Victoria, South Australia, Western Australia and Tasmania, with headquarters at Melbourne.

The agent at Sydney is J. S. Larke, a gentleman of wide experience, gathered by a varied and intimate association with the educational, publishing, manufacturing and agricultural interests in Ontario. He abandoned high school teaching in Ottawa to become a newspaper editor and publisher in Ontario county and later returned to the Dominion capital a stove manufacturer. He organized the South Ontario Farmers' Association, one of the forerunners of the farmers' institutes now a potent factor in Ontario's agricultural development. Mr. Larke was an original director of the Ontario Loan and Savings Co., and for years took an active interest in municipal affairs, being reeve of the town of Oshawa and chairman of its board of education. At the time of his appointment as commercial agent to Sydney he was commissioner for Canada at the Columbia Exposition, Chicago.

New Zealander by Adoption.

D. H. Ross, commercial agent at Melbourne, is a Nova Scotian, but has been engaged in business in Australia and New Zealand for many years. After three and a half years in the wholesale dry goods trade in Halifax, Nova Scotia, Mr. Ross accepted a position with an Auckland, New Zealand, firm doing a large export business with the islands of the south Pacific, and he did a good deal of traveling for them. The firm retired from business in 1889 and Mr. Ross began on his own account to trade in ship and steamer supplies. He continued at that ten years and in addition started a fish cannery and whaling station. Mr. Ross disposed of these interests in 1897 and joined an agency firm in Brisbane, Queensland, which gradually developed into a wholesale drug concern with a branch at Sydney. It was from this business he resigned to become Canada's commercial representative in Melbourne.

C. E. Sontum,
Commercial Agent, Christiania.

During the fiscal year of 1904-05 the Canadian Government's support of the steamship service between Canada and Autralia amounted to $194,666.

Trade Half Round the World.

The principal articles of export from Canada to Australasia last year were: cotton goods, $179,243; canned salmon, $262,904; agricultural implements, $812,390; paper, $549,680; lumber, $259,349. Only in salmon and paper was a record made. The principal commodities coming this way were: wool, $64,441; tin, $32,081; butter, $20,661; hides, $17,851; furs, $14,550; wood and manufactures of, $12,950. Australia took $25,475 worth of Canadian wheat flour last year, but the inter-antipodal trade in foodstuffs is very small. Three years ago the export of flour to Australia and New Zealand amounted to $587,607. Five years of Canada's trade with Australasia are represented in the following table:

	Imports.	Exports.
1901.....	$164,416	$2,311,405
1902.....	157,237	2,940,247
1903.....	140,435	3,392,399
1904.....	121,423	3,215,583
1905.....	212,746	2,734,856

FRANCE.

A. Poindron, Canada's drummer for trade in France, is a gentleman with a good deal of railway and transportation experience in France. From 1881 to 1888 he was with the Western Railway (taking the English of it), latterly as assistant to the Paris superintendent. For the following three years he was chief of the central service in Paris and secretary-treasurer of a Senegal railway subsidized by the French Government. In 1891 he became managing director in Paris of two tramway companies, one in St. Maur and the other in Bordeaux. The former became amalgamated with another undertaking and the latter was wound up for lack of capital. Thereupon Mr. Poindron was appointed to report upon the prospects and traffic possibilities of a projected railway in Indo-China. In 1897 he became a manufacturers' agent in Montreal and agent in America for the Franco-Canadian steamship line. He was appointed commercial agent in Paris in 1902.

Where Society Figures.

Canada buys from France about five times as much as she sells to her, and the proportion of imports to the total trade is increasing, being 77 per cent. in 1901 and 82 per cent. last year. The total of trade between Canada and France last year was $8,712,977, a very small part of Canada's dealings with the world at large, over $470,000.000, but a very important factor in the social and domestic life of Canadians, particularly the feminine element. More than half our purchases from France last year were made up as follows:

Silks	$ 670,000
Woolen Dress Goods	1,213,897
Gloves	257,509
Ribbons	225,439
Laces	149,984
Buttons	36,996

Hats and Bonnets	47,396
Jewelry	29,062
Furs	199,727
Perfumery	77,689
Castile Soap	58,592
China	77,434
Precious Stones and Imitations	494,426
Wines and Spirits	979,522

The other principal articles of importation were hides and skins, $494,891; cotton and manufactures of it, $100,137; drugs, dyes and chemicals, $231,012; fancy goods other than laces, $184,763; fruits, mostly nuts, $193,301; metals and manufactures thereof, $154,256; optical instruments, $120,106; tobacco and accessories, $84,554; mineral and aerated waters, $52,781; leather and the manufactures thereof, $52,335; glass and manufactures of, $80,595; brooms and brushes, $80,302; carriages, principally automobiles, $40,050; macaroni and vermicelli, $23,480; books, $88,874.

What We Sell to France.

Canada sold to France last year but a little over a million and a half dollars worth of goods, which was $86,000 less than the year previous, but a fair increase over the two years before that. The largest item was fish, $607,953. Then came metals and manufactures of, $448,516; breadstuffs, $211,115; wood and manufactures of, $130,915; canned vegetables, $51,984. A beginning was made with provisions last year and shipments amounted to $15,140. The principal foodstuff sent to France was beans, $105,611, and the next in order of value, oats, $90,323.

The total trade with France in 1901 was $7,084,736; imports, 5,503,405; exports, $1,581,331; and last year, $8,712,977; imports, $7,201,679; exports, $1,511,298. A falling off in our sales of $70,033 in four years is not encouraging. The increase in our purchases is even larger than at first appears. Because of crop fluctuations Canada bought raw sugar largely from France in 1901, the total imports being $786,618. The year following that sum increased to $1,304,615. For two years none of that raw sugar has been imported from France, so that the real increase in other importations from 1901 to 1905 was not $1,698,274 as it appears, but $2,484,892.

JAPAN.

Japan, Canada's Pacific neighbor, could not be very well overlooked in the matter of trade agencies, and Alex. MacLean was sent there two years ago. Mr. MacLean is a man of wide experience. Early in life he had five years' mercantile training. He was many years in the newspaper business, and for fourteen years was contractor for the parliamentary and departmental printing at Ottawa. Prior to his appointment he was engaged as a paving contractor in Ottawa. The Canadian Government assists the steamship line from Vancouver to China and Japan to the extent of $73,000 a year.

Tea the Big Item.

Canada's total trade with Japan has not yet reached the $2,500,000 mark. Tea is far and away the most important article of commerce between the two countries, and the commodity that does most to liquidate our account for the leaf is fish, the salmon of the west coast.

It was in 1899 that Canada made its record in the purchase of Japan tea. Then the bill totaled 11,695,302 lbs., $1,529,196. Last year it was 6,287,630 lbs., $869,501; but in 1903, the war

Chas M. Kittson,
Commercial Agent for South Africa.

year, it was down to 4,355,024 lbs., $673,213.

Despite a half million falling off in the tea trade since 1899, the total business between Canada and Japan was larger last year than ever before. Besides a noticeable revival of the tea trade, Canada's sales to her Pacific neighbor rose from $112,308 in 1900 to $510,925 last year. The largest figures in last year's exports to Japan were: fish, $244,706; cotton and manufactures thereof, $67,613; wheat flour, $62,007; lumber, $52,187; metals and mineral and manufactures thereof, $41,482; fertilizers, $16,545. In 1904 the purchase by Japan of wheat flour jumped from practically nothing to $140,815. Another war mark on the 1903 invoice was condensed milk and cream, $18,183.

Provision Trade Increasing.

The provision trade with Japan, though not large, is increasing. The export of butter in 1901 amounted to $717, and rose gradually to $6,496 last year. The Japanese consumption of Canadian cheese, however, last year, $759, was the smallest since 1900.

The largest sums in Canada's bill of purchases from Japan last year were: tea, $869,495; silk and manufactures of, $487,846; rice, $116,980; earthenware and china, $74,707; carpets, mats, rugs, $41,978; flax, hemp and jute, $35,972; cement (trade begun in 1903), $27,083; articles for the use of fisheries, largely tin cans, $21,225; drugs and dyes, $15,477; brooms and brushes, $23,294; nuts, $18,776; other fruits, $10,188; hats and caps, $18,350. Among the silk manufactures were $88,131 worth of handkerchiefs.

MEXICO.

A. W. Donly, Canada's trade ambassador in Mexico, began his business career in the Federal bank at Simcoe, and after two years became deputy registrar of his native county of Norfolk. After a couple of years at Victoria College, he taught in the Woodstock Collegiate Institute, and a year later went to Mexico and engaged in the book business. The year 1902 found him manager in Mexico for F. P. Hoeck & Co., and in 1903 he became auditor of the railroad watch and time inspection service for the railways of Mexico. He continued at that until appointed commercial agent in 1905. He is 40 years of age.

Canada's trade with Mexico is a small and variable quantity. The record was made in 1903 with a total of $262,609: imports, $125,575; exports, $137,034.

Among imports fruits, and among exports cotton manufactures, spirits and lumber are the only articles that show any degree of trade stability. Our purchases of fruits from Mexico increased steadily since 1900, and last year totaled $18,468.

Mexico buys no breadstuffs from Canada, nor any provisions. The purchases of wood and manufactures thereof, including lumber, last year amounted to $29,388, and that was the largest single item of export. Then came cotton and manufactures thereof, $21,576; next coal, $18,143, the first of that commodity since 1901, when the amount was $27,184. The purchase of spirits totaled $14,507, and of metals and manufactures thereof, principally sewing machines, $8,155.

SCANDINAVIA.

C. E. Sontum, commercial agent for Norway, Sweden and Denmark, is a Nor-

wegian with eight years' valuable business experience in Canada and United States. He was born in Christiania forty-one years ago. When eighteen years of age he came to America, and having no friends took what work he could get. But he got on, and six years later he came to Canada as the representative of B. T. Babbitt, the millionaire manufacturer of soap and baking powder. He was the firm's general agent here, and in that capacity visited every town and village in Ontario and Quebec. After a year of that he went to Europe to represent the firm there and took on also some Canadian business for firms he had become acquainted with during his sojourn in the Dominion.

The next year he opened an office for himself in Christiania as an import and export agent.

It was in 1893 he was appointed commercial agent for Canada. He was in Canada at the time, having been sent to America in the capacity of commercial commissioner by the Norwegian Government. He was intrusted with the same duties the next year. Since opening his office in Christiania Mr. Sontum has handled all kinds of Canadian products, and he has been engaged by Hiram Walker & Sons and the Dominion Radiator Co. to introduce their goods in northern Europe.

A Growing Business.

During the past five years our trade with both Denmark and Scandinavia has greatly increased. Our exports to Denmark have increased nearly fourfold, and in Norway and Sweden nearly sevenfold. The article that bulks largest in value on Canada's bill of lading to Denmark is breadstuffs, last year reaching $83,367, and the next is canned lobsters, $38,302. So to Norway and Sweden, breadstuffs last year aggregated $136,362; canned lobsters, $66,774; metals and minerals and their products, $24,739; ships, $25,600; coal, $36,764. For some years we have bought of Denmark more rennet than any other one article. Last year the value was $6,898, nearly half the total imports. Canada's principal importation from Norway and Sweden is metals. Last year the total value was $60,040. The next item in importance is fish products, $14,680.

The falling off in the trade with Scandinavia in 1905 compared with 1904 was due to the fact that in 1904 an abnormal quantity of metal ore was brought here and of coal was sent there. These two items considerably more than account for the shrinkage.

SOUTH AFRICA.

C. M. Kittson is Canada's trade representative in South Africa, and is one of the younger members of the commercial agency service. He began his business career with Gault Bros. Co., Montreal, in 1890, and served them four years. For a year he was bookkeeper for Law, Young & Co., then transferred his services to the C.P.R. and a year later to the G.T.R. After two years he entered the employ of the Lake of the Woods Milling Co. as bookkeeper for three years, then as branch manager at Toronto, and finally as general agent in South Africa. During a visit home last year he was appointed to his present position. Mr. Kittson is well known to South African importing firms from the Cape to the Zambesi.

Canada has the Big End.

The balance of trade between Canada and British Africa leans far to the side of the Dominion. Last year Canada sold to the African colonies eighty-eight

G. E. Burke,
Commercial Agent, Kingston, Jamaica, W.I.

times as much in value as it purchased from them. These are the figures: exports, $1,883,362; imports, $21,372. In 1902 the difference was many times greater: exports, $3,842,070; imports, $15,806. But that was a war year, when South Africa was not doing much business. It was hay that swelled the sales that year, $2,095,201. Subtract that sum from the total and the volume of trade was a good average with an encouraging increase.

What we bought from Africa last year requires only three classifications: hides, $10,862; wool, $7,458; all other articles, $3,052. The trade in hides is variable. In 1901 we took $27,212 worth, and the year before last $50,920 worth. Of wool five years ago we bought to the extent of $60,841.

Took a Lot of Flour.

By far the largest item in our invoice of sales last year was wheat flour, $903,000, and the interesting part of it is that this demand for Canadian flour which the war created has gone on increasing. The war started a small demand for Canadian oatmeal that has held and increased. Last year the sales totaled $7,700. The grand total of breadstuffs was $1,067,884. The figures for provisions were $116,052, but the year before they were $410,058; in 1903, $179,394; in 1902, $25,347. Another important article of export to Africa is condensed milk and cream, reaching last year the sum of $103,298. Other figures in the export list last year were metals and manufactures thereof, principally agricultural implements, $164,894; wood and manufactures thereof, $171,741; fruits, $23,887; leather and manufactures of it, $33,863; coal, $31,731. The commodities, the shipment of which to Africa last year made a record, were: oatmeal, wheat flour, clothing ($1,682), fruits, leather, agricultural implements and machinery.

The Canadian Government subsidizes a monthly steamship service from Montreal or St. John to Cape Town and two other ports at the rate of $146,000 a year.

WEST INDIES.

There are in the West Indies four paid representatives of Canada's commercial and industrial interests, all appointed in 1892, each a prominent merchant in his own island. They are G. Eustace Burke, Kingston, Jamaica; R. Bryson, St. John, Antigua; S. L. Horsford, St. Kitts; Edgar Tripp, Port of Spain, Trinidad.

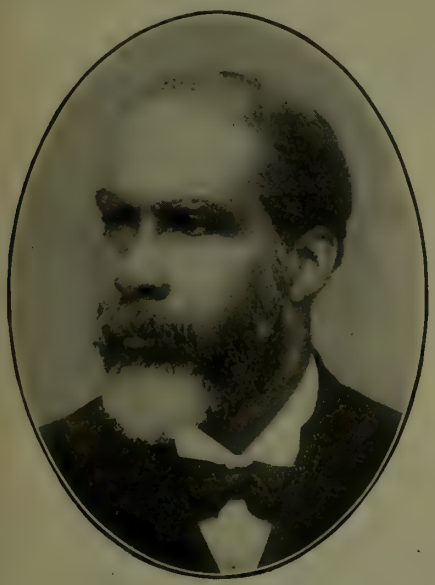
Mr. Burke is a gentleman of 45, a native of Jamaica, and for twenty years has been head of a firm of liquor and provision merchants and commission agents. Four years ago he was unanimously elected by the city council mayor of Kingston.

Mr. Horsford is and has been for years a member of the General Legislative Council of the Leeward Islands, a member of the local Legislative Council of St. Kits-Nevis and a member of the Executive Council of that presidency. He, too, is a general and commission merchant and estates and shipping agent. In that capacity he has done business in St. Kitts thirty-one years, and prior to that in Antigua. For twenty years he has had a branch business in Nevis. Through business and his official relations Mr. Horsford has had exceptional facilities for acquiring an intimate knowledge of trade and opportunities for trade in the Islands.

Succeeded His Partner.

Mr. Bryson, of St. Johns, Antigua, is another estate and shipping agent and general commission merchant, managing director of Geo. W. Bennett, Bryson & Co., Ltd. He succeeded his partner, the late Hon. H. D. Bennett, as Canadian commercial agent upon the latter's demise. His firm are agents for the Pickford & Black SS. Co., which brings him into close touch with Canada's West Indian trade.

Edgar Tripp, of Trinidad, the fourth member of the quartette, is also in the shipping and commission business. He is an Englishman, son of a London solicitor, and was destined for the bar, but early forsook legal for mercantile pursuits, and has been engaged in his present business since 1872, becoming a partner in 1875. Since 1886, with short intervals, Mr. Tripp has been on the committee of the Trinidad Chamber of



S. L. Horsford,
Commercial Agent, St. Kitts, W.I.

Commerce. In 1890 he made a tour through Canada for his colony to report on the prospects for trade with the West Indies; was in Caracas semi-officially in 1901 and represented the Trinidad Chamber of Commerce at congresses of chambers of commerce of the Empire in London, 1896 and 1900, and Montreal, 1903, and at the congress in Philadelphia in 1899.

Sugar the Factor.

Canada's trade with the West Indies increased from $3,205,845 in 1901 to $9,041,187 in 1905. This increase was due largely to Canada's increased consumption of West Indian raw sugar and molasses. In 1901 our imports from the West Indies aggregated $1,280,798, and last year $6,077,013, an increase in four years of $4,796,220. During the same time our imports of sugar and molasses increased $4,747,775, from $999,464 to $5,747,239, leaving for the four year period an increase in other commodities of $48,445.

Canada's sales to the West Indies during this period increased 54 per cent. from $1,925,047 to $2,964,174. It has been a steady growth, but last year the increase was most marked, being $784,400 over the previous year's total. It was due to phenomenal increases in the exports of flour and fish. Up to 1904 there had been a gradual increase in our sales of flour to the West Indies, reaching that year 49,007 barrels, valued at $204,201. Last year they took 131,812 barrels, valued at $642,707. The increase in the consumption of Canadian fish in the Indies was considerable, but not so marked. In 1904 the total value was $829,029, and that was over $100,000 less than for several years. In 1905 the total rose to $1,016,888, an increase for the year of $187,759.

No class of exports to the West Indies has shown a steadier or more gratifying increase than provisions, as shown by these figures for five years: 1901, $86,227; 1902, $100,784; 1903, $179,381; 1904, $196,448; 1905, 225,166. Last year's shipments were made up as follows: butter, $136,038; cheese, $48,681; bacon and hams, $11,303; pork, $15,458; other provisions, $13,686.

Taking last year's figures, the principal articles Canada buys from and sells to the West Indies are these:

Imports—Sugar, $5,039,208; molasses, $705,383; hides, $68,078; cocoa beans and products, $62,591; cocoa nuts, $46,043; oranges, lemons and limes, $47,386; bananas, $21,297; spices, $9,973; rum, $11,108; salt, $8,807.

Exports—Breadstuffs, $927,721 (including wheat flour, $642,707; other flour, $26,905; beans, $54,768; oats, $135,312; peas, $48,647; other breadstuffs, $19,245); fish (mostly cod and herring), $1,016,888; living animals (mostly cattle and horses), $31,040; books, $5,285; coal, $82,559; drugs, dyes and chemicals, $63,132; cordage rope and twine, $27,865; fruits, $15,173; hay, $21,810; leather and manufactures thereof, $35,809; paper, $16,336; provisions, $225,166; potatoes, $72,094; wood and manufactures of, $313,102 (including lumber, $202,410; shingles, $29,807); spirits and wines, $10,525; soap, $17,883; settlers' effects, $1,766.

A JOURNALIST-CONSUL.

It is a wise policy on the part of any Government to recruit its consular forces from the ranks of the journalists. The news-getting instinct and the years of training of the newspaperman stand him in good stead when he is called on to investigate conditions in a foreign country for his home Government.

An outstanding example of a newspaper editor, who is ably fulfilling the duties of a consul in the Province of Ontario, is Mr. George Nicholas Ifft, U.S. consul at Chatham. Mr. Ifft is proprietor and editor of the Pocatello (Idaho) Tribune, which he purchased about twelve years ago. He received his appointment at Chatham in May, 1905, and entered on the duties of his office last September. Though only located in this country a few months, he has already prepared some admirable reports for his Government, which show the results of painstaking research.

Mr. Ifft is a native of Western Pennsylvania, where he was born forty years ago on a farm.

No sooner had Consul Ifft settled at Chatham than he set to work to compile

George Nicholas Ifft.
United States Consul, Chatham.

a series of reports on Canadian trade and allied subjects. That his work has met with the approval of his Government is abundantly evidenced by the frequency with which his reports are quoted not only in the Daily Consular and Trade Reports, issued by the Department of Commerce and Labor, but by the daily and trade newspapers in both the United States and Canada. In the past six months he has discussed a great many questions, including the Canadian forestry policy, the beet sugar industry, American immigration, American capital in Canada, etc. Even to a Canadian, much of Consul Ifft's information is new, which illustrates the thoroughness with which he has made his investigations.

THE PORT OF MONTREAL

Its Continual Growth—Some of the Most Important Improvements Recently Made Neeessary by the Ever-Increasing Trade of the Dominion, and Montreal in Particular—Something About the Exports and Imports Through the Port

Wonderful indeed is the change undergone by the port of Montreal since that day in 1642, nearly three hundred years ago, when the French explorer, Maisonneuve, first stepped from his boat onto the forest island now known as Montreal. Little did he dream that at the place where he touched shore in his small boat there would one day be anchored large ocean greyhounds, vessels which yearly bring into the country thousands of dollars worth of freight—yes, millions of dollars worth—and sailing out of port carry with them to all parts of the world the products of one of the finest producing countries of the world. But such has come to pass, and where a few hundred years ago Maisonneuve's boat was drawn up on the shore of the mighty St. Lawrence, to-day are moored ships of monster size from all parts of the world.

But to come down to a more recent date, to speak of a period within the memory of those still living, what a transformation has taken place! One who had seen the harbor in 1850, revisiting Montreal's port to-day, would not recognize it. But the change has been gradual—the work of time. Every year that goes by leaves remembrance in the shape of some new project completed. Even this year many improvements are under way.

New piers are being erected, old ones are being raised to high level, low level docks are being repaired, embankments, formerly but the rough shore of the river, are being transformed into suitable low-level docks. And these are only a few of the improvements being made. Each year the city of Montreal and her trade are growing, and with this growth comes the demand for increased wharfage, so that where a hundred years ago there was only a very small waterfront, there is now in the neighborhood of seven miles of wharves under the control of the Montreal Harbor Commissioners.

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Portion Montreal Harbor, showing large new elevator

The Harbor Commissioners.

This body was instituted away back in 1830, to take over the general management of the harbor. The number of its membership has been augmented from time to time as it has been found necessary. Originally it consisted of three members, but this has been gradually increased until at present the board consists of eleven members, six of whom are appointed by the Governor-in-Council, and one each elected by the Montreal Board of Trade, the Chambre de Commerce du District de Montreal, the Montreal Corn Exchange Association and the Shipping Interests. The mayor of Montreal is also a member ex-officio during the tenure of his office.

The Government has loaned large sums of money to the Harbor Commissioners for the improvement of the port; improvements which were rendered necessary by the ever increasing business of Montreal and the Dominion.

There is some talk of changing the composition of the Harbor Commission, but as yet nothing has been done toward this end.

At present, as has been stated, the board has under its control seven miles of wharves. These extend from Victoria Bridge on the west to Longue Pointe Church on the east. Those piers lying between Windmill Point and Victoria Pier (opposite the C.P.R. Viger Station), both inclusive, are high level, as is also Tarte Pier, opposite the St. Lawrence Sugar Refinery in Maisonneuve. The rest of the wharves, which include one wharf at the Locomotive & Machine Company's works, Longue Pointe, and one opposite the church, also in Longue Pointe, are low level.

Splendid Railway Connection.

A very important work which has just been completed is the building of an embankment running from the end of the wharves in Maisonneuve to below the House of Industry in Longue Pointe, in order that the Great Northern Railway may have direct connection by rail with the harbor. It might here be stated that the wharves are well equipped with railroad tracks to facilitate the handling of merchandise. These tracks are all under the control of the Harbor Commissioners, who allow running rights on them to such railway companies as they may see fit. Up to the present time, the C.P.R. and the G.T.R. are the only companies possessing such rights, but this season and hereafter the G.N.R. will also be able to run their cars direct from their main line to the harbor by means of rails laid along the embankment recently completed. It is easy to see the benefit realized by merchants in being able to have their merchandise loaded directly from the ship in which it arrives in Canada to a waiting car on the wharf, as in this way the goods are handled much more expeditiously than they could otherwise be, besides which the handling is thus rendered much less expensive.

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The new G. T. Grain Elevator

Two Great Grain Elevators.

In 1902, owing to the necessity for some means to properly handle the grain trade, the commissioners commenced the erection of a large elevator capable of holding 1,000,000 bushels of grain. This was completed and put into operation in August, 1904, since which time it has given the greatest satisfaction. The Grand Trunk Railway recently built a large grain elevator. This also holds 1,000,000 bushels, and no doubt will be found of the greatest use this and succeeding seasons. The first elevator mentioned, which is known as the "Harbor Commissioners' No. 1," is situated at the foot of St. Sulpice street. The G.T.R. elevator is situated between Windmill Point and the canal basin. There are also several coal-handling plants by which coal can be transferred from vessels directly into cars.

The Permanent Wharf Sheds.

The building of permanent steel wharf sheds is being rapidly proceeded with, and by the end of this season it is expected that seven two-storey sheds will have been completed. The balance, also seven in number, will, it is hoped, be finished next season's end. Long has the building of these sheds been under contemplation, but at last they are being constructed, much to the satisfaction of every merchant who has any interest in the shipping trade, for the need of proper sheds has been a long-standing want.

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One of the new Steel Sheds (under construction)

The dredging of the ship channel is going forward apace and within two years, it is expected, the work will be completed. When finished the channel will have a uniform depth of thirty feet.

These are a few of the most important improvements on foot and which have been made. Other and less important improvements and repairs are always under way. For instance, at present the wharves in the vicinity of the busier high level piers have been laid with granite blocks. It is the intention of the commissioners to lay the whole of the docks between McGill street and Victoria Pier in this manner. Victoria Pier, used by the R. & O. Navigation Company for river boats, and the Laurier Pier in Maisonneuve, used for the lumber trade, are laid in scoria blocks. It is apparent that Montreal is destined to become one of the greatest ports in the world in the way of equipment for the convenience of the shipping trade and in means for facilitating the proper handling of merchandise.

"Made in Canada" Abroad.

Canadians have every reason to feel proud of the place their country occupies in the commercial world. Her exports, taken generally, show tremendous increases every year, and the same may be said of her imports. In each particular line, with a few exceptions, the volume of trade has increased each year. The export trade of Montreal, which at one time was confined almost solely to Great Britain and the United States, is branching out all over the world, and as our Canadian products are received in foreign countries in

ever increasing quantities, it must be conceded that there is quality in the goods. The three words, "Made in Canada," are beginning to have a meaning abroad which cannot help but be most beneficial to Canadian merchants.

In looking over the volume of the export trade, it will be seen that the United Kingdom still imports from Canada in greater quantity than any other country in the world. The United States is also a splendid customer of Canada. Business is developing, however, with South Africa, Belgium, Holland, Mexico, and other countries. It is pleasing to note the efforts of the Government to develop trade with Italy. Newfoundland. Australia and the West Indies are also taking a part of Canada's exports, and are contributing their share of our imports.

Perhaps, in order to give a more comprehensive view of the export trade of Montreal, it might be well to take the past season, 1905, and give some idea of the trade of that year, comparing it with the business of former seasons.

During the season of 1905 no less than 833 ocean-going vessels entered and cleared the port of Montreal. This means thirty-seven more vessels than entered port in 1904, while the customs collections showed an increase of $675,827 over the previous year.

The Butter Trade.

Never has the outlook for excellent butter trade been so bright as it is at present. The quality of the butter made by Canadian farmers is becoming better and better, and consequently the demand for it in foreign markets is increasing steadily. The United Kingdom takes greater quantities of Canadian butter than any other country. In the markets there, the quality of our butter, which has been constantly improving, has attracted much attention, and sales have increased in consequence. Denmark, Ireland and Canada compete strongly for supremacy. At present Denmark holds first place, but it is expected that before very long Canadian butter will wrest this position from the Danes. The number of packages of butter shipped in 1905 showed an increase of 83,000 over 1904, and an increase of 23,500 over 1903. The value of the butter shipped was $7,397,492, an increase of over two millions over the value of the shipments in 1904, and in the neighborhood of three and a third millions increase over 1903. These figures speak volumes for the growth of the export butter trade. Ten years ago the value of the butter exported was $1,800,000, while about five years ago the exports were approximately $3,000,000. As has been stated, the principal demand is from the United Kingdom, England particularly, but the business with Japan and the East is rapidly increasing. The South African trade is also being developed. Butter is received at Montreal for export from all parts of Canada, arriving in special refrigerator cars. Although Bristol held first place as importer of Canadian butter for three years, last year London was first, then Liverpool, Bristol, Glasgow, Manchester, South Africa, Leith, Mexico and Cuba. There has been a great increase in London's importations in 1905, they being nearly 95,000 packages over 1904. To suit English importers the greater part of the Canadian butter for export is put up in 56 lb. tubs, not in tubs containing 70 lbs., as formerly.

Trade in Cheese is Growing.

The last ten years have brought with them a tremendous increase in the export cheese trade of the Dominion. This trade is almost entirely through the port of Montreal. In 1896 the value of the cheese shipped from Canada was $11,605,000, and the returns for last year show that the amount realized was $18,029,358, which is certainly a great increase. In 1905 the number of boxes of cheese exported showed an increase of over 6,000 over 1904, the number of boxes exported being 2,121,101. Here again we find the Old Country our chief market. London imports in the largest quantities, then come Liverpool, Glasgow, Manchester, Belfast. While the imports of some of the ports show a falling off occasionally, new markets are constantly springing up which in the end tax the Canadian exporters to the utmost to supply. For instance, the imports of Canadian cheese to Cardiff last year showed a most astonishing falling off, but this was completely offset by the increased imports of Hull, (a new market for Canadian cheese), Cuba, Mexico and South Africa. Indeed London and other large markets in the Mother Country showed greatly increased imports, which, however, can only be regarded natural in view of the ever increasing volume of Canadian export trade.

For the last four years the export

Decrease in Export of Eggs.

egg trade has been falling off. Egg merchants are inclined to hold their eggs as much as possible for the Canadian market. The prices ruling here, particularly last year, have been such as warranted as little export business as possible. In many cases losses have been sustained by dealers who made contracts with importers on the other side, on account of these high prices which prevailed in Canada.

Montreal Leads America.

A fact which is perhaps not generally known, and one which should be of pride to Canadians, is that Montreal leads the export centres of America in the volume of its export dairy trade. This may seem astonishing, but it is none the less true. The amount of cheese exported from New York, which comes after Montreal, for a period of eleven months ending November, 1905, was 12,889,860 lbs. The export of cheese from Montreal for a period of seven months, in 1905, was 169,688,080 lbs. The amount of butter exported from New York during the same eleven month period in 1905, was 12,296,500 lbs., while Montreal's exports for the same seven-month period as before mentioned totalled 34,406,940 lbs. If ever figures spoke for themselves these certainly do so. It will be noticed also that the periods covered by New York and Montreal, respectively, show a difference of four months in favor of New York.

Canada's Grain in Europe.

Montreal is a great grain exporting centre. During the shipping season one sees vessel after vessel loaded and sent to its destination in some other part of the world. In the neighborhood of 21,000,000 bushels of grain were shipped from Canada last year. This is an increase of over eight millions over 1904. Wheat, corn, oats, barley, rye, flaxseed, peas and buckwheat are the chief lines in demand on foreign markets. The United Kingdom and Belgium are our chief foreign grain markets. Belgium, or Antwerp to be exact, imports large quantities of every line mentioned with the exception of peas. Holland takes wheat and corn in fairly large quantities. Germany, France, Mexico and South Africa all import more or less Canadian grain in the course of the season. Italy also imports considerable Canadian wheat.

Live Stock Trade Flourishing.

The live stock trade is flourishing and every year increased business is noted. Last year there was an increase of considerably over five thousand head in the number of cattle exported. In all 118,296 head were shipped, chiefly to Liverpool, London and Glasgow.

Sheep, too, occupied a prominent place in this line of trade last season, no less than 21,036 head being shipped to various points, particularly Liverpool and London.

Shipments of Lumber and Hay.

The lumber trade with foreign countries, although showing in 1905 an increase over the previous year, was in volume considerably below the years 1902 and 1903. There was shipped

through Montreal in all 157,031,256 feet of lumber. The hay trade, like the lumber business, shows variations. Last year the shipments amounted to 504,000 bales, which is a decrease of 35,000 bales compared with 1904, and of 87,000 bales compared with 1902, while it is an increase of 44,000 over 1903. There was also used for cattle feed during the season 18,000 bales, which must be taken into consideration when making up these figures. Liverpool may be called the chief import centre for Canadian hay, although London and Glasgow are not far behind.

Other Lines Exported.

One could go on indefinitely reciting Canada's exports which pass through the port of Montreal, but space does not permit, nor doubtless has the average reader any desire to go into the matter in detail, yet there are a few other lines which occupy important places in our export trade which it would be only fair to mention. For instance there is flour. The trade last year was not so good owing to the scarcity of wheat. Towards the end of the season, however, there was marked improvement. It is only just, also, to mention our Canadian apples. Towards the latter part of the shipping season if one were to visit the harbor of Montreal, he would see immense piles of barrels all full of the choicest Canadian apples, being loaded onto vessels going to Great Britain, France, South Africa, Germany, Belgium, Mexico, Holland, and numerous other countries.

Canned goods are becoming what might be called a staple export line. While a few years ago England was practically the only country importing our canned goods, to-day we are shipping them to nearly every country in Europe, to Mexico, South Africa, and other countries all over the world.

From what has been said in the foregoing, the reader will recognize the place Montreal holds among the export centres of America. The volume of trade transacted through the port of Montreal in 1905 is most encouraging. The imports are no less so. Indeed it is stated on good authority that one-third of the exports and imports of the Dominion pass through the port of Montreal.

It is extremely doubtful if Montreal is ever going to be displaced as a shipping centre—it certainly will not in this generation. With the dredging of the channel increased trade is bound to come to Montreal, and with increased trade the port will grow, and this will aid in the growth of the Dominion, which shows what an important part the port of Montreal plays in the affairs of Canada.

"ROASTING" THE CREDIT MAN.

Here are some of the latest sparks from the "old man's wire." The head of the house has just grabbed the telephone transmitter—and this is what happened:

Hello! Get me the credit department. Mr. Jacobs? Yes, I want to know about the Cadillac failure. Not so bad as reported, eh? You mean to convey a wavering hope that we've got one chance in forty of getting our money—or part of it. That's encouraging. But, say—

Eh, how's that? Unjust? Hit a man when he's down? Well, maybe I am hitting you when you're down, but I'm doing it so as to make you get up and take hold again like a man, instead of getting panicky as you are.

Fact is, I wasn't going to speak about the Cadillac loss at all. What I am kicking about is not as much the loss of that eleven hundred as your loss of nerve over it, which has made you turn down that new grain supply company of Oxtail Crossing.

Eh? No basis for credit? Who says so? What did you really find out about those fellows? Do you know that the K. T. has made a secret shipping contract with four big ranches, and that Oxtail Crossing is the shipping point?

And did anybody tell you that young Haffen, of whom the commercial agency says "was railway brakeman," is stepson of old man Wright of the K. T., and that he really steered the whole shipping job?

Eh? You can't be expected to know all of this? You are expected to know it. And if you hadn't let that Cadillac loss scare you into fits, you'd have learned it just as I did. I have inside information? Don't you think it—I'm no clairvoyant. This information didn't come to me by spirit rappings or wireless. The whole story was told me by a plain man—a man who called on you two days ago. He was just bursting to tell you about it. But you froze him stiff. Who? The best customer on the books—Jim Crothers of Martinville. Yes, I know. Martinville is a long way from Oxtail Crossing, but if you'll dig up your reports, you'll find that Jim Crothers' wife's brother is a big rancher in Texas and he's located near Oxtail. That's the answer.

Jim came to see me after he called on you Thursday. Had his coat collar turned up, and his ears looked white, like they'd been frost-bitten. I asked him what the trouble was.

"Br-r-r-r," says he, "I just got a frost. That credit man of yours—." Then he told me the whole story. No, Jacobs, I'm not roasting. I'm showing you that you turned down the best account of your life because your sources of information, which are the basis of your credit—the tools you work with—are not as sharp as they should be. Your system of reports accurate? Yes, you've bragged about that often. If it's true, there must be something wrong with the man who runs the system, for you didn't let it tell you Jim Crothers' brother-in-law lived at Oxtail Crossing.

You've a reputation for tact, but your tact balked at Jim because he smells so strong of the stables. And finally, you let one blunder in the Cadillac matter lead you into a worse blunder on this account.

Get a better credit man? I'd like to, Jacobs, but I can't. That job's for you. It's up to you to get me a better credit man by making a better credit man of Mr. James Q. Jacobs, the present incumbent. Think that over. Good-bye!

HE TOOK BROOMS.

Two old fellows in New Hampshire were the sharpest things in the way of bargaining. Cy Pettingill made brooms for a living and Ezra Hoskins kept a store. One day Cy came in with a load of brooms and the dickering began.

Cy was a man who could see a bargain through a six-inch plank on a dark night, and Ezra could hear a dollar bill rattle in a bag of feathers a mile off. Well, they began, and their conversation was something like this:

"Ezra, I want to sell you these brooms."

"All right, Cy, I'll take them."

Cy said: "I don't want any store bargains, I want cash for them."

They talked and gadded a while, and then Ezra said: "I'll tell you what I'll do, Cy. I'll give you half cash and half trade."

Cy took a fresh chew of tobacco, pulled a straw out of one of the brooms and said:

"That'll be all right, Ezra."

After he had put the brooms in the store, Ezra said: "Here is your money, Cy, now what do you want in trade?"

Cy looked around for a spell, cocked his eye up to the ceiling, stuck his cud in his cheek and said:

"Well, if it's all the same to you, Ezra, I'll take brooms."

It is curious to learn that the pugnacity of the lobster kept in tanks is due to its want of sight, the strong light blinding it, and thus it seizes upon anything that comes near it. It cannot see its food, and is guided entirely by its "feelers," or antennae and antennules, with which it whips the water.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

SEASONABLE CHATS BETWEEN SEASONS

Many retail grocers never advertise either in newspapers or by circular. They perhaps could not tell you just why they do not, but from "sounding" one or two grocers I am convinced that an incorrect view of the value of space is the cause for much of the silence.

Don't Despise the Small Ad.

A grocer kind of reasons to himself that if he cannot afford to advertise on a large scale he cannot afford to advertise on a small scale. One way costs too much, the other way, he thinks, shows his hand.

Now, you cannot pick up a paper — daily, weekly or monthly—but you are greeted with the inch and the page ads. Each man has his reasons for his choice; each looks for results, each believes he is doing a good work for his business.

Every grocer ought to run an ad of some kind. If you do not care to use more than an inch space, have that space filled with some newsy remarks about special prices, seasonable arrivals, or have it contain a snappy phrase — changed each issue.

Never sit down and believe you can hold your trade without effort, that other grocers' advertising cannot harm you, that your custom is a sure thing. In one of the largest cities in America there dwells a wholesale grocer who lost a big soap trade because a new concern delved into publicity and went for old methods at a lively clip. That was quite a number of years ago, yet the ex-soap wholesaler still says he cannot see how it happened. While he is talking about the past, his travelers, right now in the present, are having a harder task each trip to persuade their "regulars" to repeat coffee orders. The regulars want to try an advertised line, want to know if another wholesaler can do better for them. So you can see yourself that in "Old Method's" case soap history will soon be repeating itself in the form of "Good-bye, coffee custom!"

Publicity safeguards your trade and pilots in newcomers. Be a publicity grocer.

"Write for Catalogue."

It is a mistake to imagine that because a manufacturer asks you in his advertisement in the trade newspaper to "write for catalogue," that doing such will obligate you to buy.

The manufacturer is naturally anxious that you should see his catalogue; but there are also good reasons from your standpoint why you should see it.

In the catalogue of to-day there is necessarily much information. The manufacturer knows that to appeal to his readers he must state facts a-plenty, apart altogether from personal talking points. Many of these facts make useful knowledge for the merchant; for instance, from a booklet on "Light" the following is culled:

"Many valuable displays are nightly thrown out of commission just as they are beginning to be most effective, while others are not operated at all during the evening hours, because of the high current cost involved with a low efficiency lamp."

A little statement like this comes in handy for the merchant who lights up his window by electricity. It shows that if the light diminishes in power, or runs up too big a bill, there's something wrong and it can be remedied, with consequent saving of dollars.

Then sometimes in catalogues, on such as glassware, for instance, a brief history of the industry is given, and pointers on how to distinguish goods that at first glance appear to be the same — hints any person might thankfully accept.

By all means gather in the catalogues and booklets—they cost you nothing. When the manufacturer says through his trade paper, "ask for catalogue," depend upon it he has something to tell you in it.

Keep Your Eye on Farmers' Trade.

The town retailer with a large farming trade is to be envied. While the farmer doesn't usually spend as much as the city patron, he is not half the trouble to wait on, because he never "shops," delivers his own goods, and generally pays spot cash.

The mail order man recognizes that the farmer is a good asset, consequently he sends "literature" to him. Such "literature" cannot affect your business, except on a few lines, but the trouble is if you do not advertise the farmer is apt to grow into the way of trying the stores that do advertise, because the literature "gets him going." This means that you must not stand still, you must adopt the best means for advertising.

The weekly is the farmer's delight and in the weekly paper your ad should always appear. If you live in a place that cannot boast a paper you had better issue a store paper yourself once a fortnight.

The farmer doesn't want any fuss. But he wants attention and value for his money. Every successful grocer gives both these.

Coming Out on Top.

Most people imagine that when the big city house gets into the town man's territory the latter is going to feel a "pinch."

In many cases—perhaps the majority—this really happens. Yet a general merchant in Ontario, writing us the other day in regard to advertising criticism, referred to a recent triumph of his over a big 'un as if there were no need to clap him (the merchant) on the back.

Part of the letter read as follows: "Kindly ask your critic not to mention ——— (a seed house) name in connection with the seeds. ——— (one of the biggest department stores in the world) are flooding the country with circulars advertising 15 packages for 25c., so we had to head them off here by going one better."

"Going one better"—that's the stuff successful merchants are made of, afraid of no mail order Goliath, fit for any emergency, defender of trade while there's a round of ammunition, and withal a-w-a-k-e.

It pays a merchant once and awhile to lose a little profit and deal a big blow. If your customers see you are not going to permit any inroads on your territory by outsiders they will think more of you, and this "thinking more of you" will be manifested by fidelity of custom.

Any person who ponders for a moment must see that there is a large element of risk attached to "long distance" orders.

In the case of seeds, for instance, people may be sold vetch for sweet pea (as has been done) and where does the reimbursement come in? On the other hand, when people buy their specialties from the man who the year round has given them satisfaction on general lines, they place the onus upon him of main-

taining the standard and he is right there in turn to answer.

Hit out in the newspapers with the anti-mail order argument whenever you feel you are being rubbed against.

Pointers on Expensive Circulars.

Occasionally circulars printed on high grade paper come in for review. The cost of such paper is just about double the cost of ordinary stock, and while the ordinary stock is not to be recommended, there is always the happy medium.

A grocer says to himself: "I am going to send out an extra nice announcement." A calendered paper is selected and the circular run off. But on close examination this grocer discovers that his circular doesn't look much better than the one previously printed—on ordinary stock, too. Why?

In the small printing offices type faces get battered quicker, and are put up with longer, than in city shops. Also the art of "dressing on" is not so highly developed. Consequently a "shiny" stock simply serves to show up the imperfections.

If the pressman tries to get around the difficulty by running lots of ink he may "bring up" the old letters, but the good letters "smear."

If you want "right results" from a small office choose a "novelty" paper. Nearly every printer has some in stock. The manufacturer or dealer furnishes him with samples.

Regarding Mottoes.

A good motto is an advertising force. It appeals to the buyer. It makes you and your business known. It acts as a stimulus for the whole staff.

But the motto used must be a striking one. It must, to a certain extent, be original. It must stand for more than mere words.

Of course, by motto is not meant a limited phrase solely. It might be expanded into a set of principles to be placed at the head of all your newspaper advertisements and on booklets, etc.

In this connection the principles of the Bee Hive Store, Lacombe, Alta. (Horne & Spice) are well worth noting:

"The essence of the Bee Hive way is to serve our customers as we would be served ourselves.

"To show that no one need haggle or shop. That the price we quote to one customer is the only price we have—the same to all.

"In a nutshell—so to serve our customers that, in all ways, the Bee Hive way shall be to them a synonym for the square deal."

Never allow hackneyed expressions like "If we please you, tell others; if we don't, tell us," "The house of quality," "The honest store," that almost two-thirds of the merchants use now and then—never allow such expressions to usurp the place of a motto in your advertisements.

The easiest way to get a suitable phrase is to partly make one—in your leisure scan some of the masterpieces (particularly blank verse) and from these you ought to secure suggestions.

To obtain a set of principles worthy of a permanent place in your advertisements you must sit down and write, then pigeon-hole what you write, then re-write it, and then show it to somebody else—not a competitor, though.

By that time you ought to have evolved an impressive bit of reading, the kind that makes the people say "I like the cut of that fellow. I like the way he says things."

ADVERTISING CRITICISMS

THE EXPERT'S OPINION ON SOME RECENT ADS.

When an advertisement is well displayed, has the necessary balance, and a finished border effect, it appeals quickly and effectually.

When an advertisement is well written, with arguments clear, diction pertinent and statements tenable, it convinces surely and conclusively.

Just such an advertisement is that of F. & J. Morley. The compositor used good taste in his border selection and good judgment in his setting.

The talk on tea is terse yet ample. The reasoning is continuous but not over bold. The conclusion plain, but proper.

The Morleys chose a nice sized space. In keeping the advertisement down to a single theme they made its effectiveness greater. In making that single theme a line likely to suffer by package goods they manifested business sagacity.

Sanderson & Co.'s advertisement is rather unique. Grocers seldom devote much attention to jam, though there is no adequate reason why they should not.

The "jam" advertisement here shown is characterized by its artlessness more than anything else. Statements are made with few adjectives—each item is its own argument.

The prices are brought out well, and considering the size of the advertisement, it was important that they should be.

In the Daily News, St. John's, Nfld., J. J. St. John runs some attractive advertising. The typography is not particularly striking, but the matter is excellent. Here is the way J. J. St. John talks:

"It's so easy to get good groceries, and at low cost! Have you ever thought of it? You have, but you decided it was a pretty tough proposition. Well, we are prepared to show you that it's "dead easy." Buying and selling is our business, and we'd like you to give us a chance to show you that it is to your advantage to buy from us."

Then in bold face letters come seasonable items and prices. J. J. St. John's "open" style is a taking style. It should be cultivated by those grocers who are inclined to "hold themselves back."

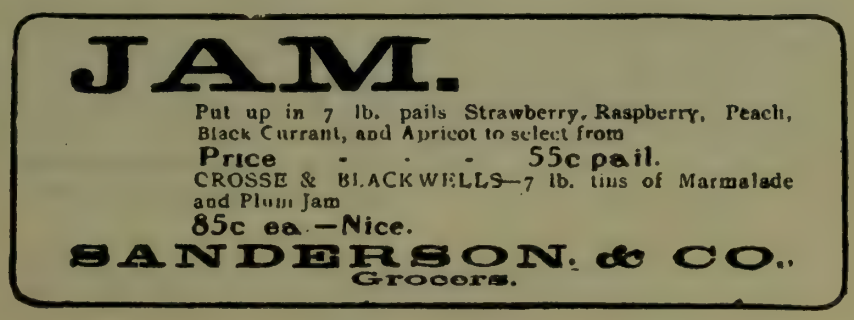
Toye & Benedict, of Nelson, B.C., have taken up the "one line" advertisement scheme and are running some creditable specimen in the Daily News.

The advertisement under review is on sausage made from young corn-fed pigs and put up in packages.

There is first-rate display in this advertisement, and the price is well brought out.

Joy, also of Nelson, devotes fifty-five lines, single column, to "bread." He takes occasion to lay great stress on the particular brand of flour that he knows will make the best bread. Mr. Joy has his advertisement set so that no one will make any mistake about the name of the flour.

"Kirk's Grocery" appears at the bot-


JAM.
Put up in 7 lb. pails Strawberry, Raspberry, Peach, Black Currant, and Apricot to select from
Price - - - 55c pail.
CROSSE & BLACKWELLS—7 lb. tins of Marmalade and Plum Jam
85c ea.—Nice.
SANDERSON & CO.,
Grocers.

tom of a solid advertisement in the Yarmouth Light. Seeds are given chief attention, and a special note is made on molasses. Kirk's announcements are unadorned, but they are assuredly direct.

In large type "Market Square Grocery" and "E. T. Marsh" are quickly seen in the Trenton Courier. Mr. Marsh is rather generous with space, but no doubt he gets "full publicity" for his generosity. He makes brief mention of flour and feed, tea and eggs, and his talk is over.

This method is sufficiently effective when there is little opposition, but if another grocer is on your trail you have got to get into the "reason why" class.

When the Hespeler Herald is opened one of the first things to meet the eye is G. M. Henry's advertisement. In a recent issue of the Herald Mr. Henry had an especially pleasing advertisement on taffy. Sounds rather silly, doesn't it? But Mr. Henry made the talk interesting and undoubtedly got many orders. He doesn't believe a grocer is tied down.

Mr. Henry's advertisement is an admirable example of the "white space" triumph. The compositor evidently was given just the right number of words and he did just the right thing with them.

Cowansville, Que., has a very liberal advertiser in E. Goyette. The style of the advertisements is not particularly impressive, as far as lay-out is concerned. But the first thing that strikes the reader is the abundant sincerity of this grocer. His desire seems to be to tell "the truth and nothing but the truth," and no attempt is made to garnish the truth. It is unfortunate that so many "spelling" errors occur in the advertisement under review. In display lines especially, errors are costly. Mr. Goyette should see proofs.

Anderson & Beattie, Hespeler, have a fine advertising style. I can do nothing better than quote a recent advertisement of theirs headed "Groceries":

"There are groceries and groceries—good groceries, medium groceries and mighty poor groceries.

"We handle only the best groceries, and we endeavor to hand them over our counters at about the medium groceries' price. That's a commendable endeavor, isn't it?

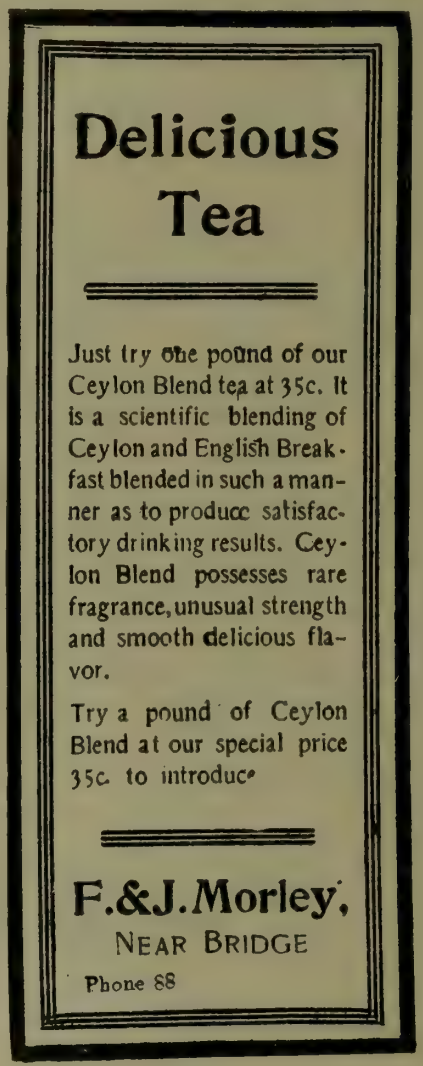
"We would like to have a chance to prove that we are the king-pins in the grocery trade in this town. Will you give us the opportunity?"

This is a vein of writing rarely evinced by retail grocers. It is really an outgrowth of the manufacturers' ponderous appeals.

Not an item is mentioned, not a price is given, not a single name appears, but the ways of Anderson & Beattie (the all-important thing) are dwelt on—to an apt conclusion.

This advertisement is a model; it illustrates what I have many times said: "In the retail end the man is a more vital factor than his goods. Other grocers sell just what he sells."

It would be well for grocers in general to occasionally vary their present advertising style by substituting "the man


Delicious Tea
Just try one pound of our Ceylon Blend tea at 35c. It is a scientific blending of Ceylon and English Breakfast blended in such a manner as to produce satisfactory drinking results. Ceylon Blend possesses rare fragrance, unusual strength and smooth delicious flavor.
Try a pound of Ceylon Blend at our special price 35c. to introduce
F.&J.Morley,
NEAR BRIDGE
Phone 88

for the goods." Advertising of such a calibre does more than sell goods to-day. It builds up a reputation for to-morrow.

A. A. B.

TAKING ADVANTAGE OF OPPORTUNITIES.

A crash of glass, a scurry of feet, then a confused roar of angry and excited voices. Some small boy had hurled a rock through a large glass window and then taken to his nimble heels. He was around the corner and lost in a crowd in a few seconds. Who could identify him?

Curiosity.

A crowd gathered in front of the store and in a few seconds the proprietor, red and puffing, appeared. The bystanders pressed closer, eager to hear what he would say. They could see that he was angry, but their motive was not sympathy so much as curiosity. They expected to see wildly waving hands, denunciations of the small boy, of the crowd around, of the town and the police force. They were disappointed.

The man called to a blue-coated officer hurrying up, informed him of the facts, turned and examined the broken glass, gave some instructions to an employee who had followed him out, and started back into his store.

Ingenuity.

An acquaintance touched him on the arm. "Pretty mad, ain't you?" he queried.

"Too late now; it would do no good," responded the merchant with a rather forced smile.

"Must have had your window insured," suggested the acquaintance, with a leer.

The merchant flushed, but answered calmly: "My friend, I will have to pay for the window unless the boy is discovered and his parents pay. I expect to have to suffer not only for the inconvenience, but for the cost of the glass. It would only make me ridiculous to gesticulate and yell and curse everything and everybody, and it would not do any good. Isn't this a better way?" and he pointed to the window, where now a clerk was placing a newly painted window sign which read, "We know you are eager to get to our $1.29 bargain waists, but you will be waited on sooner if you come in through the door."

The Laugh.

The crowd laughed merrily as they read the sign, but it was not at the expected impotent rage and the fury of the merchant wasted on the air. It was at his ready cleverness and skill at turning annoyance and disaster into benefit to himself. The smile of the merchant was less forced during the day as he saw the people gather about the broken window, and beheld many of them enter the store, examine the bargains and buy at that and other counters. He had established his ability in the minds of the many. Later some of them even went so far as to say that he hired the boy to break the window. The man had a right to be hot about the damage done to his window. He was hot, no doubt, but he kept his head level and endeavored to turn his trouble to account. There is reason for his success.

THINGS THE GROCER SHOULD KNOW

BERMUDA ARROWROOT—ITS MANUFACTURE*

W. T. James, a wholesale merchant of the city of Hamilton, Bermuda, is now the only manufacturer of Bermuda arrowroot. Somewhat past the meridian of life he is a fine example of the successful Bermudian business man. Big,

Digging Arrowroot "Stick."

genial, hospitable and progressive, he has made his own way and is now one of the most prominent men in the community, carrying on a large importing, exporting and distributing business and, at the same time, ably filling the position of president of the Bank of Bermuda and devoting much of his time to the city of which he is mayor.

The Factory Itself.

The arrowroot factory is in the rear of his fine residence, Bellevue, in the

Samples of Arrowroot "Stick." The twisted roots have been bent out of shape by obstructions in the soil.

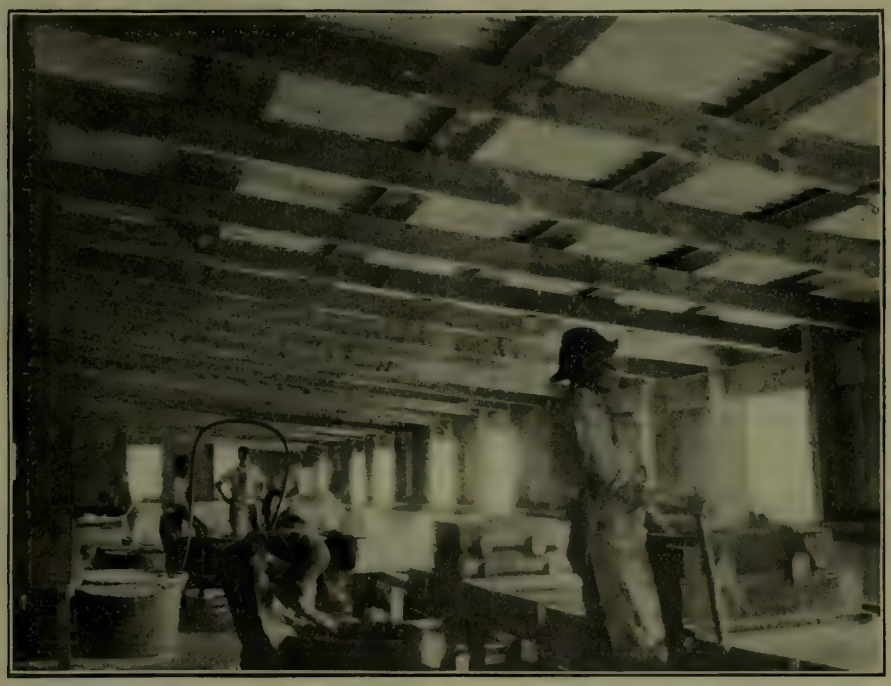
parish of Paget, about one mile and a half from Hamilton. Built upon the side of a hill facing the sea, it has three different floors running down the incline.

Washing the Root.

The green root or "stick" is received from the farmers on the middle floor, weighed, and there peeled by hand—women, boys and girls being employed in this work. It is then thrown into large cement vats and well washed twice, a long handled kind of wooden hoe, called a rubber, being used to move it about and cleanse it thoroughly.

The Process Itself.

The next process is the grinding; this is done by a specially made mill, a large



Interior View of Arrowroot Factory.

circular metal drum with holes punched through from the inside, making its outer surface like an enormous kitchen grater. As this drum revolves the "stick" is caught between it and a movable plate that presses it against the grater, and thus torn into pulp, which is carried to the lower floor where the "starch" is separated from the fibre. This work is also done by hand, and several men are engaged in it. Oblong wooden sieves, about four feet long by two feet wide, and six inches deep are, in that case, used. The upper one, which collects most of the fibre, has a brass wire bottom eighty meshes to the inch, and when the starch has been rubbed through this with the aid of a constant stream of water from a hose held by the operator, it falls into the second sieve, which has one hundred meshes to the inch. This and the third sieve, with one hundred and thirty meshes to the inch, collect any remaining particles of fibre, and the product washed through is pure arrowroot in the paste form.

The Cleansing Process.

After a final washing in a tight bottomed tray to further whiten the product, it is allowed to stand for some time, the clear water is then poured off, and the wet arrowroot taken to the upper floor where, after being placed in a very fine heavy canvas bag, it is put into a large screw-press worked by two able-bodied men, and seventy per cent. of the water forced out of it.

Finishing for Market.

The drying of the resulting "cake" is the next process, and as it is all important that the finished product be absolutely clean, great care is taken in this operation. Wooden trays about the same size as the sieves, but much shallower, are used for this purpose. In each of these about ten pounds of cake is distributed: they are then laid on

* The above interesting article is contributed by Mr. Archdale Wilson, Hamilton, Ont., who has recently returned from a business trip to Bermuda.

large movable racks holding three tiers of trays, which may be run outside the building when the weather permits. It is in this part of the process that the "sparrow hawk" whose portrait is shown in accompanying illustration makes himself useful. The English sparrow abounds in Bermuda, and as he has a great liking for arrowroot, it takes the eye of a hawk and considerable physical energy to keep him away from his coveted meal. As the arrowroot dries it is broken up by hand, and when this process is completed it is finally put through a mill that breaks it into course powder and is then packed for shipment.

Room to Increase Output.

The annual output is not as large as that of a popular food product should be, and Mr. James is well aware that it could be greatly increased. Most of it is sold in England, the balance in Canada.

The Good Reasons.

For several reasons Bermuda arrowroot is considered superior to that produced elsewhere. In the first place, only pure rainwater is used in its manufacture, and the finished product is therefore free from irritating mineral matter. Secondly, dust being practically absent owing to the generally moist condition of the atmosphere and soil, a perfectly clean article can be produced; and lastly, quality being the maker's first consideration, the greatest care is taken in each stage of its manufacture.

Offal Good for Feed.

About sixteen per cent. of the gross weight of the "stick" is saved in the form of pure arrowroot, fifty per cent. is fibre—most of which is returned to the soil for manure—but that saved from the two fine sieves is fed to pigs or ducks.

Origin of the Name.

Upon inquiring as to the origin of the name arrowroot, I find a difference of opinion exists. One writer claims it was so called because in former times the natives of the West Indies found a poultice of the crushed root was an antidote for the poison then used upon arrow heads, but this idea seems very far fetched. The elongated conical shape of the root tips, as seen in good specimens, and the fact that where the soil permits it shoots straight down sometimes to a depth of thirty inches are, I think, much more plausible reasons for giving it that name.

Always Secures the Prize.

Mr. Jones, the factory manager, is a middle-aged Bermudian who has been identified with the making of arrowroot from boyhood. He takes great pride in his business, and when competition has been keen, always managed to secure the prize for quality at the local agricultural exhibitions.

BLENDING COFFEES.

Nearly all high-grade roasted coffees that are marketed to-day are blends, and no branch of the business requires so much knowledge and skill as scientific blending.

The three requisites of a perfect coffee are strength, flavor and aroma, and to secure these attributes goods should be specially selected with a view to their combination. Very rarely are these properties found in one straight lot, except in finest Corinchie Javas, but their cost is so high that they cannot be used by the average buyer. Usually it requires three coffees to supply these elements and each should have the maximum of the characteristic sought. To obtain this, however, is no easy task, for actual drinking value does not depend upon price, name or reputation. Those concerns who wish to find such goods must not only have the very necessary faculty of cultivated taste, but must carefully test in the cup a great many coffees in order to find a very few which are up to the standard.

A "Sparrow Hawk" on duty.

Strength.

Strength is the important element of the ideal blend, and the coffee supplying this should be used in largest proportion, say about 40 per cent. Comparatively few growths will answer, and it is better to use one which is free from any marked characteristic in flavor. Javas, of course, are the best basis, but like all coffees for a particular purpose, the right kind must be used. Old Bucaramangas are the next best for such use, and high altitude Mexicans also are suitable when they are two or three years old. In this connection we might say that the finest cup quality is never obtained in new crop coffees.

Flavor.

After strength comes flavor, and this is best supplied by a bright acid coffee, preferably one having full body as well. Goods for this purpose are nearly always in good supply, as rightly selected Mexicans, Bogotas, Costa Ricas or Guatemalas—if genuine Cobans—will answer.

Aroma.

Blue Mountain Jamaicas are undoubtedly the most valuable for adding aroma but their supply is so limited that they can only be obtained about one-third of the year. Genuine Oaxaca Mexicans are a satisfactory substitute, and, next to Jamaicas, are the most aromatic coffees grown.

The above is applicable only to high grade blends. Santos, not even the best grades should ever be incorporated in these, for at best this growth is merely a filler. Santos is, of course, the principal grade used in cheaper blends, and in about equal proportion with natural Coatepec Mexican a heavy drinking cheap blend is obtained, this latter coffee having great strength, and therefore carries the Santos.

HOW PINEAPPLES GROW.

Pineapples do not grow on trees. Imagine a plant four feet in extreme height from the ground to the tip of the leaves. A single stalk at the surface, but dividing at once into sword-like blades, or leaves, fifteen in number, from the centre of which appears a stiff, upright stem, at the top of which is the fruit. This stem is short and the crown of the fruit when fully grown is a foot or more below the points of the leaves.

At the end of a year and a half from planting each plant produces a single fruit, even as a cabbage plant produces a single head. But the pineapple does not die after fruiting once. Down on the stem below the fruit and among the long, narrow leaves a sucker appears. If allowed to remain this will soon become the head of the plant and within another year it will yield another fruit.

This process may go on for a term of years. In the meantime, however, other suckers will make their appearance. These are broken off and when stuck into the ground they put out roots and become other plants. Thus a single pineapple plant may produce a dozen or more others while it is yielding fruit from year to year.

There are as many good varieties of pineapples as of other apples. All of them are good, but some are better than others. To ascertain the best variety and then to environ and cultivate it so as to ascertain the highest grade of fruit is the ambition of the high-grade pineapple growers of Florida.

SOME VARIETIES IN RAISINS.

A few years ago raisins, or "Valencias," to use the term by which they are more generally known, were unknown in many departments of trade in which they now figure prominently, and it is difficult to predict how far their use may be extended. The great difficulty in adapting them for confectionery and such like purposes is in the extraction of the seeds. The raisins rapidly go candied when the seeds are taken out, but there are seedless varieties on the market now, and these may be made to subserve the purposes of the confectioner.

Insignificant as these goods may appear as a commercial article yet it is true that certain districts in Spain depend almost entirely on the trade in this fruit, for the support of their laboring populations and for the revenue of their landed proprietors.

Three Varieties.

The three varieties of raisins that are in most frequent demand are known as the Valencia, the Malaga and the Almeria raisins. These names are derived from three districts in Spain, where, as has been remarked, raisins are almost the only industry prevailing.

Where Valencias Flourish.

The Valencia variety are grown chiefly in the district around Cape San Antonio in the Province of Valencia, Spain. They are not grown as is often supposed in the neighborhood of the city of Valencia, which district is unsuitable for the culture, being too far north and in which the orange industry takes the first place.

Denia, a seaport town in the south of the Valencia province, is the chief outlet for the consignments of Valencia raisins which find their way to England and to the countries of North America in great quantities.

The system of production employed in each of the three districts is very nearly the same. The Valencia variety is somewhat less sticky than other kinds, because after they are gathered they are dipped in a solution of boiling lime called in Spanish "leija," which causes the saccharine matter to exude to some extent.

The Valencian industry employs many laborers, though their number is small when the area under this culture is taken into consideration.

The Malaga Raisin.

The district of Malaga, from which the second variety of raisins is named, is situated further south, in one of the divisions of the famous Spanish province of Andalusia, the warmest country of Europe.

The raisin district extends along the coast of the Mediterranean about fourteen miles on either side of the town of Malaga. This district is shut away from the inland country by the long range of the Sierra Nevada (Snowy Mountains), a rugged and steep line which attains great heights in some places. Between the Sierras and the sea cliffs there are a number of smaller heights which afford the best land and situations for the industry of raisin growing. Though so highly favored in position, travelers say that this region is apparently barren and is most forbidding in its appearance.

The raisin industry, with some fishing, forms the staple industry throughout the district. There are raisin vineyards on every hillside, and they do not appear very much different from ordinary vineyards except that the vines are pruned nearer the ground.

The Malaga raisins, like those of Valencia, are carefully prepared by the peasantry and a great improvement in the methods of packing has lately taken place. The whole country is more or less connected with the industry and though the profits made by the growers strike an Englishman as being small, both they and the landowners declare themselves quite satisfied with the state of things. It should be added that, largely owing to English and American intervention the methods of preparation and packing now adopted in the Malaga district leave nothing to be desired in the important matter of cleanliness.

The Almeria District.

The Almeria district is very like, both in its physical and industrial features, that of Malaga. The Almeria raisins are also carefully prepared and well packed, and the parties concerned seem to think that their industry is a very satisfactory one. The English market receives the largest consignments of Spanish raisins, but the trade with Canada and the United States is greatly increasing. The Almeria district suffers considerably on account of the imperfection of railroad facilities; indeed, it is only quite recently that the town of Almeria, though for years an important fruit port, has possessed a railway station.

MAKING OF MOLASSES.

Quite a lot of interest has been aroused lately in regard to Barbadoes molasses, particularly as to the difference between what has been known for years as "choice," and what has been put on the market within the last two or three years as "fancy" molasses, or "syrup." To really understand the difference one has to know something of the process of sugar-making. After the canes have been crushed the juice can be brought to be sugar either by what is known as the "open kettle" process or the "vacuum-pan" process.

The former process is considered antiquated, but is still used to a large extent in Barbadoes, Antigua, and some of the other West India Islands, and consists of boiling in open pans, provided with steam coils, the heat being continued until crystals of sugar begin to form, or until the density indicates sufficient cooking. When the density of about 30 degrees Baume has been reached, the liquid is termed a "syrup," and when, after further boiling, this syrup is cooked to a stiff mass, it is termed a "masse cuite" — a French term for "cooked mass." This "masse cuite" is then put into hogsheads with holes perforated in the bottoms through which the sugar drains, and this draining is what is commonly known as Muscovado molasses, or what has been known to the trade as "choice grocery molasses."

What has of recent years been sold as a "fancy" molasses is really not molasses at all, but inverted sugar, and is obtained by the addition of a small quantity of hydro-chloric acid to the syrup in process of boiling and when it has reached a density of about 35 degrees Baume. The addition of this acid produces a chemical action called "inversion," which prevents the syrup from forming a sugar.

There is no process known to chemists which can alter the condition of the sugar after it has been inverted, or bring it back to what it would ordinarily have been—"sucrose," or sugar.

THE WILD LIQUORICE PLANT.

The liquorice plant grows wild in many parts of Turkey in Asia and Asia Minor. The Mesopotamian liquorice trade is greatly increasing and is becoming more lucrative.

The greatest height attained by the wild liquorice plant is ten feet, but the average is about four or five feet. The branches are much esteemed as firewood at Bagdad and other places. They are remarkable for keeping dry during humid weather. In the northern parts of Asia Minor, liquorice grows wild in great profusion and excellence, and there can be no doubt that if the trade was taken up with energy, as it should be, there might be an increasing and profitable trade.

The soil in that part of the world is especially suitable to the liquorice plant. At the present time there are about 5,000 Arabs who earn their living by digging up the liquorice roots and carrying them to the huts where they are dried.

At Basrah there are large factories where the roots are prepared by hydraulic power and then exported to Europe or America.

IDEAS FOR THE INDUSTRIOUS

STICK EVERLASTINGLY AT IT.

Lord Roberts, in a recent speech, declared that one of the best qualities that a person—man or woman—could have was that of "sticking to" whatever they took in hand. I find it a quality that is considerably lacking. Whether we are growing worse or not in the "sticking" property I do not know, but the majority of people are peculiarly deficient in adhesiveness. I have a young woman friend who has during the last two years studied in turn to be a nurse, a sanitary inspector, a governess, and a dressmaker. She is still undecided, and is still as unqualified for any one of the occupations as she is for others. My male acquaintances have many of them hovered between learning something of a dozen occupations. They have tried each just enough to get disgusted with it and to imagine that something else must be much better.

I receive numerous letters from correspondents who are manifestly immensely wearied of even "sticking" to the United States. They would like to try Canada, Japan, South Africa—anywhere. They seem perfectly incredulous when it is pointed out to them that the particular occupations they are engaged in are such as offer starvation prospects in those parts of the world. Anything for a change. Some of the writers admit to having already tried one or two continents. Can I suggest anywhere where there are good prospects for them? They are perfectly willing to change their calling, if necessary, to adapt themselves to the place.

Distracted by Success Stories.

This kind of people, I notice, have a knack of inclosing cuttings from newspapers, recording the wonderful success of some one in the occupation they are thinking of adopting.

"You will see by the inclosed cutting," writes a young woman, who states that she is a waitress in a tea shop, "what money some actresses make. Mrs. Brown Potter, it appears, has made $20,000 a year. Do not think I am foolish enough to imagine I could earn that, but there must be many much lower but still substantial salaries, when the heads are paid like that. What do you think of the stage as a profession for girls?"

A big publisher told me that the appearance in a newspaper of the huge sums made by Marie Corelli, Miss Braddon, and other authors, inundated him with letters, the writers of which wished to know what they might expect to receive if they wrote a novel. The statement that Rufus Isaacs, the great K.C., received a fee of a thousand guineas with his brief in a certain case, and a wonderful "refresher" each day that the trial lasted, made so many people write to the editor of a legal weekly as to what they might expect to earn if they became barristers, that for three weeks he ran a standing announcement:

"To correspondents wishing to know what is the average income of a barrister: The average income of most barristers from the pursuit of their calling is nothing a year."

Fever for Change Ruinous.

The report of some person doing better than ourselves causes us to prick up our ears in a marvelous fashion. It has just the same kind of effect as the stories of enormous treasure to be found on the Spanish main had in inducing young fellows to go to sea in the olden times, or the romances of the gold discoveries in various parts of the world have in our days. The imagined discovery that there are better things to be done than they are doing is positive distraction to thousands.

This restlessness and fever of change is not confined merely to occupation. The head of a big students' commercial college was deploring to me the other day the varying moods of the scholars.

"For a month they go in for German; then something hurls them off to French. They have no sooner got over the novelty of that than they have discovered that to get on in life they need something quite different," he groaned.

"Usually, having learned nothing to the point of its being useful, they declare that nothing is of any good. These are the students who say that, having acquired modern languages and a dozen other qualifications, they found them perfectly useless."

These people are to be found in thousands. They have not the gift of "sticking to it." More or less, we most of us lack this gift, and to the lack of it is to be ascribed an enormous amount of failure in life. It is a perfectly true saying that "It's dogged as does it!"

"I have known more people succeed through what we might almost call sheer obstinacy—grim tenacity of purpose—than through any other quality," said Carnegie.

Stick to it for Years.

Just think how some people "stick to" things. It took Edison seven years of work—seven years of battling with constant and inexplicable failure—before he perfected one invention. "And now it seems so simple," he says. Mr. Thomas, the sculptor, worked ten hours a day for three years on the wonderful statue of "Lycidas," which all London has lately been going to see.

"Even in learning how to ride a bicycle," remarked Archbishop Benson, "people will pass through three stages. First, the enthusiastic stage, when they expect to get on and ride like the wind. Secondly, the disgusted stage, when they are sure they will never ride at all. Thirdly, the triumphant stage, when it is done!"

The three stages apply to most things people take up.

"You resolve to do a certain thing," said Prof. Blackie, "because it offers you certain advantages. It is the advantages you think of, and not the doing of the thing. That's a mistake, when carried too far, and it is carried too far when you are in such a hurry to grasp the advantages that doing the thing becomes too tedious for you!"

Rush of Work Don't Pay.

There was a case some time ago where a painter had been commissioned by a millionaire to paint his portrait. In order that the picture should be an exceptionally good one, he offered to pay a remarkably big price for it. The portrait was so bad that the millionaire refused to take it. The fact was that the artist was in such a hurry to get that unusual sum of money that his greed would not allow him to take his time over it. He "rushed" the work and failed.

It is the desire for the success we want which makes us often too impatient to gain it. Moltke said that in war the greatest fault of many generals was eagerness to do things too fast. Just remember how the Japanese sat down round Port Arthur and waited—waited till the time was ripe.

Staying Power Only Counts.

When I see young fellows immensely enthusiastic over some new study they have taken up to better their position, I wonder what, in the words of Lord Rosebery, their "staying power" will prove. All persons concerned with horses know that in a race it is not the horse that is most impatient and dashing at the start that holds its own. Human enthusiasts in that way, too, are apt to prove disappointing performers. They picture triumphs that do not arrive, and even moderate success appears a failure so ghastly as to damp all their energy.

"Progress in life wants taking coolly," said Lord Beaconsfield. "Attaining success is often something like catching a train. You will see one man walking at a good pace that he can keep up till he gets there. Another runs till he cannot progress at all. Vast numbers of people are always getting pumped out!"

It was a shrewd observation. "Spurts" in life are of little good, though we are apt to believe that other people do a great deal with them. They seem to us to get what they want so easily.

Reap Rewards in Few Days.

Whistler, the artist, once was asked how long it took him to paint a certain picture, for which he had received some thousands of dollars. He replied that he had painted it in about five days.

"Do you charge that huge sum for only five days' work " asked his examiner.

"And for the thirty years or so of labor in learning how to paint such a picture," he answered.

There is nothing more delusive than the ease which people have acquired by prodigious labor of which one sees nothing.

In a case in the courts the other day a tradesman admitted that in a shop he had opened he had taken in money that brought him in a profit of close on $200 a day.

"So you just fit up your shop, take down the shutters, and open the door, and the public rush in to make your fortune," remarked the counsel examining him.

"Ah! But I had been in business forty years before," replied the witness, "and upon getting that stock together I had spent three years' hard work!"

The barrister's client had opened a shop in opposition just across the street, and could not make out why it did not answer. The trick of success seemed so easy. But having taken down his shutters and opened his door, he found the public did not patronize him.

Attacks of Mental Indigestion.

I heard one of the cleverest women of our time say that there was no work which had to be performed day by day that was not felt by the worker at times to be drudgery. It is. I have myself heard men engaged in what the public regards as rounds of perfectly ideal work complain at times bitterly of the drudgery of their lives. But they did not allow the feeling to become habitual. It was just a temporary attack of mental and moral indigestion.

The best workers are liable to these passing disturbances. The bad worker loses his head in them and tries to dodge them. That becomes drudgery, too, in time, when it has been repeated sufficiently often. Then he sits down and finds his drudgery in daily lamentation and protestation that nothing is any good.

The only way when one gets an attack of this kind is to set this truth and "stick to it," and politely but firmly ignore all invitations to "go in for something else" with "no drudgery attached to it."

NEVER REST CONTENT.

(By Arthur Brisbane.)

In life to-day there is altogether too much content. It has many less pleasant names, such as self-satisfaction, complacency, even vanity—for vanity is only an aggravated form of self-content. It is a clog to progress, an obstacle to success, something that every man must conquer if he is going to help himself, and incidentally be of service to others.

We know that a great many moralists and teachers assert owlishly that content is the only thing worth having, and that the spirit of unrest and worry which we see everywhere about us fills early graves and recruits sanitariums and asylums. But had man always been content with his lot, had not a longing for something better been divinely planted in his soul, we should still be eating raw flesh and living in caves.

Seen from the Start.

The boy who goes into the world to earn his living learns very soon that it is impossible to be contented and successful at the same time. If he is satisfied with the way things have been done before him, satisfied with the little beginner's wages that are paid him, he stays a beginner all his life. He never gets more pay because he is never worth more, he is never given better work to do because he is satisfied to know nothing besides the task that is set him.

Happily there is a little discontent in most men—in the greatest men discontent is the chief characteristic. Stephenson, not content with traveling in a slow coach, went to work to invent a better means of locomotion, and the steam railway was the result. The men who came after him were not satisfied with what Stephenson had done.

Where the Public Benefits.

And still the discontent with present railroad methods is working constantly to make trains safer, to force the men who own the railroads—who are very well content with things as they are—to do still more for the people who travel, and sacrifice some of their profits to the public good.

Every political movement that has given people more freedom has been the result of discontent. The rulers have always been satisfied. But every year or two the discontent of the people has been organized and progress toward better things has gone steadily on.

What is true of the whole people is true of single men and women. The dissatisfied, restless man, neither content with himself nor his surroundings, struggles with difficulties through his whole life for the sake of improvement.

To Be Independent.

Not pleased with himself, he tries to learn more, to do more, to add to his earning capacity, that he may some day be independent of the poverty that is sure to be the lot of the man who boasts that all his days are spent in serene content.

For the man of high principles there can be no content in his life. If his own affairs are in good condition, if he prospers beyond his dreams, and has put his family beyond the reach of want, he can see on every hand conditions that he must do his best to improve before he has any right to be satisfied.

Plenty To Be Done.

You cannot leave your house without seeing something that ought not to be. A child who cannot be educated because there is no seat for it in school, a horse that is beaten because it is not strong enough to do its work, a gray-haired old woman, forced to scrub floors to earn food for the children of the children she has borne.

Do such things fill you with content?

Be sure that if you are contented now, you will not be contented by-and-by.

Every day of content now will cost you long weeks of discontent when you are no longer able to do the things you ought to do, and the peace of mind that you hope for in old age will be in exact proportion to your present discontent, and to what you do at its promptings towards making the world better for yourself, your family, and for all those less fortunate than you.—New York American.

BUSINESS MANAGEMENT

By Howard R. Wellington.

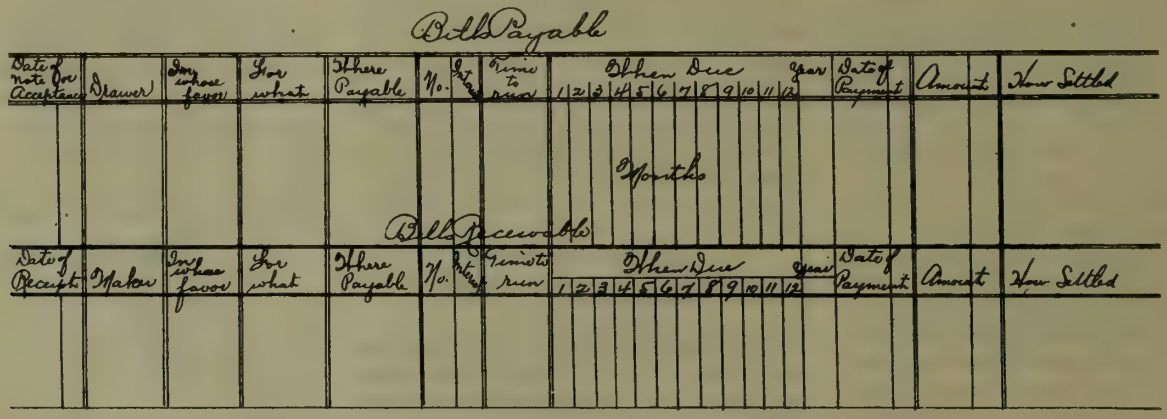
(Continued from issue of April 20th.)

RETAIL MERCHANT'S ACCOUNTS AND RECORDS.

It might be well to introduce here the different books to be used in recording the transactions of a comparatively small business—the journal, cash book, ledger (as shown in last issue), and, if found necessary, the bill book. The various methods of recording sales will be taken up in a later issue.

The Journal.

This book, sometimes termed "the day book," is abandoned by the majority now-a-days so far as recording daily transactions of cash or sales, etc., is concerned, the cash book and sales records being used for posting direct to the ledger. However, when opening a set of books the journal is used, or in making entries which, by their nature could not properly be made through the other mediums, the journal is a necessity. Entries adjusting differences in accounts, writing off bad debts, closing entries, etc., should all be made through the medium of the journal.



The Ledger.

The ledger is used for the final summing up of all business transactions, where all information as to balances at the debit or credit of accounts may be ascertained.

Debit.

When there is a balance at the debit of an account it must be one of two things—an asset to the business or a loss. Anything of value to the business, such as real estate, cash on hand, merchandise on hand, accounts owing to the dealer, is an asset. Any other balance at the debit of an account must be in the nature of an expense, and is therefore a loss. Debit what is received.

Credit.

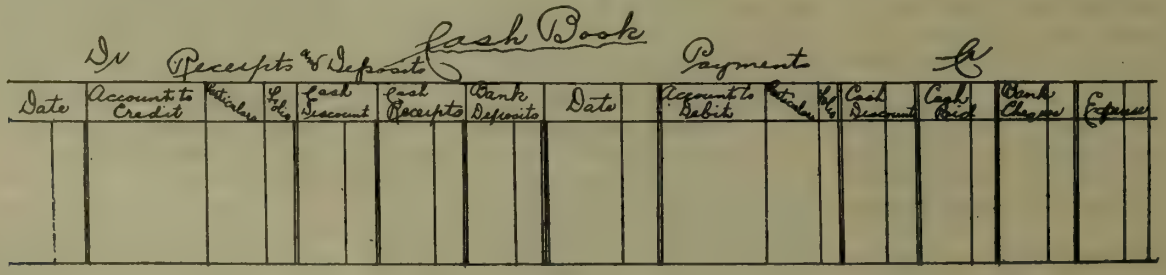
When there is a balance at the credit of an account it must be either a liability or a gain. If the balance represents a personal account owed by the dealer, or an acceptance made by him, it is a liability; if other than an amount owed it must be a gain. Credit what is given.

In a retail business it is very desirable to have, in addition to the date of sale and the amount, a full description of the goods in the ledger, in order that these particulars may be readily obtained for customers when rendering statements. As this method necessitates writing the various lines sold three times—first when the salesman takes the order, secondly when the lines are posted in the ledger, and thirdly when the monthly statement is sent out—systems have been devised whereby one additonal writing only will be necessary by using a loose-leaf ledger with a monthly invoice or statement form in duplicate inserted opposite each ledger account. The lines sold are entered from the original sales slip to this invoice form, and the total of each sale posted to the ledger opposite. The original is sent to the customer as a statement and invoice combined, and the duplicate remains for reference in the ledger. (Illustrations will appear in a subsequent issue.)

The Bill Book.

In a business where accounts are settled by note mostly, it would be advisable to have a bills receivable and bills payable account in a separate book ruled specially for that purpose, the bills receivable in one end of the book and the bills payable in the other.

At the end of a period the total of bills payable book may be posted to the credit of a bills payable account in ledger, and the total of bills receivable posted to the debit of bills receivable



account in the ledger, if desired, or the amounts taken from the bill book itself for the trial balance.

This form combines the cash and bank accounts. When cash is received from a customer, he is credited with the amount received, the cash being entered in "cash receipts" column, and cash discount (if any) is entered in column headed "cash discount." When a deposit is made in the bank the amount is entered in the "bank deposit" column on the debit side, and in the "cash paid" column on the credit side. When cash is paid out the creditor or expense account is charged, the amount being entered in the "cash paid" column or "expense" column, as the case may be, the total of the latter column being posted to the ledger at the end of each month instead of posting each entry separately. When a cheque is made on the bank, or a bill accepted payable at the bank, the amount is entered in the "bank cheques" column. At the end of the month the amount on hand and in the bank may be readily ascertained by adding the cash and bank columns on the receipt side and deducting the total of the cash and bank columns on the payment side.

(To be continued.)

THE ADVANTAGE OF SYSTEM IN BUSINESS.

Systems in business have been used from time immemorial as aids to right progression. Joseph, of old, averted a famine through a system of storing grain, and since his time every one has acknowledged that where any sort of work can be reduced to a system it is all the better for it to be so. It is not always a fact that systems are admired. The young head is much more inclined to advance in business by enthusiasm and personal effort. As he gets older he perceives that some things, at any rate, are best tackled by system, and from that point he gradually comes to include more and more in the system category.

Extremes to be Avoided.

It is to be feared that this admittance has its reverse side; older heads sometimes come, by sheer habit, to include everything in system methods, to the exclusion of individual enterprise and new ideas. It is unfortunate when this is so, because it generally means that activity is deadened until some change is made in the personality. On the whole, however, more danger results from neglect of system than from its over-adoption, and if a warning is needed at all it is to the effect that a famine in success may be averted by a judicious dependence upon system. Systems are, however, treacherous things, almost as treacherous as figures themselves. A system sometimes begins to percolate on a man's ideas until he no longer recognizes anything out of the usual groove, and he becomes an automaton in his methods. However much it may benefit his bookkeeping and his stocktaking, no amount of argument will make it plain that such an effect is an advantage for his business success. The individual who is proprietor of a business has to remember that, at a pinch, he can obtain assistance for his systematic work, but he cannot obtain a new supply of energy and enthusiasm. These must not be allowed to rust for any system at all, otherwise the neglect may come to be dearly paid for.

Two Sides to a Business.

The most advantageous way of utilizing system without the risk of much loss of initiative power, is probably to recognize from the first that trade consists of two parts; that which can be systematized, such as bookkeeping, stocktaking, prices, and buying work, and that which can decidedly not be systematized, such as selection of neighborhood, specialty of goods, personal participation, and other features of initiative work. Within the sphere of the one, system must be supreme; any laxity of adoption quickly tells its tale in unpleasant leakages, inexplicable losses, and all sorts of errors and confusion. Within the other sphere, inventiveness must be supreme, and any attempt to supplant it by automatic aggrandizement and bulk increase ends in confusion.

To take an example, a turnover, provided it is of a healthy nature at all, will of itself increase from month to month according to the expansion of the needs; but it is a very unambitious method of courting success, by waiting for it to come to your very doors. The probability is your neighbor will not — which means a confession of comparative failure. On the other hand, to neglect in any way the systematic checking and utilization of the figurative part of the business is obviously to court danger. It is safer for an individual to be too systematic rather than unsystematic, but it should be recognized that to be either extreme is not necessary.

Initiation must have a place in any concern, and initiation from its very nature is not system; it is above system, it must not be trammelled by system. No one yet, it may be said, made a fortune by systematically planning to make it; the system may have secured success when it has come, and may do, moreover, the inestimable service of preventing any serious slipping back, but the real penetrative power has been the fertility of ideas and enthusiasm of enterprise.

System and Inventiveness.

Let it be believed, therefore, that system must only be used within its sphere, but that within that sphere it is supreme; and inventiveness has only to be used within its province, and likewise within that province it is supreme. Admittedly the two spheres are not easily adjusted; at one time it appears that it is all system which is required, at another that nothing but inventiveness will help matters. The point with each one is to attempt to realize the boundary between the two, and not to neglect or misuse the one at the expense of the other, and it is a point worth trying.

A SIMPLE METHOD OF FIGURING PROFITS.

A business writer has added another article to the list of those recently published on the subject of how to figure a profit in the retail business, and as a practical method of figuring he suggests the following methods:

Subtract the cost from the selling price, the difference, of course, being the profit. Divide the latter (decimally) by the selling price, and the result will be the true profit, thus: Cost, $5; selling price, $8; profit, $3, and $8 is contained in $3 .375 times, showing the profit in this instance to be 37 1-2 per cent.

Below will be found a table that may be helpful to the man in a hurry.

To make a profit of 16 2-3 per cent., add 20 per cent. to cost.

To make a profit of 20 per cent., add 25 per cent. to cost.

To make a profit of 25 per cent., add 33 1-3 per cent. to cost.

To make a profit of 33 1-3 per cent., add 50 per cent. to cost.

To make a profit of 50 per cent., add 100 per cent. to cost.

FROM CITY WAIF TO GOVERNOR.

By the resignation of John Green Brady as governor of Alaska there retires from official life a man whose career should be an inspiration to every boy. Ex-Governor Brady was a waif on the streets of New York, a product of the old Five Points of fifty years ago. The Children's Aid Society picked him up at the age of eight and sent him west, where he found a home and friends among strangers. After years of work he got through Yale and Union Theological Seminary, and following an unsuccessful attempt to found a colony of slum boys in Texas, he went as a missionary to Alaska with Dr. Sheldon Jackson nineteen years ago. His tremendous energy so impressed President McKinley that in 1897 he was appointed governor of Alaska, from which position he has just retired.

CHINA, GLASSWARE AND CROCKERY

CHINA AND GLASS AN IMPORTANT FACTOR

There can be no question of the importance of the china, glass and crockery department in the grocery store. This will apply particularly to the country store; in the larger cities, perhaps, grocers are disposed to omit this department, thinking that they can give better attention to their run of staple groceries. This is undoubtedly a grave mistake. In the mind of the housewife "crockery, etc.," is closely allied to her groceries, and she instinctively first looks to her grocery store for such goods. The grocer who passes this department by is seriously curtailing his possibilities for extended profits, whether he be in city, town or village.

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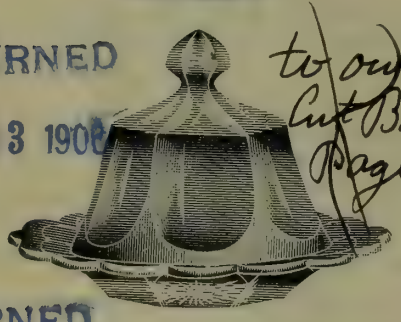

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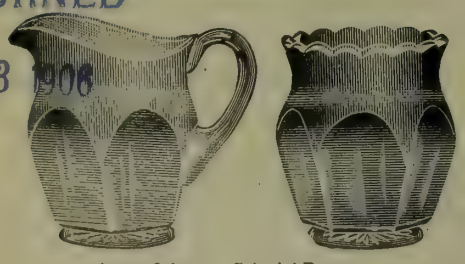

A set of the new Colonial Pattern.

Manufacturers, too, are giving every opportunity for the progressive grocer in this respect. Recently in going through some of the large manufacturers' and dealers' warerooms, the Canadian Grocer noticed particularly the provision which had been made to meet this class of trade.

It would not, of course, be wise for the grocer to stock too much high priced ware, as most of his sales would run on the everyday class of stock, that which the housewife is likely to require for common family pruposes. One of the important, perhaps the most important, questions is that of the time required to show and quote to the customer as she is looking over the stock. This, however, has been met by the manufacturers, and these lines can be handled with the minimum loss of time. One of our illustrations show a complete set of glassware comprising articles of most lines of its kind likely to be in demand. These are sold in sets by the dozen, and any one of the articles can be sold for 5c. retail. This style of get-up is followed in a multiplicity of goods, so that all the grocer need do is to have a few handy tables or side shelves arranged, place the goods on show, having one table for 5c. goods and another for 10c. and so on, so that the customer will know without asking the prices of the lines shown.

This idea saves the grocer an immense amount of time, not only in assorting and pricing, but also in serving customers.

Many are the novelties gotten up in attractive form, suitable for the grocer, which he could place on his shelves. A nice line which is now on the market is a small glassware lamp in extremely attractive design, and which is gotten up for night use. An illustration is given herewith. There are also numerous other lines of special attraction to the grocer, all showing good profit, and which would add a considerable income to the grocer's takings.

COLONIAL STYLES.

The vogue of having everything possible patterned after the colonial style does not stop at houses and furniture; colonial glassware too must be had. There is nothing new about these patterns that are now becoming popular, but they are certainly restful to the eye when one sees them in comparison with tableware covered all over with divers patterns and scrolls. The colonial style does not appeal to one on account of anything startling in shape or pattern, but stands in its place the essence of propriety and the embodiment of solidity. But besides the beauty of its style there is the feature that all absence of gaudy pattern necessitates that a pure, flawless glass be used in its construction. When a water pitcher is scored all over with markings and designs, it is impossible to look through the glass and see the air bubbles and flaws that detract from the appearance of the article, and also render it more susceptible to breakage. Anything in the colonial style of tableware must be of good glass, hence its returning popularity will be doubly welcome.

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A set of new design.

UNDERGLAZED WARE.

Something that will be of interest to dealers in glassware and crockery is the new underglazed ware that has but recently been put upon the Canadian

market. The matter of underglazing is not new of itself, as it has been practiced for years in border and rim work, and in certain colors of floral designs, but to make the designs and patterns in any color or variety of colors, is a thing that only after years of experimenting has now been successfully accomplished.

Hitherto a floral design on any article or set, if it were composed of various colors, had to be put on after the glazing was done, as only a few colors could be found that would withstand the necessary firing without change. The objection to having the colors put on after the glazing, is that with the constant washing and handling the dishes receive the patterns are in time worn off, either wholly or in part. With the new process of underglazing this is impossible. The designs are put on by transfers in a manner known only to the makers, whereby no change of any description is brought about by the final treatment of glazing.

While in ordinary households this ware is not yet extensively introduced, the manner in which it is taken up by the large users, shows that it is a welcome innovation. Another feature that will appeal to those who use this new ware is the ease with which it can be kept clean. By its smooth finish no dust or dirt can be lodged in the designs, which is often the case when patterns are raised or exposed.

NOVELTIES AND SOUVENIRS.

Some manufacturers in Toronto are showing a striking and useful novelty in the shape of the Prism Dash Lantern, a high grade, cold blast lantern, richly enameled in blue, and fitted with the new patent prismatic globe. This feature, combined with a white enamel reflector, is said to produce 50 per cent. more light than the old style. It is warranted wind proof and is an ideal lantern for carriages, steamboats, railroads, contractors, etc., while for the motor boat enthusiast, or the summer cottager, wanting something more sylish than the ordinary cold blast lantern, it just fills the bill. Lantern conditions have been such lately that the trade will no doubt readily take this new style up.

Specially Suited for Resorts.

Speaking of summer cottagers recalls the extensive display of patterns of a superior grade of ware suited for hotel and summer resort use. These lines, when desired for family use, can now be had from stock instead of sending an import order as has heretofore been done. The designs are chaste and conventional, in blue and green, and present a nice appearance on a white table cover.

A Useful Novelty.

Another novelty in the shape of a souvenir assortment shown for immediate delivery is a line of small crystal glassware, finished partly in rich ruby color, with a gold edge, and assorted in such useful articles as goblets, wines, tumblers, mugs, etc. A name may be engraved on the ruby glass commemorative of an event, or of a summer resort, making the whole effect very pleasing. While these little souvenirs will no doubt have quite a run at 25 cents, the retail price, the old reliable hand painted opal, emerald, and crystal etched ware will still be popular this year. Every piece of this latter line is hand painted, and can also be profitably sold for 25 cents.

How It Is Done.

When one thinks of a hand painted and decorated article of any size for 25 cents the first natural inquiry is, how can it be done? A visit to the painting department of any large chinaware company is about the only way one can see that it can be, and is done with a quickness and dexterity that would make the average china painter gasp. To the observer, the artists who do this work appear to simply make a few quick passes with a brush, and the pansy, rose, or whatever it may be, is there quite lifelike. From continued practice the hand and eye become so accustomed to the work that only a touch here and a stroke there is required—no retouching or going over again—except, of course, for the gilding, which completes the work and leaves the article ready for market.

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These lines are sold in sets as shown, at a uniform price for the 5-cent bargain counter.

INTAGLIO WARE.

An intaglio glassware closely resembling that made in Austria, which has been so popular with many people, is now being made in the States. The appearance of these articles is striking, and one or two pieces in an assortment of oddities, or upon a dining-room plate rack, would not fail to attract admiration.

How It Is Made.

The original Austrian ware is made by cutting the design upon the outside of the piece, and afterward painting by hand the cut out part in colors representing the fruit, flowers, etc., thus delineated. The effect of this is that the fruit seen in its actual shape and color takes on a natural appearance that cannot be obtained by mere flat painting. All kinds of fruits are faithfully repre-

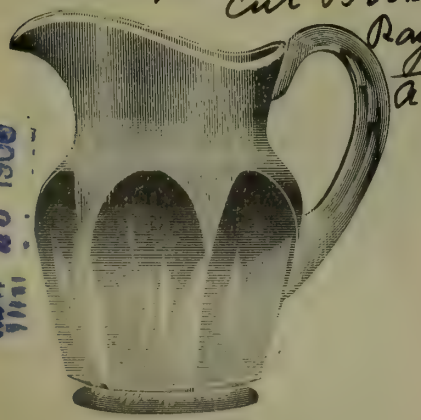
sented in the intaglio-ware, some of the clusters of grapes and cherries being so natural that one would almost think he could pluck the fruit from the dish. A branch from a strawberry vine, taking berries, leaves and all, makes, with the

Two useful Night Lamps.

richness in color of the red berry and the green leaf, a very striking nature picture.

Real and Imitation.

The difference between the American and the Austrian intaglio-ware is that the former is made from pressed glass with the fruit shapes and designs indented in it, while the latter has the designs cut. This difference, of course, makes the Austrian product a more valuable piece, being cut glass; but the American article is a good imitation and has its value also in a collection of odd pieces that must not be too expensive. While not catalogued, these goods are carried by the Canadian jobbers, as they have found an increasing market with those who keep in touch with the crea-



Colonial pattern Water Jug.

tions that are constantly appearing in table and glassware lines.

A PORCELAIN REVIEW.

The average denizen of the civilized world devotes perhaps an hour and a half or two hours a day to the pleasures of the table, so that by middle life he has spent four years or so in the contemplation of plates and dishes — observing them, handling them, and passing them about.

Unlike table linen, silverware, and other things intimately associated with the daily routine, the potter's handiwork does not reveal its real character to the inattentive observer. The peculiar shapes, colors, finish, and all the features that distinguish the various makes and qualities are apparent only to those who have taken some pains to acquire special information.

The study of ceramics is a fascinating occupation, but the very magnitude of the subject deters busy men and women from attempting it.

It is a common belief that all pottery is made of clay, but the truth is that table ware fashioned from clay alone is never beautiful nor durable—never harmonizes with the fine character of modern houses and table furnishings. Porcelain is composed in part of clay, but also of other elements which impart to it the distinguishing charasteristics of density, translucence and the clear ringing quality by which it may always be identified. Porcelain has a beautiful, white, homogeneous body, is quite impervious to water and is not affected by frost.

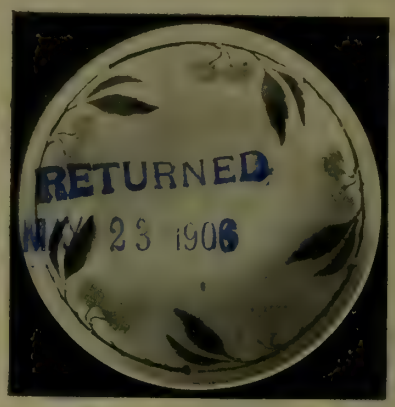
We may say in general that porcelain is divided into two groups, one called Pate-Tendre, the soft or artificial porcelain, and the other Pate-Dure—hard or Kaolinic porcelain.

The soft porcelain is again divided into two classes: The one, A-Fritte or Pate-Tendre Francaise is composed of sand and lime, which fuse and melt at a moderately high temperature, forming a body resembling glass, the vitrification of which is incomplete. This is the china which was made at Sevres during the reign of Louis XV. It was of a rich milky appearance, and from this delicate body were made many beautiful pieces in rich color effects, now of inestimable value.

English soft porcelain is composed of clay, sand, and phosphate of lime, the latter ingredient being prepared from calcined bones, has given the name "bone china" to this particular porcelain. It is produced in England, Germany, and in the United States.

The soft porcelains are often extremely beautiful and have perhaps but one objectionable feature. The glaze, containing lead for its basis, is soft and yielding, so that all of the so-called soft porcelains become defaced in ordinary use by scratching and cutting with the knife.

Hard porcelain is produced by a much more difficult and scientific mixture of elements. The principal of these is Kaolin, a white, plastic, infusible clay. The other component parts are feldspar, a white mineral fusible only at high temperature, and quartz or flint which by



The newest thing in Dinnerware.

itself is neither plastic nor fusible. When perfectly compounded, the hard porcelain is covered with a brilliant vitrified glaze of quartz and feldspar, so hard that a diamond will scarcely cut it; and it can never be marred or cut in ordinary use.

The famous Sevres china, formerly a soft porcelain, is now made by this process. Chinese porcelain, examples of which have been purchased at fabulous prices by collectors and museums, also belongs to this group.

We are indebted to the courtesy of Nerlich & Co. and Gowans, Kent & Co., Toronto, for the cuts shown in this article.

A pretty Salad Bowl.

Souvenir Plaques.

IMPOSSIBLE.

"Rounder was held up while going home the other night and robbed of 65 cents."

"Impossible!"

"Impossible that he was robbed?"

"No. Impossible that he was going home while he still had 65 cents."

The Commercial Traveler—Grave Yet Gay

A MAN OF MANY PARTS

THE MAKING OF A GOOD TRAVELER.

The salesman was born at the birth of trade, and ever since their dual creation he has been in increasing evidence.

Selling has become an art. Its practice is universal. It is one of the two fundamental elements of business. It may be said with absolute truth that there is not a wholesale, or a retail, or a manufacturing house of any kind without a greater or less number of selling representatives. The tradesman may know what he wants, and he doubtless is aware that he cannot do the maximum of business without the proper goods, and yet for some reason which has not yet been explained, the chances are that he will seldom order these goods by mail, or go after them, but will wait until some traveling salesman has called upon him and solicited his trade.

Foundation Stone of Commerce.

It would appear to be an unnatural condition of trade that makes it necessary for the buyer to be told what he should buy; but whether it be unnatural or not, it remains a fact. The selling of practically everything, except a part of that which is sold over the counter, is the direct result of solicitation, or of what is known as drumming; and this occupation of solicitor or drummer is one of the foundation stones of commercialism.

Ability to Sell, Paramount.

Probably seventy-five per cent. of the successful merchants and storekeepers began as salesmen, and nearly every prominent wholesaler was at one time a traveler. It is certainly common sense to assume that no man can successfully direct the movements of others unless he has actually done what his employes are called upon to do. True, a man may be expert at selling, and not make a good manager of salesmen or a good merchant, for some men's selling ability needs the direction of a broader and greater mind. It is also true that some salesmanagers have little actual selling capacity, and cannot successfully meet a customer.

Business, commonly speaking, consists of two parts, buying and selling; and the profit of business is in the ability to sell for more than cost, over and above the expense of selling.

The store salesman is confined to narrow limits, and unless he possesses aggressive or other exceptional ability he stands little chance of rising above the position of head of his department. The traveling salesman has a much better opportunity for advancement. His work is more difficult and requires closer attention and greater energy. If he makes a success of it, he is likely to be recognized and to be promoted. If he is particularly successful, and has built up a large clientele, it occasionally happens that he is given an opportunity to enter the firm, or he may form a business partnership with other salesmen of his capacity. As substantially all merchants and storekeepers were at one time salesmen, we must draw the conclusion that the selling department of business offers the greatest opportunities for advancement to the boy who wishes to enter a business life.

"Is That So?"

Traveling Brings Out Character.

The traveling salesman is without a home; he lives on trains and in sleepers and at hotels. He is obliged to put up with every kind of accommodation, and is exposed to sickness and to accident. Every form of temptation is presented. But there is temptation everywhere, and the boy of well-formed character, who is conscientious and faithful, can safely take to the road. Traveling may facilitate the distribution of the bad, but the bad is sure to come out, whether one remains at home or travels. The boy of loose habits, who has little stability, who is easily influenced, and who cannot be trusted, will immediately yield to temptation, and will sacrifice his morals and undermine his health. But if this boy is so weak in character that the road will ruin him, is it not logical to assume that he might just as well be ruined rapidly on the road as to stay at home and undergo a similar but slower process?

Arduous Life.

While it is true that not one salesman in a dozen amounts to anything, that is to say, rises above the lower grade of ordinary success, the same is true of almost any other trade, business or profession; for most of us are ordinary mortals, and few of us can hope to become extraordinary. Many a boy longs to become a salesman, in order that he may travel and see the world. He looks forward to the excitement and the novelty of continuous journeying. All this wears off, and very quickly, and the necessity of continually visiting the same towns soon dispels the novelty, and the boy finds that the weariness of the road is far more disagreeable than the monotony of the home-store. Selling on the road is hard work, traveling is tiresome, and a continuous hotel life is not conducive to pleasure.

Good Salesman Always Good Talker.

While a good talker does not necessarily mean a good salesman, the good salesman is almost always a good talker. Either he talks much and well or else he talks less and very well. There are some salesmen who have little to say, and who seem to possess the ability of saying much in little. But comparatively all successful salesmen are fluent talkers; in other words, they know how to represent that which they have to sell. They know how to represent the good points of their goods, so that the buyer will want to buy; and, further, they possess the power of persuasion, that power which enables them to make

the buyer feel as they feel, and want to do as they want him to do. This is not mesmeric power or anything supernatural. It is simply a natural ability, born of nature and developed by experience.

Must Understand Human Nature.

The successful salesman must understand human nature. He must know how to approach a customer. He must anticipate his customer's wants, and he must be genial, meeting people easily, and he himself easy to approach. The crabbed boy, the conservative boy, the boy who is not popular with his fellows, is not likely to make a good salesman.

Well Read and Up-to-Date.

The salesman, above all, should be well posted on the common topics of the day and be able to converse intelligently upon popular subjects. A reasonable amount of talk, or general talk, is necessary for the consummation of trade, and all this talk cannot be directed to the goods themselves. A vast amount of it is of general and social import. To successfully carry on an animated and interesting conversation, a salesman must be a well-informed man, his knowledge encompassing men and things in general.

JUST AN INCIDENT.

By J. G. L.

An incident which impressed itself very strongly upon me, occurred some two or three years ago, when I was, for the first time, working the —— line of the C.P.R. On jumping off the train at B——, I found two other grip-carriers wending their way to the delapidated 'bus. We drove up and down hill for over half a mile before reaching the village hotel, and so had that opportunity for warming up to each other, which is never allowed to pass by the out-and-out drummer. In response to the regular inquiries: "What's your line?" and "Where do you go from here?" it developed that one of my companions was selling blacksmiths' supplies, and the other, wagons, while both were to touch at the same towns as I all along the line. That established a kind of fellowship among us, and we just gravitated together during the remainder of the week.

The wagon man confided that this particular district was one of the most ticklish his firm had to deal with, and he was already quaking in anticipation of meeting the worst crank of all in the town of M——, which we were due to reach on Thursday. On Tuesday and Wednesday, although he was making good sales, the thought of this supreme trial still faced him, and his talk was full of references to it.

When Thursday came, we drove over unutterable roads, from F—— to M—— and it was an inspiring sight to see my friend throw out his chest, curl his ample moustache, and pick up his catalogue case, as he sallied forth to beard the lion.

I didn't see him at the supper table, but the horseshoe man told me he was busy with his customer. As time went by and no sign of him appeared, I was beginning to fear that he would be kept over until the next day, for I already understood him well enough to know that he would fight it out to a finish.

Finally, the 'bus backed up to the door and a stentorian voice yelled "All Aboard." Half a dozen drummers hurriedly snatched their grips and sample cases, myself among the number. We began filing through the "rotunda," which, as usual was lined with deadheads and hangers-on. But, just as I reached the door, I looked back towards the stairway, and involuntarily nudged the horseshoe man in the ribs. Down the iron-clad staircase from the sitting rooms, shuffled a meek looking individual, carrying a catalogue case in one hand, and a traveling bag in the other. Behind him, in all the glory of his fur lined coat, curly moustache, and ten cent cigar, came my friend the wagon salesman, his shoulders triumphantly erect. This meek looking individual was his customer.

That tableau told the whole story. I needed not the stage whisper that greeted me as soon as the 'bus door slammed shut: "Full carload for Spring, f.o.b. factory."

IN DESPERATION.

An enterprising salesman from one of the largest cities went to a certain rural community and endeavored to sell an incubator to a farmer. His arguments did not make any impressions on the agriculturist. Finally, as a clincher in favor of his up-to-date improvement, he exclaimed:

"Look at the time it will save!"

The farmer squirted a mouthful of tobacco juice on the ground before replying, and then said with provoking calmness:

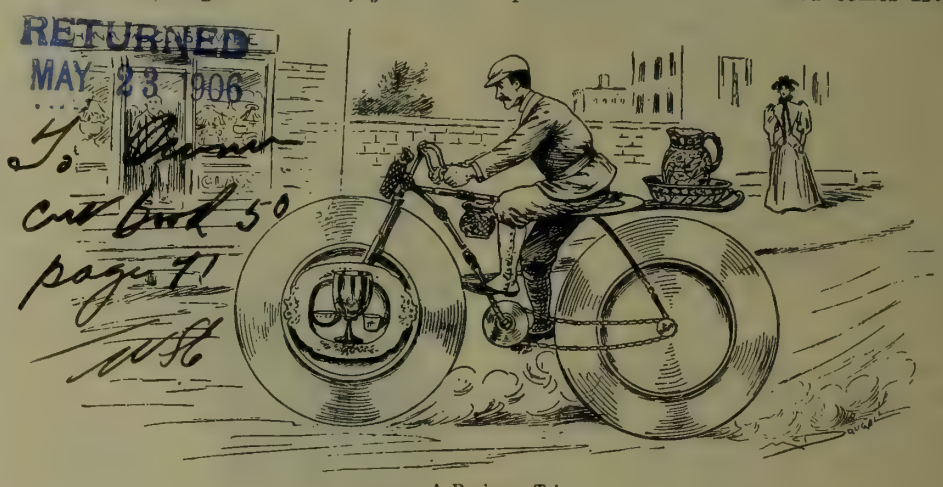
"Oh, what's time to a settin' hen?"

THE TRAVELER'S LAMENT.

"Would I like to live my life over?" said the sober-faced man. "No, sir; it's bad enough to think it over."

A CHANGE OF VENUE.

A new variation of about the oldest predicament in the world comes from Salem, in the distant State of Washington. A couple put up at one of the best hotels at Salem after a grand public ball. About three a.m. the husband awoke with the frantic pangs that might be expected to follow a grand public ball in Salem (Wash.). His wife, much alarmed, rushed downstairs on the jump into the dining room, seized a mustard cruet, and emptied the contents into her handkerchief. Flying upstairs, she entered the first door she came to. A man was lying on the bed, and with feminine deftness she applied the poultice just where it would do the most good. The man let out a howl, and yelled, "Woman, what in —— are you doing?" There was a shriek, a patter of bare feet on the hall floor, and, frightened half to death, the poor wife found her room and suffering husband. She told him her troubles, and it tickled him so much that his pangs took an instant change of venue.



A Business Trip.

THE PROGRESS OF THE GREAT WEST

IMMIGRATION AND ITS EFFECT ON CANADIAN TRADE

An examination and analysis of the official immigration returns convinces the inquirer, as nothing else can convince him, of the immense proportions of the world-wide movement of population towards western Canada and the great advances that have been made in the last ten years. It is even more convincing than to see with one's own eyes the flow of incoming population from the east through Winnipeg and from the south through Moose Jaw, for the new arrivals are soon lost to sight in the insatiable western prairies which seem to be able to absorb and support all the people who come to them in a hundred years. The newcomers are soon lost to sight and they seldom come back.

A writer in the Montreal Herald has caught the spirit of the spectacle and he gives it picturesque expression in the following:

"What strikes one as the most notable, and in many ways the most satisfactory, point about this huge immigration business is that all those thousands of people who now almost daily pass through on the way to the West seem never to be heard of again. Where they go, what they do, how they live, what becomes of them in any one way or another, we never have to ask. They go, the West swallows them, they do not come back asking help. What could be more satisfactory?"

It is just because these incoming thousands are so quickly lost to view that a study of the actual immigration returns is more convincing even than the sight of the incoming home-seekers. Reports have recently been issued by the Dominion Government giving the immigration returns up to June 30th, 1905, the close of the last fiscal year. The summary showing in comparative tables the steady increase in immigration during the last ten years is particularly interesting and instructive.

Analysis of Immigration Figures.

	Great Britain and Ireland.	Europe and Iceland.	United States.	Total.
1895-6	12,384	4,451		16,835
1896-7	11,383	7,921	2,412	21,716
1897-8	11,173	11,608	9,119	31,900
1898-9	10,660	21,938	11,945	44,543
1899-0	5,141	10,211	8,543	23,895
1900-1	11,810	19,352	17,987	49,149
1901-2	17,259	23,732	26,388	67,379
1902-3	41,792	37,099	49,473	128,364
1903-4	50,374	34,785	45,171	130,330
1904-5	65,359	37,255	43,652	146,266
	247,335	208,352	212,590	668,277

The following statement gives the increase or decrease for the immigration of the fiscal year for the principal countries from which settlement originates.

Country.	1903-4	1904-5	Inc.	Dec.
English and Welsh	36,694	49,617	12,923	
Scotch	10,552	11,744	1,102	
Irish	3,128	3,998	870	
Total British	50,374	65,359	14,985	
United States	45,229	43,652		1,577
Total Anglo-Saxon	95,603	109,011	14,985	1,577
Continental—				
Hebrew	3,727	7,715	3,988	
Galician	7,729	6,926		803
German	2,966	2,704		262
Italian	4,445	3,473		972
Russian	1,955	1,916		39
Swedish	2,151	1,847		304
Finns	845	1,323	478	
Hungarian	1,091	981		110
Austrian	516	837	321	
Belgian	856	796		62
Bukowinian	1,578	1,123		405
French	1,534	1,743	209	
Japanese		354	354	
Polish	669	745	76	
Danish	417	461	44	
Norwegian	1,239	1,397	158	
Syrians	369	630	261	
Other continental immigrants bring the total up to	34,728	37,255	2,527	1,577
Total immigration	130,331	146,266	15,935	

These figures are impressive as showing the rapid growth of the world-wide movement Canadawards, and they account for the marvelous development of the Canadian West in recent years; for it must be remembered that, almost without exception, these incoming settlers find their way to the new country west of the Great Lakes. Every able-bodied man who is not afraid of work is pretty sure to succeed and is given a hearty welcome, because it is recognized that it is immigration that "makes the great Northwest." The following doggerel verse sung to the tune of "Mr. Dooley" expresses the prevailing sentiment on the subject:

" 'Tis immigration, 'tis immigration,
America and England send their best.
'Tis immigration, 'tis immigration,
It's immigration makes the great Northwest."

But while the incoming thousands are, as was said above, lost in the great Northwest in one sense, in another and more important respect they are not lost. The result of their coming is seen in the development of the country, in the increased production of wheat and in the rapid and substantial building up of the western towns that supply the increasing population with goods. Can-

adian business men have not been slow to appreciate the lesson of the immigration returns and the trend of population westward. They have devoted increasing attention to the western Canada market, have established their branch houses in Winnipeg and have reaped the reward of doubled and trebled sales.

The Lesson.

But the immigration figures have a particular meaning for British and American manufacturers if they will but stop to consider. In the last fiscal year two-thirds of the Canadian immigrants were from Great Britain and the United States, the majority of these hailing from the motherland. These people come to Canada with well settled tastes and preferences for the particular brands and classes of goods to which they have been accustomed in their own countries all their lives. Naturally they are most apt to continue to buy these lines of goods if they can get them in Canadian stores, but if they are not able to buy these particular brands when they ask for them the probabilities are that their consumption will be permanently diverted to the lines which they find in their nearest stores. The British and American manufacturers have their opportunity to hold these customers who are leaving their own countries and, through them, to extend their trade in Canada in many lines that are not now sold here. Are they alive to their opportunity? If they do not hold these customers when they come to Canada they will be lost in the course of a year or two. The Canadian West affords a constituency already favorable to British and American manufactures, because the people have long been accustomed to using the very lines of goods which it is proposed should be offered them. To sell in the Canadian market is therefore not the same formidable undertaking for a British or American manufacturer as it would be to introduce his goods in a country where they are not already known. Yet, strange to say, many of these manufacturers are devoting their attention to countries where the English language is not spoken and where their goods have to be introduced, to the almost absolute neglect of the promising Canadian market where their goods are already favorably known among a considerable portion of the population. Surely it would be the part of wisdom to follow the line of the least resistance.

Increased Purchasing Power.

Moreover, it should not be forgotten that the purchasing power of these new settlers is, after the lapse of one or two years, very much greater than it ever was, or ever could be, in the countries from which they came. The immigrant, if he is wise, takes up land which he can secure free in some parts of the West from the Government by the performance of homestead duties or which he can buy from a land company. In the latter case it is a very ordinary thing for the new settler to pay for his land with his first crop. If one crop is not sufficient, the second will pay the balance and leave a surplus. Under these conditions the immigrant is almost immediately in independent financial circumstances -and his purchasing power is many times what it was before he left his own country to come to the "Last West." He is therefore a much more valuable customer in Canada than he was in his own country.

The Way to This Market.

How can this market be reached? In one way only, and that is through representation in Canada assisted by judicious and persistent use of printers' ink. It is impossible to handle the trade unless the manufacturer has representation on the spot. There are many reputable manufacturers' agents selling either to the wholesale trade exclusively or to the retail trade, and at any of the offices of the Canadian Grocer information will be given gladly as to the standing of these agents.

Carry Stock in Winnipeg.

If possible a stock should be carried in Canada, and if it is the western field to which attention is to be devoted that stock should be carried in Winnipeg. The eastern Canada firms doing the largest business in western Canada are those carrying a stock in Winnipeg.

Traveler's Story.

In this connection an actual occurrence told the writer by a commercial traveler is very much to the point. The traveler represented an eastern Canada hardware firm and he had just completed his first trip through the western provinces. He had met with fair success, but he was very anxious to have a stock in Winnipeg from which to fill his orders.

In a prosperous little town in Saskatchewan he called on a hardware dealer and introduced himself. The dealer knew of the firm from their advertisements in the trade paper, and was willing to give a trial order. The traveler went over his list from his catalogue and he noticed that as he read over the items the merchant was busy writing on a pad of paper. Thinking that the merchant was making a copy of his order the traveler explained to him that he was making a copy in triplicate and that one of the copies would be left in the store.

"Oh! that's all right," was the reply. "Go on with your list."

When the list was completed, the merchant remarked:

"I haven't given you a very large order, have I?"

"No, nothing to write home about," was the reply.

"Well, here is a larger order of goods that I must have at once and that I shall send to —— —— & Co., of Winnipeg. Your goods can't be here for three weeks or a month and I need these articles at once. This may help teach your firm to carry a stock in the West."

While the traveler had been calling out his list he had reminded his customer of goods wanted immediately, and he sold more for a rival Winnipeg firm than he sold for his own house.

FRUIT PROSPECTS IN B.C.

The possibilities of British Columbia as a fruit growing country have been known for a number of years, but it is only during the last few years that those outside of that province have begun to fully realize what progress has been made in fruit growing in the West.

In 1898 the great orchard at Vernon, belonging to Lord Aberdeen, along with other orchards only a few years old, commenced to bear fruit. When reports of these crops, which for the age of the trees were considered phenomenal, reached fruit growers in other portions of Canada, there was a disposition to doubt their authenticity, and it was only when the actual fruit was exhibited in the east that the possibilities of British Columbia as a fruit growing country were recognized.

The opening up of western mining industries, and the settlement of the prairies in the Northwest gave a stimulus to fruit growing that is largely responsible for the development which is now taking place in that branch of husbandry. The value of this industry can hardly be estimated as yet, but when one considers the reports of such men as Prof. Van. Deman, one of the foremost fruit experts on the continent; Prof. Lake, of Oregon, and Chief Fruit Inspector McNeil, Ottawa, who have classed British Columbia fruit as among the finest grown anywhere, the conclusion must be that there were no exaggerations in the earlier reports. To this must be added evidence in the form of gold medals given in London, Eng., for British Columbia fruit, in competi-

tion with fruits from all other British colonies.

During the last two years more than a million apple trees have been planted in British Columbia, and the indications are that a still larger number will be planted in 1906 and 1907. The total yield of fruit during 1904 was valued at over half a million dollars, and while the year 1905 was one of the poorest known in the production of apples, the crop was fifteen per cent. greater than that of the previous year.

The southern interior, which embraces the Boundary country, Kootenay, lower Okanagan and the Similkameen, from the results shown, would seem to be the district where the choicest fruits can be grown. Not only are apples a prolific crop here, but the smaller and more delicate fruits—peaches, plums, cherries and grapes—have been grown successfully. From Similkameen country seventy-five tons were shipped last year, including a ton of grapes and six tons of peaches.

While the climatic conditions of British Columbia are suitable both to fruit growing and from a residential point of view, the absence of insect pests and diseases in fruit would seem to make that country twice blest to the fruit grower. So far as has been recorded there have been no cases where any loss was occasioned by these causes, which is one of the best recommendations the country could have.

In the Nelson district, besides the fruit consumed at home, the shipments to outside points in 1905 were 25,000 crates of strawberries, 300 crates of currants, 300 crates of plums and similar amounts of other small fruits, the total value of which was between $60,000 and $70,000. T. Morley, secretary of the Fruit Growers' Association, estimates that in 1906 this district will ship 5,000 boxes of apples alone, with a considerable increase over last year's shipments of smaller fruits. It was this section that received the special district medal from the Royal Agricultural Society of England in an all-colonial competition.

In the country known as the Kettle River Valley, there are about 20,000 fruit trees now planted, a large number of which are at a bearing age. This district is admirably suited for apple production as well as for pears, cherries, plums and strawberries. It has an altitude of 1,700 feet above the sea level, which makes it particularly free from insects and fungous growths, that have been the bane of horticulturists in nearly all parts of America.

A BUSINESS MAN IN POLITICS

The new leader of the Liberal Party in Manitoba.

In the Manitoba Legislature the farmer and the lawyer have been the classes most numerously represented and the classes whose influence has been most felt. Hon. R. P. Roblin, the present Premier, is a farmer; his erstwhile opponent, Hon. Thos. Greenway, for many years Premier of Manitoba, is a farmer; Hon. Hugh John Macdonald, who led the Conservative party from the cold shades of Opposition to the Government benches, defeating the Greenway Government, is a successful lawyer; and Hon. C. J. Mickle, who has led the Manitoba Opposition during the last two sessions, is a member of the legal profession. The business men have scant representation in the Legislature.

Edward Brown.
Leader of Liberal Party in Manitoba.

Hon. J. T. Gordon was minister without portfolio in the Roblin Government for a short time, but he resigned because of the pressure of business. Hon. Robert Rogers might, perhaps, be classed as a business man, but, if so, he is the only man of his class in the present cabinet.

Business men, merchants, country storekeepers will be interested in the political career of Edward Brown, no matter what may be their own political opinion; and in Edward Brown they have a representative of their class of whom they have every reason to be proud.

It may be taken as axiomatic in these days when the Canadian West is at last coming into its own in the estimation of the general public, that the West offers exceptional opportunities for advancement, and to the progress of the newer Canada Mr. Brown may rightly ascribe a good part of his striking success in business; but it is not every man who succeeds as Mr. Brown has succeeded, and there are very few men who at 41 have become as wealthy as Mr. Brown and have attained to the highest gift in the bestowal of their provincial party. These results show the character and ability of the man.

Like so many others in Manitoba, Mr. Brown was born in the County of Bruce in Ontario. In truth, the two counties of Bruce and Huron were the first to people Manitoba extensively, and each has given the Manitoba Liberal party a leader. Hon. Thos. Greenway belongs to the County of Huron and Edward Brown to the County of Bruce.

In 1888 Edward Brown, in partnership with his brothers, was managing a general store in Paisley, Ont., but, fortunately for them, the Brown brothers caught the Western fever and moved West, finally locating in Portage la Prairie, where they bought the business of Geo. Craig & Co., the same firm who own a dry goods store in Winnipeg at the present time. The three Brown brothers made a strong business combination, and although unqualified success did not come to them immediately, they were sure to win out eventually. As the years went by each developed his own particular talents. Edward Brown became the financial head of the firm. James Brown devoted particular attention to the management of the retail store, and, as the interests of the firm were varied and by no means confined to the retail store business, Adam Brown took charge of the horse and live stock end of the firm's interests. But, while it was as the financier of the firm that Edward Brown made his mark and achieved his most conspicuous successes, he nevertheless kept in very close touch with the management of the retail business, and he recently assured the writer that he had always been a close reader of at least two of the MacLean trade newspapers—the Canadian Grocer and the Dry Goods Review.

From the first year of his arrival in Portage la Prairie, Edward Brown has been a conspicuous figure in the municipal life of his town, and his townsmen say that to write the municipal history of "Portage" would be to tell the story of Edward Brown's career there. For a number of years he has been mayor by acclamation, and in the municipal field he has gained the political experience which should stand him in good stead in his struggles in the wider provincial arena.

THE TEA PLANT AND TEA-LEAF

THE TEA PLANT OF JAPAN.

The accompanying print shows a section of a tea bush and also the blossom and seed pod—full size.

The tea shrub is a species of camellia bearing a single leaf blossom, and it flowers twice a year.

The print shows the mature leaves of dark color attached to the old stem and the fresh shoot with young pale leaves, which latter only are suitable for making the tea of commerce.

The favorite Tea Plant for Japan grown Teas.

The point where the young shoot joins the old wood shows where the twigs were pruned in preparation for the flush of new leaf.

The right branch shows the fresh flush ready for picking, and that at the left shows what remains of the new shoot after the picking has taken place. The left branch also shows the tendril of a vine which is most troublesome to the pickers. If a leaf of this vine is picked and prepared with the tea it is quite indistinguishable until the tea is steeped for drinking, and then a single leaf is potent enough to impart the shudders to a gallon of the best tea that ever grew. Buyers should remember this and never condemn a sample on one trial.

The leaf bud at the end of the young new shoot makes the choicest tea, but the bud of the blossom is never picked for tea. The seeds have no commercial value, though a small quantity of oil can be extracted from them.

To those who are interested in tea the print with above explanation will be found interesting.

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THE TWO ACTIVE PROPERTIES IN TEA.

The philosophy of steeping tea leaves in boiling water from five to seven minutes, in the preparation of tea for the table, is said to be both sound and reasonable. As it is also easily susceptible of exposition and ought to be able to be understood by the shallowest, it would seem policy to try and impress it on the general mind. Even, therefore, at the risk of repetition, we shall tell it, putting the explanation in the simplest words, so that it shall be understandable of all.

To begin with, the tea leaf has two active leading chemical principles. These are, first, theine; second, tannin.

The Two Chemical Agents.

Of these the former, theine, is a beneficent agent, and contains just those properties which do good to the human system; in fact, it is no more or less than a mild tonic.

The second principle is tannin. And it is this second principle which holds all the qualities that are injurious for human beings in tea. At the same time, even though it does contain almost all tea disqualifications, these would not affect mankind adversely unless the drink was improperly made, and the drinking of this noxious beverage was very immoderate and kept up for a very long time.

The Danger in Tannin.

The proper preparation of tea, however, eradicates all danger of tannin. This is given elsewhere, and has been published so frequently, both in this journal and in innumerable other ones, and in endless other forms, that the recipe ought to be, if it is not universally known.

Yet to be just, let us concede concerning tannin, that the tannin when taken for a long-continued period of time, in liberal quantities by an invalid or a person possessed of a weak stomach, will, in conjunction with the acids in the stomach, form another acid which will ultimately have a deleterious effect either upon the nerves or upon the digestion.

Now, then, how to counteract—to

effectually estop this possible injurious result.

It will readily be seen that the tea drinker, if given the beneficent agents of theine, and if saved from the possible injurious effects of tannin, will be obtaining just the good effects which tea ought to give, and prevented from imbibing the bugaboo harm that is said to come from excessive tea drinking.

To Get Perfect Tea.

How to obtain the theine and to escape the tannin. The process is so simple that it will make the reader smile—simply follow the instructions given for preparing tea—the one and only proper recipe in general use. Why does this give us theine and exclude the tannin? Simply because the tannin does not begin to develop until the tea has been steeping for several minutes at the very least. After ten minutes of steeping it begins to generate momentarily more freely.

It is wonderful with what foresight beneficent nature guards man, if he will but heed her unmistakable warnings.

For theine, the kindly agent which is good for man, is generated freely during the first seven minutes of the boiling of the infusion. Theine gives the delicate flavor to the tea, imparts to it its delightful aroma, its whole charm.

But tannin, the maleficent property, is bitter and disagreeable to the taste. At the end of seven minutes in the water, which has been previously boiling for five minutes before it has been poured over the tea, the theine has reached the point at which its most delectable qualities are most pronounced, while tannin has not as yet become active or apparent to the taste.

For the next three minutes there is no apparent change in these conditions.

When Deterioration Begins.

At the end of ten minutes a rapid deterioration begins. The theine momentarily weakens in taste and the delightful flavor disappears. At the same time the tannin just as rapidly takes precedence, and the bitter taste second by second becomes more pronounced. In a very few minutes more the brew becomes so vile a decoction that it is not fit drink for beast, let alone man.

The way to obviate this result is simply to obey the recipe.

Follow its instructions and you will always secure a delightful, a beneficial cup of tea.

When a man tells you he doesn't need to advertise, look out for bankruptcy proceedings. He's ripe for 'em.

THE GROWING AND HARVESTING OF COFFEE.

At the Technical Institute in London, England, lectures are given from time to time on subjects of interest to the several industries it takes under its wings of instruction. The following is a report of a lecture given by Mr. Robertson, an accepted authority on "Coffee," which will be read with interest by our readers.

Mr. Robertson said he had been for thirty-three years in the coffee trade, and he was glad to be able to put that experience at their disposal, and he trusted he would be able to give them a few tips which would help them. He had been a planter and curer and a seller of coffee, so that he knew what he was talking about. He approached the subject from the point of view that they were all grocers or all in the grocery trade, and they were trying to do business, and he would do his utmost to facilitate that.

French Coffee Approved.

He found that people went to France and drank coffee and returned lauding up the French coffee, but the quality of the raw article was unlikely to be half as good as that which they had in this country, for they would find that the duty in France was eight times as much as was paid in England. Yet the experience of most travelers was that they got better coffee in France, whether it was in a small village or large hotel, or anywhere. If he were asked where in England one could get a decent cup of coffee, he could hardly say. That was a thing which ought to be altered, and he looked on those present as a little band who would go out into the world and try and get their customers to learn what coffee was and how they should make and enjoy it. If they did that they would do a great deal of good. They heard it widely stated that the curse of this country was drink, but if they got people to drink a decent cup of coffee instead of whisky and beer, the chances were that there would be less wife-beating and less ill-treatment of children.

Various Ideas of its Origin.

The origin of coffee was to a certain extent fabulous. In Abyssinia it was said that some shepherds noticed that their goats were in the habit of eating the leaves and berries of a tree, and that they afterwards became very much exhilarated. On making the experiment the shepherds found that it had very much the same effect upon themselves, and hence the discovery of coffee. He did not vouch for that story. The derivation of the word was said to be from the Turkish "qahveh," and Arabic "qahweh," which in both instances meant wine. Another derivation might be from a town in Abyssinia, which seemed to have been the first centre of the production. It appeared that it had been brought to Arabia between A.D. 1300 and 1400, but in all probability it existed there long before. It was first brought to Europe in 1573. About the same time there was a split in the Mahommedan world owing to the more orthodox objecting to the co-religionists drinking coffee. It seemed that some used to drink twenty or thirty cups of coffee to keep them awake for prayer, and the more orthodox, considering that this was an abuse of the thing, pronounced it as an intoxicant, and a split occurred in the church which lasted 200 years.

Brought West by the Turks.

Tea, coffee and cocoa were all introduced into Europe within a few years of each other, but none of the three drugs, as they were looked upon, were much noticed until between 1640 and 1660. What they did know was that the use of coffee was greatly extended after the seige of Vienna by the Turks in 1683. A large Turkish army besieged the city, but, fortunately for Christendom, the Turks were driven out by the King of Poland. The Turks were driven back so speedily that they had to abandon their camp, and when the camp was examined an enormous amount of coffee was found, and the use of it was taught the Viennese by the renegades and the prisoners. This led to its general use in Austria, and from there it spread further north. The Turkish ambassador had presented Louis XIV., at Paris, with a certain quantity of coffee, and Louis, who was a good man of business, sold some of it, and got forty crowns a pound for it. The crown at that time was worth about 11s., so that this was a fairly good price for it. From then the use of coffee grew more and more. In 1690 the then governor of Java procured some seeds from Arab traders, and some were planted in Batavia. It was at first only looked upon as an ornamental plan, which indeed it was. The governor planted some in his garden, and took the trouble to send some seedlings all the way to Amsterdam. Most of them died, but in 1718 some seedlings were sent from Amsterdam to Martinique, and from there the growth of coffee spread all over the West Indies. It would appear, therefore, that from the plant sent to Amsterdam coffee spread all over the western part of the world,

the supply from which now formed two-thirds of the world's produce.

Coffee Taxed in 1670.

In 1650 coffee was introduced into England, and coffee houses were opened in London and Oxford. The first house opened in London was founded in St. Michael's alley, Cornhill, in 1662, by a Greek, who had been a servant. The use of coffee increased so much that Charles II., who was always looking about to tax something, in 1670, put such a tax on coffee as to greatly discourage the trade, and it was said that as a result no less than 3,000 coffee shops in London had to shut up.

Chicory as a Substitute.

In the Napoleonic wars the high price of coffee led to a general use of substitutes, and the chief substitute used was chicory. There was a very high duty on coffee, and for many years there was no import duty on chicory. These legislative discouragements were really the cause of the depraved taste for chicory, for why a man should care to take chicory into his stomach he could not otherwise understand. His theory why people liked chicory now as a substitute was that the bulk of the cheap coffees they got years ago were from Rio, and it had a peculiar aroma and flavor which they called a straw flavor. It was quite distinctive from any other coffee flavor, and people having once got accustomed to it liked it. He knew a man who wanted this Rio coffee and he supplied him, the coffee costing something about 40s. When the man sent for some more coffee he could not get the same blend, but at a loss to himself he sent some Ceylon at 95s., and as the result he got the shipment back with a letter, "If you can't send me what I want don't send me this rubbish." The peculiar flavor of Rio coffee was akin to the flavor of chicory, and people having in the middle of last century got used to this flavor, found it also in chicory, and told their children of it, and he supposed it would take some generations to get rid of the taste.

The Coffee Plantation.

Mr. Robertson proceeded to describe the coffee plant by means of illustrations. He said that he had had eight years' planting and curing of coffee in Ceylon and South India where it was considered that the best class of coffee was grown. The coffee seed had great vitality and grew quickly, and in two months after being placed in the ground a plant 2 in. to 4 in. high was formed, these were planted thickly in the nurseries, and in from three to four months when they were a foot high they were used to form plantations. They were grown in straight rows. It was a surface feeder, but the tap root went right down; the holes in which the young trees were planted were about one foot cube. The planting was generally done on a rainy day, and above all things what coffee wanted was heat and moisture. That was why in a temperate country coffee could not be got to grow. The coffee tree would give a small yield the second year, and in the third year it might pay for that year's expenses. In the fifth year it was in full bearing, and they began to get from 1 1-2 lbs. to 8 lbs. per tree of clean coffee. It was an exceptional tree, however, which gave 8 lbs., for that meant about 20 lbs. of berries.

Topping the Tree.

Having touched in a most interesting way on the everyday life of the planter, and on the thousand and one things he was called upon to do, Mr. Robertson said the tree would, if left alone, grow to 18 feet to 20 feet, but to prevent this they were topped, and the height of trees ranged from 2 feet to 5 feet, according to the conditions of wind, ventilation and heat.

Gathering the Berries.

The coffee tree has about 200 enemies, the principal being leaf disease, bugs, grubs and beetles. At harvest time every person on the plantation was put to work gathering the berries, and these were put in the receiving houses and afterwards sent by water to the store. Here the berries were pulped by machinery, and the inside was washed and dried. It was then sent to the coast where it was subjected to still further heat, which allowed all the husks, etc., to be got away, and the result was perfectly clean coffee.

The Common Process.

The process he had described referred to the washed coffee, which might be termed the aristocratic coffee. The ordinary or native coffees sent from Rio, Hayti, Java, Mexico, and so on, were not prepared in this way, they were dried in the cherry. They were dried at the natives, convenience, and fully two-thirds of the world's production was dried in this way, and many people said they got a certain amount of sweetness and aroma in coffee dried in that way which was not present in green coffee. Mr. Robertson, in the course of his lecture, sent round a number of samples of various coffees for inspection.

I once was called on, said the doctor, to treat "a lobster" who had all his toes cut off through trying to stop a buzz-saw with his feet.

Pardon, said the professor, but if he had been a lobster he would have proceeded to grow another set of toes!

SHERRY WINE, ITS METHODS OF MANUFACTURE.

Commercial Agent Price, of Jerez de la Frontera, makes a report on the manufacture of sherry wine in Spain, and describes its preparation for market. He writes:

"The vintage of sherry wine occurs between the 15th of September and the last of October. After the grapes are cut they are left in the sun for two or three days, being covered at night to protect them from the dew. All bad and unripe grapes are separated from the bunches, after which the good grapes are thrown into large, square, wooden troughs, when men, barelegged and wearing heavy shoes with projecting iron nails, tramp out the grapes and the liquid runs into an adjoining vat. The residue of stems, pips, and skins are put into another trough, and after adding water are crushed with a wooden press. The pulp is used for manure and feed for hogs. The liquid obtained, called 'must,' runs into another receptacle, and is of an inferior quality.

Set to Ferment.

"When the butts and barrels are filled they are put in the cellars, each barrel having a tin funnel inserted in the bunghole to permit circulation of air. These barrels must have a vacuum of at least 4 gallons to allow the wine to ferment without overflowing. After the fermenting period of about two months the clear liquid is transferred to other barrels carefully, so as not to disturb the sediment at the bottom.

"The barrels for the ultimate reception of the wine must be of white oak, perfectly clean, and smoked with sulphur to prevent dampness. The barrels are then stored and carefully classified by experts and a name given to the wine in the different butts.

Several Kinds of Wine.

"It always happens that different kinds of wine are obtained from the same grapes grown in the same vineyard and subject to the same treatment. From the same grapes come the mellow (hechos), light (finos), and bouquet (oloroso). Some of the wines are so bad that they are sold as vinegar or burned for alcohol. Alcohol of 95 degrees must be mixed with wine at the rate of 12 pints to the butt of 85 gallons for each degree of strength desired. To properly preserve wine it should have an alcoholic strength of at least 16 degrees, and as pure wine does not possess that it must be strengthened. There are some wines preserved in their natural state, but they are very few."

PROGRESSIVE RETAILING

THE EVIL OF OVER-BUYING.

It is strange how some retail merchants get the impression that when they place a large order for goods they are performing a master stroke of business and are building up for themselves the prestige of being heavy buyers, which can be secured in no other way. It wouldn't be very difficult to find retailers who have been forced out of business through their desire to carry a large stock, much out of proportion to the needs of their community. Over-buying has probably driven as many retailers to the wall as any other one failing.

The time is past when a merchant is compelled to buy enough goods to last several months; for with the railroad facilities that exist at present it is possible to replenish stocks upon such short notice that with the exception of a very few cases a dealer can get almost anything he needs in a very few days from the time the order is placed. Treating with this subject of over-buying a cotemporary says:

"Don't be a warehouse. Run a store, if you are in the mercantile business. Don't load yourself up with a lot of things you can not sell for a year or two. Don't fill your stock rooms with goods on which you will have to pay eight per cent. interest on overdue accounts.

Redouble Your Energy.

"You are running a store to sell goods, not to house them for the manufacturer and pay interest at the same time. There may be some advantage to a big concern in buying goods in large quantity, but to the ordinary merchant it's different. The grocer in the city can perhaps make a neat speculation at times by buying in carload lots, and storing his goods. But as a general thing the dealer who buys in carload lots does so with the intention of pushing the goods out of his store with redoubled energy. He doesn't buy simply for the sake of having a lot of stuff on hand.

Buying a Great Science.

"It is better for the average merchant to buy just enough goods to carry him until he can get another shipment. 'Buying is a great science; it is as great a science, perhaps, as the science of selling. Many merchants are good buyers and poor sellers, but more are poor buyers and good sellers. It is the buying end where most failures occur.

Don't Lose Your Discounts.

"There are a good many reasons for buying in small quantities. Chief among these is that you don't put all your money on the shelf. You keep the cash in hand, available for discounts. A merchant who can simply take advantage of every discount is in a position to undersell his competitor who never can take a discount. Just as an example: say discounting terms on net dry goods are 2 per cent. off 0 days, due in 60 days; on regular dry goods, 6 per cent. off 10 days, due in 90 days. So the merchant who neglects taking his discount on net goods and lets his bill go to maturity is paying the rate of over 14 per cent. per annum, while on regular goods he pays over 20 per cent.

Don't Live in Ox Team Days.

"It is an advantage to have clean goods coming in every week. Don't buy all you think you can sell of an item. The trains run both ways every day, and a two-cent stamp will do the work. The custom of buying a six months' supply at a time is a relic of the days when the country merchants drove 100 miles with an ox team to buy their goods. It is different now. But there are dealers who persist in following the ox team method down to this day.

Meeting Competition.

"Shrewd buying is one way to meet mail order competition. This doesn't mean trying to beat down the drummer's prices, but it means buying small quantities of things and keeping the store right up-to-date and fresh stocked from one year's end to another. You will get more satisfactory results by starting the season with a month's supply of goods and adding as the trade demands."

PAY ATTENTION TO CHILDREN.

It is very poor policy on the part of the grocer to neglect paying the same attention to a child sent to his store by a housekeeper, as he would to a grown person. Nowadays this is not so noticeable, but a few years ago it was a very common mistake. Even yet many grocers do not seem to realize the harm they are doing themselves in this way. Country merchants are more to blame in this respect than are the city merchants. The latter are aware of the fact that to keep their patronage they must give the same satisfaction to the child as they would to the parent. Country storekeepers very often keep a youngster waiting from twenty minutes to half an hour. He is passed for the grown persons who happen in after his arrival, and the merchant does not seem to consider him until everybody else has been served.

Nothing is more aggravating to the average housewife than this. Very often she is in a hurry to obtain the groceries and being unable to go herself sends the child, thinking it will receive the same consideration as she herself. There being no telephone system in many small towns, as there is in the city, she must wait in patience. She cannot hurry up the grocer, but must be content to await his pleasure. The result very often is that the next time she has occasion to send the boy or girl her instructions are to go to some other store.

THE CRANKY CUSTOMER.

The cranky customer is indeed a great thorn in the flesh of the grocer. A customer that is apparently never satisfied, but who is always complaining, asking for what seems the impossible, is the despair of many grocers. In the end very often the grocer becomes disgusted and openly makes known to the customer that he no longer wants to be bothered with his or her patronage. It is generally "her." This is a mistake on the part of the storekeeper. A customer may be pretty near "the limit," but should never in any way be encouraged to patronize your competitor's store. Many grocers there are who have customers who are simply particular that all they buy is just exactly what they want. These are often classed in the same category as the "crank," which is certainly unwise on the part of the merchant.

Always strive to please your exacting customers. If they are a little more particular than others who make their purchases from you; if they are often very annoying, put up with it. It is all in the business. If you cater to them satisfactorily your reward will be not only on the patronage extended to you by them, but also in the free advertising they give you and your store. A housekeeper may be very "cranky" as they say, but if you give her satisfaction, and treat her as you should, she will advertise the fact freely to her friends.

Store Architecture, Interior Fittings and Window Display

STORE ARCHITECTURE—ITS IMPORTANCE IN ECONOMY AND EFFICIENCY

Store architecture is one of those problems with which the merchant is sooner or later confronted. A store may be started in a simple unpretentious way without consideration to either good looks, convenience or economy—merely because the need for a store exists. and that need must be met. As soon as, however, trade begins to multiply, other considerations are brought into evidence, storage for instance. Although goods may speedily change hands, it soon becomes apparent that provision must be made in keeping with the particular requirement of each description of goods, else serious unnecessary loss will accrue. Then again, it is

No. 1—This illustration shows front of building, with private door leading to first floor offices.

soon evident that places must be allotted easily-get-at-able, and in accordance with the frequency or otherwise of call for sale upon the particular articles, otherwise great unnecessary cost is incurred in handling. These and many other reasons might be adduced in support of the adopting of good and efficient architectural store arrangement.

Points in Good Store Architecture.

There are given in this article illustrations of a store which has recently been erected on a corner site in one of the growing business streets of Toronto.

The owner of this store, George J. Melhuish, is an experienced grocer of many years' standing, and in adopting the arrangements shown in the illustrations. has endeavored to obliterate most of the objections with which so many ordinary stores are encumbered.

"Natural Light" an Important Feature.

Perhaps first and foremost in this regard is the question of "light." Sufficient natural light, properly subdued, is one of those features more noticeable by its absence than its presence in the general store. Light, however, is one

No. 2 shows side elevation, with side door for loading delivery wagon. Private door to residence. Small windows to back of store for light and ventilation.

of the most important factors to the successful store. Customers should at all times be able easily to see all the contents of the store. To accomplish this end and yet not lose the use of wall space, a row of windows have been arranged, in the accompanying plans, to give light along the top of the outer side wall, leaving the wall still available for shelving, etc., to within about two feet of the ceiling. This is without doubt an excellent arrangement, and one well worth noting.

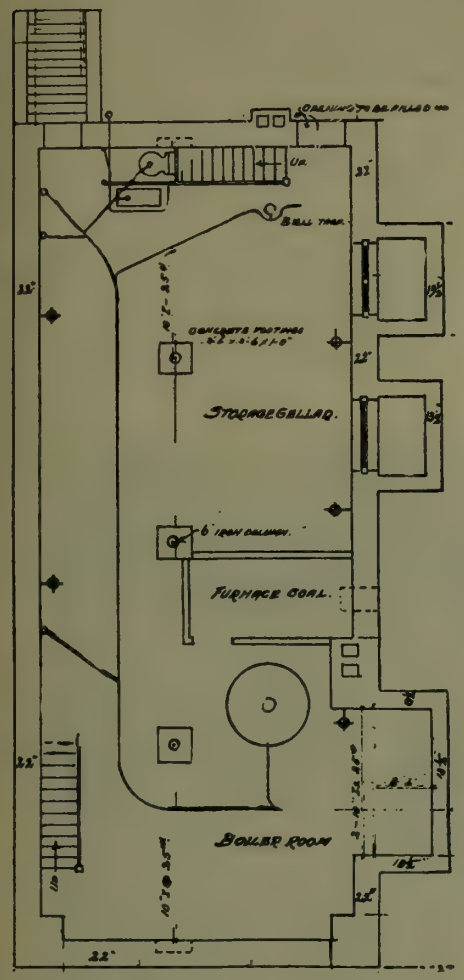
"Air," an Aid to Health and Business.

Abundance of air is another important feature in the retail store. Who amongst us have not, at some time or other, been well-nigh sufficated by the many combinations of aromas in the old time store? No use the salesman trying to push sales in such a place; the customer orders what he wants and clears out. In the store under reveiew, however, this feature has been well studied. With a door at each end, and one at the side, a current of air can be easily circulated from end to end, and by avoiding the use of the one on the side of the wind at the time with little inconveneience. Every store, even in the depth of Winter, should be well ventilated once or twice during the day. In fact, in Winter time, by allowing a current of cold air to pass freely through the store and drive out the wasted and vitiated air, it will be possible to warm up to a better temperature with considerably less firing.

"Access" and "Egress."

A still further important feature is that of "access" and "egress." In

the plans shown this has been amply provided for. An imposing front entrance for customers only gives freedom from all unnecessary contact with the passage of goods to and fro. There is also the



No. 3 shows cellar arrangements, the latter half for storage. Plenty of light, ventilation and drainage.

side entrance chiefly for the use of loading up for delivery, and then there is at the back a door which can be used for taking in goods, beside which the cellar entrance can be utilized for the same purpose, and as the main storage is located in the cellar, it is probable the cellar entrance will become the chief goods entrance.

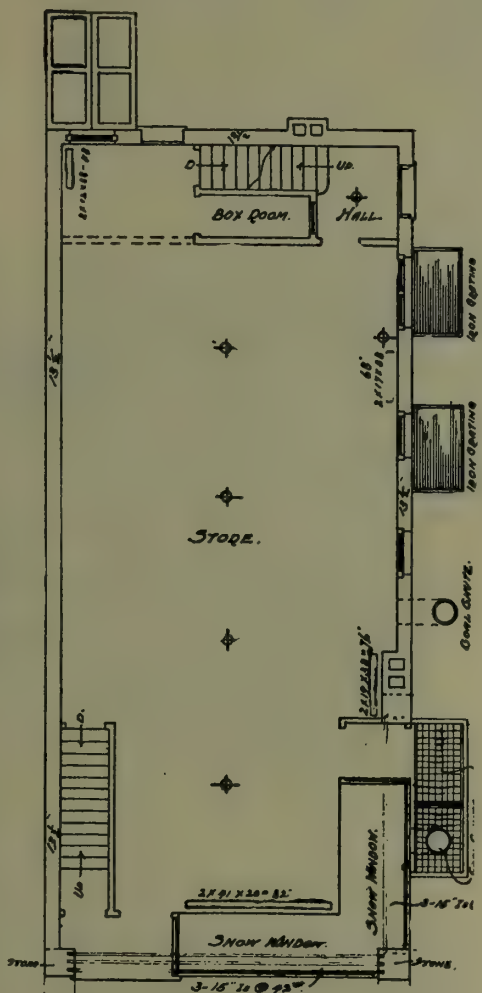
At the rear of the store a fair size room is arranged, suitable for refrigeration or such like storage purposes.

The Residential Section.

The house arrangements can, of course, be adapted to particular circumstances; in the instance illustrated, it was desired to fit up the front part of the first floor as a professional parlor. A separate front entrance was therefore arranged which makes that part particularly private, the entrance to the house proper being provided at the side entirely apart and separate from the business section.

INTERIOR TRIMMINGS FOR UTILITY AND BEAUTY.

Closely following, and equally important to that of correct architectural arrangement, is that of interior fittings. Many are the devices which have come into being of late years to aid the storekeeper in his business, computing scales, cheese and bacon cutters, cash registers, counter check books and many other useful and admirable helps. The fixtures and fittings, however, must stand



No. 4 shows main store with back room for refrigeration or storage.

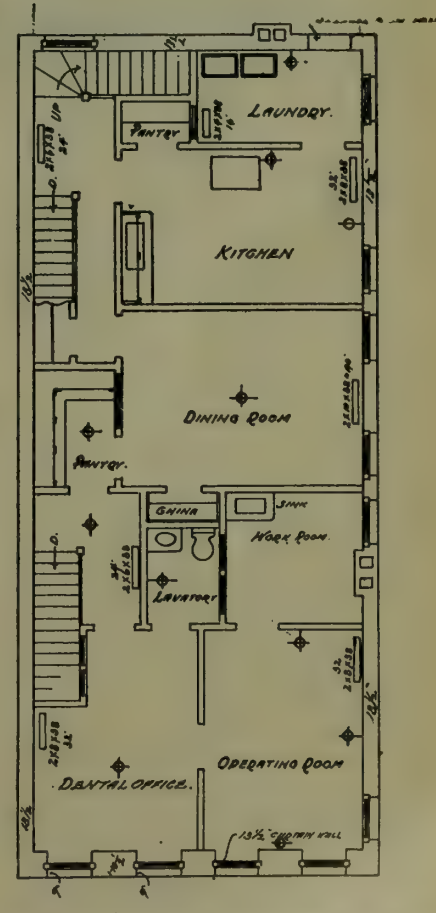
pre-eminently front in importance, as upon them to a great extent depends not only the appearance, but the economical working of this store. The illustration given in this article is one taken from many which have reached the offices of The Canadian Grocer, and which would form a likely plan to fit in with the store plan shown in the previous article.

Well Displayed Stock Half Sold.

The store from which this illustration of interior fittings is taken is that of A. D. Valentine & Co., Windsor, Ont. The whole side wall makes a most excellent showing with its arrangement of shelving to carry sufficient assorted stock for any ordinary grocer. The complete arrangement of the Walker pivoted bins must commend itself to any enterprising grocer. The added attractiveness to the store, to say nothing of the immense saving in the clerk's time serving customers, must at once be evident. It becomes quite an easy matter to sell goods from a well displayed stock, the suggestiveness of the display will accomplish a great deal, and with the Walker pivoted bin the goods are displayed in the most economical manner possible.

The Necessary Refrigerator.

The refrigerator arrangement is another important feature in a store. There is no reason whatever why the refrigerator should not become one of the ornaments of the store. There are many makers of these goods who set themselves to accomplish the best possible effect with the most convenient refrigerating arrangements. The columns of the Canadian Grocer frequently contain illustrations of refrigerators



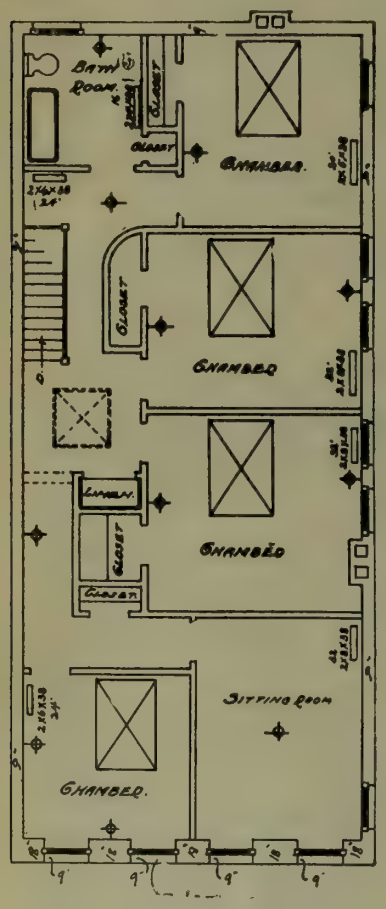
No. 5 shows first floor arrangements, with private offices, separate lavatory, stairway, etc.

which, in addition to accomplishing their intended purpose, also make quite an attraction to the store itself. With one of these installed in a well appointed place, which will display the goods

as well as preserve them, the grocer's repute as a careful up-to-date storekeeper would be largely enhanced.

"Cash Only."

At the rear of our picture will be seen a small card, "We sell for cash only," which denotes the principle upon which business is conducted. It may not be possible for every grocer to follow this scheme in his particular locality, but where it can be done, it is undoubtedly the best possible method upon which to conduct a store. What, however, strikes one in this particular case is the way the owners have obliterated all show cards of manufacturers,



No. 6 shows upper floor with bedrooms, sitting rooms and all modern conveniences.

leaving the store entirely free for their own display.

THE VALUE OF WINDOW TICKETS.

There isn't a merchant who will contest this proposition: "Show windows are valuable to attract trade." You display your goods and if they are attractive, you will do some business. How much more you could do with price tickets properly displayed is perhaps a question, but there is no question but what your trade would be increased, and materially.

There are many people who are backward in the matter of pricing goods. They feel some little compunctions against asking questions and then going away without buying. You will find this trait much more highly developed in the man than in the woman. The latter leans a little too much the other way.

If you have a good location, there are people passing your store every minute in the business day. The prices plainly shown talk to them as they pass, and they strike home. The average man knows little about bargains. He may think an article looks too high-priced for his pocketbook, but the actual price may be within his reach.

Use the tags and the cards with prices in plain figures throughout your entire establishment, and they will increase your sales. New goods are going on the shelves and tables. Plain marking helps the customer and it helps the salesmen.

Plain marking is taken to mean one-price, and in this day and age of sharp competition, no merchant can afford to play favoritism with his trade. One price is the surest safeguard. If you have sliding scales you run the risk, and a big one at that, of offending your good customers.

Women talk and they gossip on trade matters as well as on social. Overcharge one and let her find it out and your competitor will control her trade hereafter. Use price cards. They may be had cheap. Use home-made cards and learn to make them neat and attractive. If you are a failure at it, your print shop will gladly accept the order, or you can send to the city for samples. Tag everything. If you have not been following this practice, try it and you will find your returns for the next year better by a material percentage.

WINDOWS AN ADVERTISEMENT

A writer once remarked that out of nearly 200 stores visited in some thirty cities on a special tour of the grocery trades, comparatively few make any attempt at attractive window display. This is unfortunately pretty nearly the truth, grocers as a class appear to have much to learn on this subject. There are, however, a few grocers in most cities who give prominence to the subject, and who on certain occasions, such as special holiday seasons, make a great feature of their windows.

The window is, possibly, the retail grocer's greatest advertising medium, and it should be treated in that way. The Canadian Grocer, week by week, gives illustrations and pointers on this very subject. It is not really an expensive matter, no goods lend themselves so readily to window display, and by a simple arrangement of boxes or temporory shelving, almost any design can be arranged. For an ordinary between-season trade, such as the present moment, about the simplest thing to be done is to make a weekly display of popular staple goods, with always a special bargain line. There is given in this issue an illustration of the store window which is mentioned in our store architecture arcticle, and which carries a display of just the nature mentioned. This window is particularly well placed for an elaborate display of special goods when the season opens.

The above shows the interior of A. D. Valentine & Co.'s store, Windsor, Ont. It is an excellent arrangement of wall fixtures, suitable to go with the plan of store shown in preceding article.

PUSH EVER AHEAD.

Yes, you have been doing very well. On that last trip you sold nearly $1,000 worth of goods, and the whole month was the best you ever had as a traveler.

Splendid, but don't rest on your past laurels, old man; go ahead and make every month better than the last.

There are great big chances for fatter sales than you have ever yet made, and do not let the past achievements keep you from the greater success in the future.

And you are credited with possessing a fine voice. They have told you that they enjoyed your singing and once you sang at a concert, and the press noticed you kindly, for you were encored, and you have been living on the glories of that evening ever since.

That is a mistake; make it only as an incentive to better things, to better music, to better singing.

Many of us make what they commonly call successes when we are, after all, really failures.

The clerk in the store is a good average, and he is satisfied. One day three months ago he sold more goods in that department than any other clerk had ever done in a single day. He has been talking about and living on that day ever since. He has forgotten that there are

The above is a display of staple goods in the side window of store shown in our architectural plans.

The above is a display of seasonable goods in the front window of store shown in our architectural plans.

greater sales for the greater day of the future.

A speaker who once, when the hour was in keeping with his spirit, moved his audience at will, delights to think of that one occasion of the past, forgetting all his great possibilties for the future in this, his success of a night.

Many of us are failures, not because we are without ability, but because we are too easily satisfied.

We do not have ideals that are large enough to carry us on.

When I first saw him, he had lamps on the counter of his store, and a ten line advertisement in the paper. His stock was small, but he was agreeable and his voice was bright with hope.

I met him a few years later, and electric lights were strung in the window and overhead. His stock was larger and his advertisement was quarter column by two columns deep.

I passed through his town the other day. He had moved. He had moved up street, moved into the store of a rival who had been content to live on the successes of the once were, before this new chap came to town. The advertisement is bigger and the stock is in proportion, and his voice is still hopeful, looking for still bigger and better things.

You have seen it on every side.

You have seen the people who forge ahead and distance their rivals.

They take stock and find the year a successful one. They set a higher standard for the next year, and forge ahead again.

Are you one of these fellows? Are you satisfied with your set of standards?

Are you satisfied with your standard in the home life.

Are you satisfied with your standard in books and conversation?

Are you satisfied with your standard in love and friendship?

Look them over and weight them well. and perhaps you'll take them up and plant them higher and further on.

DELICATESSEN IN THE GROCERY STORE

DELICATESSEN AS A PROFITABLE DEPARTMENT

The delicatessen idea is certainly and surely making substantial headway. The coming of the "flat" habit, the increasing favor which "light housekeeping" is receiving, and the superior economy of delicatessen supplies, all combine to give a degree of energy and interest to the "delicatessen department."

Possibilities of Increasing Trade.

Yet how few grocers have really given due consideration to this ever increasing and extremely profitable branch of trade. True, some grocers make a fair show of the ordinary plain and familiar cooked meats, but how few stop to think of the avenues of possibilities which open up with the coming in of the many delicate and economical prepared foods.

The Great Advantage to Housekeepers.

For a few cents a housekeeper can secure enough salad to supply several persons, and for very little more money can obtain slices of smoked meats, pickled meats, or fish and thus a good light meal is readily obtained. The list can be indefinitely extended and a complete absence of waste is noticeable, thus making delicatessen goods so much more economical than is commonly supposed. Skin, bones, feet, heads, shells and other useless portions of animal and fish anatomy, which one pays good money for at the butcher's, are absent from the delicatessen meat and fish, and the difference means much in money saving.

A Live Grocer.

A prominent grocer in a flourishing city recently stated that his trade had completely revolutionized of late. A few years ago he was doing a substantial family trade, and could almost calculate his exact weekly orders. Now, however, things have completely changed, the enormous advance in rents made it impossible for the majority to continue housekeeping in the way they had been doing, with the result, that a great number of the houses now contain more than one family all on the light housekeeping basis, with the inevitable increased demand for prepared foods. This particular grocer has set himself to meet this new condition, the result being that has trade has kept continually advancing although changing its particular character.

The Populace Demand it.

The delicatessen store proper, undoubtedly covers much which it is not necessary that the ordinary Canadian grocer should consider at the present time of evolution. Still, with the influx of foreign nationalities into Canada, there can be little doubt but that they will bring with them much of their fancy and appetite for these highly seasoned and prepared foods, in fact, it is the bounden duty of the Canadian to acknowledge such fact, and find in it an opportunity to show these strangers in a strange land that all will be done that can be, to make them realize that Canada is home. This can easily be done by opening up a good supply of the class of comestables with which he is familiar.

How it has Developed in the U. S.

In the U. S. the ordinary delicatessen store is growing to be more and more a place where the delicacies of the world are to be found. English, French, Dutch, Russia. Spanish, Swiss, Hungarian and American food products shoulder the toothsome products of the Fatherland in the German-American stores where the sign "Delicatessen" is seen, and the end is not yet, for with the "chop suey" habit growing upon the public, it should not be a great while before a place before Chinese and Japanese delicacies of the menu find a place beside the wurst, the fancy cheese, the salad bowls, the olives and the preserved fruits. The list of strange delicacies sold in New York, and some of which will probably find a growing market here, might be almost indefinitely extended, but enough has been said to show that the most cosmopolitan of tastes and appetites can find the wherewithal to gratify them without leaving the United States or even the borders of the metropolis. When these and other strange food products find a lodging place in the delicatessen stock, its cosmopolitan character will not be questioned.

DELICATESSEN IN THE UNITED STATES.

The delicatessen store, as it is to-day and as it has been for the last twenty-five years, is nothing else but a store where first-class meat products are for sale. All the meat products which the delicatessen dealers sell are prepared foods—even the bacon which the delicatessen dealer sells ought to belong to the class of ready cooked foods.

The Original Idea.

The originators of the delicatessen business in America did not sell bacon as a food which needed either boiling or frying. Their bacon was boneless, cured and smoked like the Westphalian hams, and was eaten sliced by the consumer—at that time mostly immigrant Germans—in the form of sandwiches made of rye bread or pumpernickel, with a little salt and pepper. The right kind of bacon, half lean and half fat, when properly cured and smoked, forms with the bread a very wholesome and substantial, health-giving meal.

The Idea Grows.

That the delicatessen business filled a long-felt want, particularly in New York, is best proved by the enormous growth of the business. While twenty-five years ago there was only a few of these stores in New York City, one finds to-day pretty near two thousand of them in Greater New York; that is to say, when one considers as a delicatessen store every store where smoked hams, boiled hams, bolognas, sausages, smoked fish, etc., are for sale. If one applies the true meaning of the German word "delicatessen," then this is changed considerably, and the number of real delicatessen stores dwindles to about 30 or 40 in all Greater New York.

Genuine Delicatessen.

A true delicatessen department should offer for sale everything which is above the average in taste and quality, all dainty foods which are produced in any country, which are scarce and in consequence not sold in any and every store. The genuine delicatessen dealer to-day sells a very large amount of imported meat specialties. All the fine English, French, German, Dutch and Italian hams, bolognas, canned meats, fish preserves, etc., form a part of his stock. One finds there the delicious smoked goose breast from Pomerania, the fine cervalet-wurst from Gotha, the caviar from Russia, the Scotch and Irish bacon, the birdsnest from India, etc.; in short, everything in the line of eatables which the gourmet may long for. The provision line in such a store is of the highest order.

Some Only Partial.

The majority of the so-called delicatessen stores do not cover such an extensive field. They content themselves with the sale of domestic provisions, imported smoked hams and some brands of

bolognas and sausages, as well as some domestic and imported fish preparations, such as smoked salmon, caviar, smoked herring, etc. A very large percentage do not keep imported goods at all.

Meets all Classes.

In New York the delicatessen store has taken the place of the French caterer and the English and Irish cook store for the working classes, where one may buy a pretty good assortment of ready-made cooked dishes at a fair price. The genuine delicatessen business, on the other hand, caters to the trade of the well-to-do classes who can afford high prices for all the whims of the palate.

CURING AND SMOKING AS A PRESERVATIVE.

Pickled and cured meats are smoked ed to aid in their preservation and to give flavor and palatability. The creosote formed by the combustion of the wood closes the pores to some extent, excluding the air, and is objectionable to insects.

Ample ventilation should be provided in the smoke house to carry off the warm air in order to prevent the over-heating of the meat. Small openings under the eaves or a chimney in the roof will be sufficient, if arranged so as to be easily controlled.

Best Conditions for Smoking.

A fire pot outside of the house proper, with a flue through which the smoke may be conducted to the meat chamber, gives the best conditions for smoking. When this cannot well be arranged, a fire may be built on the floor of the house and the meat shielded by a sheet of metal. Where the meat can be hung 6 or 7 feet above the fire this precaution need not be taken. The construction should be such as to allow the smoke to pass up freely over the meat and out of the house, though rapid circulation is at the expense of fuel. Brick or stone houses are the best, though the first cost is greater than if they are built of lumber.

Special Fuel Needed.

The best fuel for smoking meats is green hickory or maple wood, smothered with sawdust of the same material. Hard wood of any kind is preferable to soft wood. Resinous woods should never be used, as they are likely to impart bad flavors to the products. Corn cobs are the best substitutes for hard wood, and may be used if desired. Soft woods and corn cobs give off large amounts of carbon in burning, and this is deposited on the meat, making it dark in color and rank flavored. Juniper berries and fragrant woods are sometimes added to the fire to flavor the meat.

Preparing the Meat.

Meat that is to be smoked should be removed from the brine two or three days before being put in the smoke house. If it has been cured in a strong brine, it will be best to soak the pieces in cold water over night to prevent a crust of salt from forming on the outside when drained. Washing the meat in tepid water and scrubbing clean with a brush is a good practice. The pieces should then be hung up to drain for a day or two. When drained they may be hung in the smoke house. All should be suspended below the ventilators, and should hang so that no two pieces come in contact, as this would prevent uniform smoking. A slow fire may then be started, warming up the meat gradually.

Keep the Meat Warm.

During the winter months in cold climates it is best to keep the fire going continually until the smoking is complete, holding the temperature at about the same point. If the fire is allowed to die down the meat becomes cold and the smoke does not penetrate readily. This results in heavy smoke on the outside and very little on the inner portions of the meat. During the Spring months and in the Summer a light fire may be started every second or third day for a couple of weeks, and the meat allowed to hang in the smoke house until sufficiently colored. When the fire is kept going steadily and an even temperature is maintained, twenty-four to thirty-six hours will be required to finish one lot of meat.

Use Every Care.

Smoke will not penetrate frozen meat, and it will be necessary to extract all frost from it before filling the smoke house. The house should be kept dark at all times to prevent flies from entering. As soon as smoked sufficiently the meat should be cooled by opening the ventilators or doors. When hard and firm it may be canvassed or packed away for Summer use.

THE CARE OF SALT FISH.

It often happens that packages of pickled fish are roughly handled in transit when shipped by rail or boat, causing the hoops on barrels, half-barrels and kits to loosen and naturally the pickle leaks out. If the packages are left in this condition for a period of five to ten days, the fish are liable to become stained and rusty. It is, therefore, important as soon as mackerel and other kinds of barrel fish are received, to examine the contents of packages, and if they are dry or any of the pickle has leaked out, to make a brine of salt and water, just strong enough to float an egg or potato, and cover the fish with said brine, which will restore the fish to prime condition if attended to immediately.

Barrels and half-barrels of salt and pickled fish when stored should be examined every thirty days, and if packages have leaked any, same should be refilled with brine. Do not pour fresh water into a barrel of fish—this method causes trouble, as it weakens the original brine, and when the pickle is not sufficiently strong to float an egg or potato the fish turn sour. Another important matter regarding all kinds of fish is to keep in a cool place and out of the sun.

CANNERS' SIZES.

How do the sizes of cans used by canners actually compare? Are grocers familiar with the exact differences? The proportions are as follows: 2s—5 to a gallon can; 2 1-2s—about 3 1-2 to a gallon can; 3s—3 to a gallon can. These proportions vary slightly, but are approximately correct.

A gallon is supposed to be eight pints, or equal to eight pounds; at the rate of three 3-lb. cans to the gallon, the capacity of the latter would be nine pounds, but, as a matter of fact, the can known to some people as a three-pounder is of somewhat smaller capacity than they suppose.

It is a wonder that there is any demand for No. 2 cans of tomatoes when No. 3s are to be had. At the usual wholesale difference in price the consumer should get extra pound of contents in the No. 3 can quite cheaper. At present prices the difference is about 2 1-2c. a can.—Grocer's Advocate.

NO NEED TO BRAG.

"Sir," began a creditor who met one of his victims in the street the other day, "I sent you a bill in January."

"Yes, sir."

"And again in April."

"Yes, sir."

"And again in July."

"Yes, sir."

"And I presume you received one the other day?"

"I did, sir."

"Well, sir; well, sir," flustered the creditor.

"Well, you needn't feel so stuck up over it," replied the other, as he lighted a cigar. "There are firms in this town who send me bills every month in the year, and they never stop me in the street to brag about it, either. I detest such egotism, sir. Good morning."

CANNING AND PRESERVING INDUSTRY

THE STERILIZING OF CANNED GOODS.

Until recently the process of sterilization of canned goods has been one which in many ways lowered the value of the product canned. With corn, for example, subjecting the cans when full to a temperature of 250 degrees for sixty-five minutes caused the corn to darken, and materially impaired its flavor. By experimenting it was found that the great length of time for the complete sterilization was made necessary by the slowness of the heat in reaching the interior of the can, and that the bacteria of the interior were the last to be affected by the sterilization process.

The Polk Idea of Rolling.

In 1901 Ralph Polk, an Indiana experimenter, conceived the idea of agitating the contents of the can by rotation and jarring during the heating process. Rotation alone did not sufficiently shake the corn, but rolling the cans to and fro in small compartments, which caused a jar at the end of each roll, produced the necessary agitation. In the Canner and Dried Fruit Packer, E. W. Duckwall reports the result of the Polk idea under his observation as follows:

Early Experiments.

"An incubating room was arranged, to be heated to 100 degrees F. by steam. In this room we placed several cases of each run that had been made. The corn was thoroughly incubated, and it was an easy matter to determine the percentage of cans which had not been properly sterilized. After the cans had been incubated we found that the goods which had been processed twenty-five, thirty and thirty-five minutes at 247 degrees F. with a four-inch roll and an agitation of four to the minute, contained bacteria. There was no outward sign to indicate the presence of bacteria in the cans. One species, which grew rather slowly, was not actively motile. It grew into long filamentous threads and was rather sluggish in its movements. Nearly all the cans which contained bacteria after forty-eight and seventy-two hours' incubation had no peculiar taste. The corn seemed sweet, but, of course, it was only a question of time until the sugar would turn into acid. In the piles stacked in the warerooms, where the temperature was not over 65 or 70 degrees, the cans showed no signs of bacteria, and it was only after incubation that we were able to find them. It was possible, therefore, to reprocess all of these goods without loss. The simple repetition of the agitating process was all that was necessary.

Further Testing.

"We then tried some experiments in processing various lots at 250 degrees for twenty-five, thirty and thirty-five minutes, with a nine-inch roll and an agitation of four a minute. Several cases from each lot were placed in the incubating room and some of these cans were examined each day for four or five successive days. After twenty-four hours no bacteria were found. After forty-eight hours more, bacteria were found in quite a large per cent. of the goods processed for twenty-five minutes. A careful examination was made of the goods processed at thirty minutes, and for two or three days no bacteria were found. After the fourth day, however, I found a few cans which did contain living bacteria.

Perfect Sterilization.

"The goods which had been processed thirty-five minutes were examined every day during the whole experimental period, lasting twelve days. No bacteria were found in any of the cans, and this indicated clearly that corn processed by the agitating system, four to the minute with a nine-inch roll, using 250 degrees for thirty-five minutes, will be perfectly sterilized and all spores of bacteria will be destroyed. Corn canned by this system is therefore sterilized perfectly in thirty minutes less time than by the old method, and the color and flavor are better than anything ever put up by the old process."

ADULTERANTS IN JELLIES AND JAMS.

The present generation has seen a great increase in the number and diversity of prepared foods that may be obtained on the market.

Many foods that were formerly prepared chiefly or entirely in the home may now be secured of the grocer ready for the table. A great burden has thus been lifted from the shoulders of the housewife, but responsibilities have not been thereby lessened.

"Like Mother Makes."

A study must be made of the subject of prepared foods if the table is to be supplied with articles of the same quality as those that "mother used to make." Home-made jellies are made from fruit juice and granulated sugar; and jams, from the pulped fruit and sugar. Some manufacturers aim to produce an article that is equal to the home-made in every respect, while others supply the demand for cheaper goods by using lower-priced substitutes for the fruit or sugar, or both.

Thus apple juice, or a solution prepared from dried apple cores and peelings, is often used where higher-priced fruits are understood to be employed, and glucose is frequently used in place of sugar.

Common Adulterants.

Jellies and jams are both commonly adulterated with preservatives (usually salicylic acid and benzoic acid), coloring matter and glucose. Artificial coloring matter is frequently employed, sometimes to give a fictitious appearance to relatively cheap goods, sometimes with a high-grade article, in order that the color may be permanent when exposed to light for long periods of time on grocers' shelves.

To Detect Starch in Jelly.

Natural fruit jellies become liquid on being warmed. A spoonful dissolves readily in warm water, although considerable time is required with those that are especially firm. The small fruits contain practically no starch, as apples do, and the presence of starch in a jelly indicates that some apple juice has been used in its preparation. Starch may be detected as follows: Dissolve a teaspoonful of jelly in a half teacupful of hot water, heat to boiling and add, drop by drop, while stirring with a teaspoon, a solution of potassium permanganate until the solution is almost colorless. Then allow the solution to cool and add a single drop of tincture of iodine. If starch is present a clear blue color is produced. Artificially colored jellies are sometimes not decolorized by potassium permanganate. Even without decoloring, however, the blue color can usually be seen. Both potassium permanganate and tincture of iodine can, of course, be secured at any drug store.

Discovering the Presence of Glucose.

For the detection of glucose, a teaspoonful of the jelly may be dissolved in a glass tumbler or bottle in two or three tablespoonfuls of water. The vessel in which the jelly is dissolved may be placed in a vessel of hot water if necessary to hasten the solution. In case a jam or marmalade is being examined, the mixture is filtered to separate the insoluble matter. The solution is allowed to cool, and an equal volume, or a little more, of strong alcohol is added. If the sample is a pure fruit product, the addition of alcohol causes no precipitation, except that a very slight amount of proteid bodies is thrown down. If glucose had been employed in its manufacture, however, a dense white precipitate separates, and after a time settles to the bottom of the liquid.

Some Simple Adulterants in Jam.

In addition to the form of adulteration to which jellies are subject, jams are sometimes manufactured from the exhausted fruit pulp left after removing the juice for making jelly. When this is done, residues from different fruits are sometimes mixed. Exhausted raspberry or blackberry pulp is sometimes used in making "strawberry" jam, and vice versa. Some instances are reported of various small seeds being used with jams made from seedless pulp. With the aid of a small magnifying glass such forms of adulteration may be detected, the observer familiarizing himself with the seeds of the ordinary fruits.

Artificial Coloring.

Many of the artificial colors employed with jellies and jams may be detected as follows:—One or two teaspoonfuls of the product are dissolved in a half teacupful of warm water, the solution heated to boiling, after adding a few drops of hydrochloric acid and a small piece of white woolen cloth or a few strands of white woolen yarn. The wool should first be boiled with water containing a little soda, to remove any fat it may contain, and then washed with water. The wool is washed first with hot and then with cold water, the water pressed out as completely as possible, and the color of the fabric noted. If no marked color is produced, the test may be discontinued, otherwise the fabric, which may have taken up coal tar colors, some foreign vegetable colors, and (if a fruit product is being examined) some of the natural coloring matter of the fruit, is boiled for two or three minutes in about one-third of a teacupful of water and two or three teaspoonfuls of household ammonia, freed from liquid as much as possible by pressing, and removed. The fabric will usually retain the greater part of the natural fruit color while the coal tar color usually dissolves in the diluted ammonia. The liquid is then stirred with a splinter of wood and hydrochloric acid added, a drop or two at a time, until there is no further odor of the ammonia, and the liquid transferred to tongue by means of the splinter with which it is stirred has an acid (sour) taste.

A fresh piece of white woolen cloth is boiled in the liquid and thoroughly washed. If this piece of cloth has a distinct color, the food under examination is colored artificially. This color may be a coal tar derivative, or it may be one of the vegetable colors (prepared from certain lichens) now largely used with foods. If of the latter class, the dyed fabric is usually turned blue or purple by ammonia.

Care and Practice Necessary.

The tests described above may be employed in the kitchen by one who has had no chemical training, and will serve to point out some of the forms of adulteration practiced with those products. These tests are simple, but must be used with judgment. They require considerable practice from the operator before satisfactory results can be obtained.—Dr. W. D. Bicelow, U.S. Bureau of Chemistry.

CANNED GOODS IN ENGLAND.

The American Consul at Bristol, England, has issued a report on the market for canned goods at that place which it would be well for Canadians to take note of, as it appears there is much room still for Canadian canned enterprise. He says:

There is a large market in the neighborhood for which Bristol is the distributing centre for American canned and dried fruit, especially in prunes, pears, apples, apricots, and peaches. The bulk of these goods reach Bristol in direct shipments from California, via New York, and thence by the Bristol City Line, but an occasional shipment comes through New Orleans. Most of the large Californian packers are represented in Bristol either by their own agents or by local correspondents of their agents in Liverpool or other large English centres.

The heaviest business from California is in dried plums, for which Santa Clara seems to be the standard, outside packs coming in at 10 to 12 cents less. The duty on these is $1.70 per 112 pounds. The payment in nearly all cases is made by drafts at 60 or 90 days' sight. Wholesale c.i.f. prices Bristol to-day for dried plums are as follows: 30s to 40s 34s. 6d. ($8.37); 40s to 50s 33s. 6d. ($8.12); 50s to 60s 30s. 0d. ($7.40); 60s to 70s 28s. 6d. ($7.03).

Canned goods are shipped in three grades in cans (nominal), two pounds. To-day's quotations for extras are: Apricots, $1.30; pears, $2.05; peaches, $2.11. Extra standard—Apricots, $1.08; pears, $1.81; peaches, $1.30 to $1.55. Standard—Apricots, 90 cents; pears, $1.57; peaches, $1.30.

A good many brands are already well established here and it is the practice to send at the beginning of the season samples in the three grades on which all c.i.f. offers would be based.

MEXICAN EGG TEST.

It is a common sight in the plaza in a Mexican town to behold a stall-woman, who is selling two reals worth of eggs, pick them up one by one, put one end and then the other to her lips, and hand them over to the customer, who repeats the same operation. To the inexperienced onlooker it seems as if they were tasting the extremities of the eggs. As a matter of fact, they never touch the eggs with the tongue.

The idea of the performance is that when an egg is fresh, one end is distinctly colder than the other. The end which has the air chamber is the warmer of the two. The human lips are exceedingly sensitive to heat and cold, and even the novice at this form of egg testing promptly becomes a capable judge. If both ends of the egg reveal the same temperature, that egg may be counted as bad, as it is a fairly good sign that the air chamber is broken, and the contents spread equally within the shell.

GROWTH OF THE CONDENSED MILK INDUSTRY.

The evolution of the condensed milk industry has been great. Less than a century ago such a product as this was unknown. In the '50's, however, through the genius of Gail Borden, probably the first condensed milk ever prepared was put on the market. In those days the originator of condensed milk found it necessary to sell his milk through personal canvassing. Borden practically peddled his product before it gained a place in the trade. Afterwards he began to advertise, and gradually but surely the present great business controlled by the Borden Condensed Milk Co., was built up from nothing. It took time and perseverance to accomplish this, to introduce condensed milk to the public, but the man was worthy of his task and at the present day this has become one of the largest industries. Borden's branches are established all over the world and condensed milk is now obtainable in every civilized country.

PACIFIC COAST CITIES AND WHOLESALE TRADE

Development of the wholesale grocery and provision trade of the Coast cities of British Columbia has been closely contemporaneous with development of the means of transportation. Until some eleven years ago, when the Kootenay was first exploited by mining people and the numerous camps, such as Rossland, Nelson, Kaslo, and at other points were established, the distribution area served by Victoria and Vancouver, outside of the cities themselves, was practically confined to the main line of the C.P.R. in the province, and to the up-coast points reached by the coasting steamer service, traffic, both railway and marine, being then much less than to-day. The old Cariboo trade, what remained of it, was also served, and the old-established Victoria houses held this, as they still do to a large extent.

Tributary to the coast cities themselves, including New Westminster and Nanaimo, the trade of the canneries of the Fraser River, and of the logging camps and mills was no inconsiderable factor of the period a decade ago.

Just Needed a Chance.

With the completion of the Arrow Lakes steamer service and rail connections from the C.P.R. main line at including Rossland, Nelson, and the Slocan country, were made accessible to the wholesale trade of Vancouver and Victoria. Previous to that it was difficult to get supplies in at all, and the Corbin railroad, reaching the two principal points from Spokane, had given a large part of the trade of the Kootenay to that city, which was the more possible because a majority of the mining operators in the Kootenay then were from the American side and many of them had formerly operated in Spokane and vicinity.

Access to the Kootenay district was inducement enough to the jobbers of the coast. They went after the trade in earnest and to-day they have the bulk of it. Seven years ago this trade of the interior was increased by the completion of the Columbia & Western Railway, to the camps of the Boundary district, Greenwood, Grand Forks and Phoenix. Prior to both these developments, the construction of the Shuswap & Okanagan line from Sicamous to Okanagan Lake had opened that famous agricultural district, then in a much less forward state than to-day. With these three lines of communication opened, the growth of population and establishment of permanent industry, has increased the volume of trade very substantially. During the same time the cannery industry of the coast, northern as well as Fraser River, has been another growing factor and the unprecedented increase in the lumber industry has added its quota to the field for supply trade.

Americans Went First.

All these influences, important as they are, and permanent as is their character, have, however, to be counted secondary to one new factor, that of the Yukon trade. Beginning almost without warning some eight years or more ago, this trade was at first apparently lost altogether to Canadian wholesale men, though the new gold field was entirely in Canadian territory. Two reasons may be given in explanation. One, and the most important, was that in the United States territory of Alaska, for years, two very powerful mercantile concerns had been operating, and these had many posts and large stocks of goods at easily available points. The companies were the North American Trading & Transportation Co., and the Northern Commerical Co. These powerful corporations had the whole of the trade of Alaska, and their stocks of goods were in large measure specially adapted for the new mining camps of the Klondike. Their big advantage was that they had the goods practically on the ground, and the Yukon River was readily available to transport from the nearest posts the goods required by the first inrushing crowd of gold-seekers, many of whom had not waited to outfit.

In the personnel of a large proportion of the first crowds who went into the Yukon is found the other, and less important reason for the new trade going to American trading houses. A horde of old Alaska prospectors swooped down on Henderson and Carmack's new-found Eldorado and the active Brother Jonathan, ever ready, in his own picturesque and expressive phrase, to "take a chance," especially if the chance favored a sudden accession to wealth, came from the cities of the coast states and from other parts of the republic in much larger numbers than the more conservative Canadian cousins. This new mining population naturally asked for the goods they had been used to having, and the trade at first merely tried to cater to the demands of these men, who never stopped to ask about price, for what did price matter, when they were to be millionaires in a few months.

Seattle and other Puget Sound cities quickly organized for the big outfitting trade and by the Spring of 1898, when tramp steamers from all parts of the world were carrying crowds of passengers and unlimited cargoes of goods to the north, three-quarters of the gold-seekers were buying their supplies and taking their passage at the Sound city. Vancouver and Victoria merchants awoke to the opportunity too, and soon had a good share of this transient trade.

But when merchants became located in the north, and the means of transportation were improved by the building of the White Pass & Yukon Railway and the placing of many steamers on the Yukon River plying to Dawson, the British Columbia cities swung their heavy batteries in line and in less than three years from the first day of the Klondike over 85 per cent. of the trade was in the hands of the B. C. jobbers and they have continued to hold it. For a time some of the local houses attempted the policy of establishing branch houses in the north, but that has been entirely abandoned. The trade is reached either by having the merchants from the northern capital come out in the Winter season and buy their supplies for the next year, or by sending in the traveling men of the various houses. But whatever the means, the supply trade is held and will likely be held.

Mining Development Work.

The opening of the Atlin district in Northern B. C. in the second and third years of the Klondike, made another very substantial addition to the trade, which, from its situation, was at once controlled by British Columbia jobbers. This northern trade is now a steady and definable quantity, and because of recent mining developments, notably in the Windy Arm district, at Conrad City, and on the Canadian side of Portland Canal, gives promise of considerable increase. Other mining development in

Northern B. C. on the Skeena River, as well as the activity caused by the expected selection of a northern coast terminus for the Grand Trunk Pacific Railway, indicates an additional field for expansion of supply trade in the north.

In Southern B. C. the rapid increase in agricultural population especially in the Okanagan Valley, and the opening of the rich Similkameen district by the building of two railroad lines, one C.P.R. and the other Great Northern, will add a large amount of distributing trade and make it easy to handle. The mining districts of the Kootenays are all in prosperous and growing condition and the camps are all demanding closer attention in the way of supplies every season.

So much for the yesterday and to-day of the jobbing trade of British Columbia. The future holds much of promise. There are new fields to open when railway construction shall have reached the northern interior, the largest portion of the province, and still undeveloped in large measure. The portions of the province now in part developed, are still capable of great progress, and that progress is proceeding rapidly. In the new provinces of the prairie Northwest there is a good deal of business to be obtained, but the jobbers of B. C. cities have been sadly handicapped in their efforts to reach that territory, though they have no reason to be discouraged over the volume of trade secured in face of adverse conditions.

Trans-Pacific Trade.

But great as the local field will surely become, there is a very large business to be secured from trans-Pacific trade. In the Orient the Chinese empire is slowly awakening to modern methods of commerce, and Japan has already shown that she is thoroughly imbued with the spirit of western progress. Here is an opportunity not lightly to be neglected, for in fostering it the coast cities will secure an export business of enormous value not only to themselves and the province, but to the Dominion at large.

By reason of the geographical position of the B. C. coast cities the establishment of direct and efficient steamship service, to China, Japan, India and other parts of the east, is easily feasible, and the consequent intercourse with those countries will develop an enormous commerce. A beginning of no small proportions has been already made. In fact, from an importer's point of view, the beginning is very considerable. All the tea of China, India and Japan for the whole Dominion comes through these ports. The product of the rice fields of China and Japan is shipped this way. The sago and tapioca of Singapore and Malacca are imported direct. The raw sugar from the Philippines and from Java comes here to be refined, the coffee of the islands of the southern seas is also brought in by local merchants and manufacturers to be sent out, a finished product, over an ever-widening field of distribution. Many other staples of commerce are thus brought to the shores of Canada by the shortest and most direct route, to the Sunset Doorway of the Dominion. Nor is the scope confined to oriental products. From England and Europe, the products of their marts and manufactories are brought by direct steamers, avoiding the long overland rail haul.

Wide Range of Goods.

The range of goods brought to coast cities includes as well, the products of Australia and New Zealand, imported direct by lines of steamers, which on their return take many of Canada's products to the sister colonies under the Southern Cross. From South America come coffee, sugar, etc., while from California are imported fine fruits, both fresh and dried, and in some instances in preserved form.

The range of goods thus assembled by regular direct lines of steamships is certainly greater than any other city of Canada may boast. This advantage is telling in the race for the great and growing trade of the Canadian west.

The advantage, already referred to, of being a shipping port for Canadian products sent to the Orient and Australiasia is telling every year. The salmon of British Columbia waters, both fresh, frozen and packed in tins, is all shipped from here, with the exception of the comparatively small quantity required for domestic trade. The wheat of Alberta is destined to come to Vancouver to be shipped to all parts of the world, either in the grain or ground into flour, and this big trade is being given very close attention now. The beginning of an elevator system marks the turning of attention to this important export business, and the increase of shipments of Canadian flour from B. C. ports is being felt by the wheat and flour producing states of the Pacific Coast and their shipping ports. Heretofore, the flour trade of China, Japan and Siberia was in the hands of Washington, Oregon and California flour millers. The advent of Alberta wheat is changing all that, and it is benefitting the jobbing trade of the province.

That the wholesale people of the coast cities are preparing for their coming heritage of commercial supremacy with an abiding faith may be seen in one particular if not in others. In the city of Vancouver, where ten years ago there were but few and struggling jobbing houses, to-day are brick warehouses of six and seven storeys in which are assembled great stores of merchandise from all parts of the world for Canadian consumption or gathered from domestic sources for export to the far corners of the earth. The extent of the warehouse section of the city is a marvel of western development, and every year the number and size of new blocks is increasing.

TRUE SUCCESS.

The propensity of the present day to live at an unreasonable rate of speed cannot be disregarded. We are often impelled to pause and ask ourselves what is really worth while, for we no sooner attain one purpose or pleasure than we dash off in pursuit of others. This is confusing to youth. The shams of life are so hopelessly mingled with the genuine, the dross with the real gold, that one hardly realizes its true ring.

Start Right and Keep Right.

It is just as well for youth to realize at the beginning that the inexorable law never changes—that what was the best yesterday is the best to-day, to-morrow and forever after. In beginning a career, the young man must set forth with the old Puritanical ideas of right and wrong—with a conscience that cannot be obscured nor clouded by the glitter and noise of the market place. Most of these bubbles burst in good time. The successes of fraud are not lasting.

Every Task Well Done.

The true success is that which is found along the rigidly pursued paths of truth and honor. Every task well done is a stepping stone to another better done. Every day should bring a new idea into life, some new and useful knowledge. There is no royal road to success, no meteoric flights to the rose-colored clouds in the heights.

The Master Becomes the Genius.

And so it is to be done in commercial fields. The genius is he who brings to his labors a willingness to master it in all its details, who patiently, even if ploddingly, pegs away at it until he understands thoroughly all there is to learn of its intricacies. Thereby he fits himself to direct others and assumes by right the commanding position when a commander is sought. If a man has persistently cultivated a belief in himself and is optimistic of the future, he unconsciously keeps at work agencies that bring about desired results. A tranquil spirit, enthusiasm, energy and a determination to overcome obstacles one by one as they arise, inevitably lead to satisfactory achievement.

MONTREAL'S OLDEST GROCERY HOUSE

An Interesting Story of the Growth of the Grocery Business in Montreal—The Difficulties Encountered in the Transaction of Business in the Days when Transportation was a Problem.

A building most interesting to commercial men visiting Montreal, and particularly to those engaged in the grocery business, is that occupied by Mathewson's Sons..

In this building, situated at 202 McGill street, just a few doors below Notre Dame street, may almost be said to have originated the first wholesale grocery firm in Montreal—Samuel Mathewson. To let it go at this, however, would not be giving the exact facts, so that it would be better perhaps to start at the beginning.

Samuel Mathewson, the founder of the present house, came to Canada in 1833 from Strabane, Ireland, where he was then doing business. Accompanying him was his son, J. A. Mathewson. Landing in Canada, he came to Montreal and in 1834 started the first wholesale grocery business in the City of Montreal. He then occupied premises situated at the corner of St. Paul street and St. Eloi Lane, on the spot where is now situated the firm of Snowdon, Forbes & Co. Here he successfully carried on business until the place became too small to suit the growing trade he had worked up, so that he found it necessary to remove to larger premises. He purchased a lot on what is now McGill street, and built thereon what was in those days counted a splendid, large building. That building still stands.

It was built three stories high, which was considered something out of the ordinary at that time. Samuel Mathewson moved into this place in 1842. Only the ground floor was devoted to the business, the upper floors being occupied as a residence by the family.

The business continued to grow, and in 1843 Mr. Mathewson took his son into partnership with him, and thereafter the firm was known as Samuel Mathewson & Son. At this period in the history of Canada the wholesale grocery house was not what is it to-day. Then it was only natural to do all the retail business that came along, and this was considerable. Nor was the stock carried specified, or confined within certain limits as it now is. Almost every necessity required in the young country was required of the wholesaler. This does not mean that the grocery store carried dry goods, hardware and such like, in equal proportion to groceries, but nevertheless many articles and products never seen in the warehouse of a wholesale establishment nowadays were then considered essential lines. To illustrate this it is interesting to note the fact that at the time of the rebellion in Canada in 1837 it was necessary that every ounce of gunpowder owned by wholesale houses should be deposited with the Government. Among the old documents of the house of Mathewson is a receipt for a quantity of gunpowder thus deposited by Mr. Mathewson, showing that this article occupied a place in the trade.

At this time transportation facilities were not the best. Supplies were not obtainable on such short notice as it is now possible to obtain them. The business, however, was not so large, but the lack of proper transportation was felt nevertheless. The business was mostly local and at first was perhaps more retail than wholesale, as old records show that day after day business was transacted at the old Bonsecours market, which is still in existence. What outside business there was came through the hustling of Mr. Mathewson, or of his son, J. A., the latter as a rule. As a "drummer," J. A. Mathewson had no such comforts when traveling as has the knight of the grip to-day. It was a case of get there the best way possible, which generally meant driving a buckboard or a sleigh. It was impossible then to do business outside of a certain radius, but many were the trips made by J. A. Mathewson, driving in blinding snowstorms or in the rain and shine of a Summer's day. The old sleigh used 'way back at that time, still in the possesion of the family, although, needless to say, it is never used. Blotters, which were in use long ago, tell of sales made in "Bytown" which has now grown into the capital of our Dominion, and with York, now recognized as one of the premier cities of Canada—Toronto.

A trip to New York was a novel experience not often indulged in. A trip to Halifax, or St. John, N.B., was something which it took a long time to complete. To reach either of the latter places it was necessary to go via New York where the rest of the trip was made by boat.

Energy was one of the chief possessions of the merchants at this period, and no better example of this quality is at hand than their action in forming a fire brigade for the protection of their property, when it was found impossible to obtain adequate protection from the city. Mr. Mathewson was a member of the brigade, with other merchants such

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The origi al home of Mathewson's Sons, Montreal

as the late Mr. Lyman, of Lyman Sons, the wholesale druggists.

Samuel Mathewson died in 1854 and was succeeded by his son, who carried on the business as J. A. Mathewson after 1868 until 1884, when the firm name was changed to J. A. Mathewson & Co. When J. A. Mathewson died in 1905 the three sons, W. B., S. J., and J. A. took up the reins, styling themselves Mathewson's Sons, which is the present firm name.

One of the most successful periods in the life of the house of Mathewson was during the American Civil War from 1861 to 1865. The books show that a tremendous business was done during those five years. Another interesting fact, gleaned from the books, is that the firm has done business continuously with the Bank of British North America since that institution was established in 1835.

Since the year 1860 this old firm of Mathewsons has never carried a stock of liquors or tobaccos. Up to that time certain of these lines were carried, as they are to-day, in practically every wholesale grocery house in Canada, but since that time these lines have not formed a part of the stock.

Samuel Mathewson was probably the first wholesale merchant to introduce to the Canadian trade the now well-known Japan teas. To say the least, he was a pioneer in the tea business, and tea has always been one of the strongest lines carried by the firm.

This is an outline of the foundation and growth of the first wholesale grocery house in Canada. It is an interesting story of the growth of the Canadian trade. In 1842 Samuel Mathewson and his son carried on the business. The latter did what traveling there was to be done. To-day the house is represented on the road by eleven travelers and their trade extends all over the country, although it is still mainly confined to the eastern portion of Canada.

The house has ever had a reputation and has held a most honorable place in the trade since its foundation over eighty years ago.

The building occupied in 1842 is still used, but the back has been renovated and three stories have been addd to its height so that now it is a six storey building, comparing favorably with the best warehouses in the city. Two hoists are kept busy and a large staff of workers are engaged all the year long to handle the business of a wholesale house established when trade conditions in Canada were far different indeed to what they are to-day. A stone on the right of the main entrance stands as a fitting memorial of the efforts of the founder of the business, Samuel Mathewson, and also serves to show the continual growth and expansion of the house of Mathewson.

KEEPING UP THE PRESTIGE OF THE CLERK.

The light in which the clerk stands in the eyes of the customers is a matter which is deserving of very careful attention by every retail merchant. The customers should be brought to realize that they can get just as good treatment and just as low prices when buying goods from any one of the clerks as they can when buying from the proprietor himself. The mistake is often made by the average retail merchant of cutting the price on goods after the clerk has been unable to make the sale.

A Retailer's Experience.

A large retail merchant has given expression to the following sentiments on this subject, which are well worth the consideration of our retail readers. He says:

"I never will belittle my clerks by cutting the price after they have quoted a price to a customer and been unable to sell him goods. I have an understanding with everyone of my employes that when he gets to the place that it is impossible to persuade the customer into paying the price asked, that he shall come to me. If I think that we can go lower on the goods, I go down with the clerk to the customer and try to sell him at the price quoted by the clerk. If that fails to effect the sale, I appeal to the clerk and say, 'Do you think that we can cut the price any lower than that?' In my private conversation with this clerk, we have decided whether the price shall be cut or not, and when the above question is put to him he will say, 'Yes, I think we can shade that a little, as we have a pretty good stock on hand of that article,' and I then say, 'All right, go ahead and make the price which you think best.'

Improves Value of the Clerk.

"In this way the customer is brought to believe that the clerk has the privilege of making just as low a price as the proprietor, and the next time he comes in he does not ask for me in the belief that I can make him a lower price, as would have been the case had I cut the price in the first place myself. I have followed this plan now for the past five years, and I know that my clerks appreciate this kind of treatment. I think that my clerks will average up as loyal and as competent as any similar number of clerks to be found in a store anywhere, and it is a great satisfaction to me to know that any one of these clerks is competent to handle any customer who may come into the store.

Keep the Clerks' Interest Up.

"I have known retailers who endeavor to keep their clerks in the background, and do not believe in letting them use their own discretion in the matter of sales, and in such cases the clerk will always continue to feel that he is nothing more than an employe and has no interest in increasing the business, while with the plan which I have followed my clerks have all begun to show a genuine interest in the store's affairs, and it is a pleasure to have a business transacted upon that basis."

MUTUAL RECOGNITION.

Did you ever ride on another person's railroad pass or deadhead your passage? Anyway, the following story, as told on an American lawyer, is humorously interesting. The lawyer in question had gone to a western state to practice his profession, but as he got no clients and stood a good chance of starving to death he decided to return eastward again. Without any money he got into a train for Nashville, Tenn., intending to seek employment as a reporter on one of the daily papers. When the conductor called for his ticket he said:

"I am on the staff of ——, of Nashville. I suppose you will pass me?"

The conductor looked at him sharply.

"The editor of that paper is in the smoker. Come with me. If he identifies you, all right."

He followed the conductor into the smoker; the situation was explained. Mr. Editor said:

"Oh, yes; I recognize him as one of the staff; it is all right."

Before leaving the train the lawyer again sought the editor.

"Why did you say you recognized me? I'm not on your paper."

"I'm not the editor either. I'm traveling on his pass, and was scared to death lest you should give me away."

A CRUSHING REPLY.

The schoolmaster of a certain village asked his pupils the following question:

Suppose in a family there are five children and mother has only four potatoes between them. Now, she wants to give every child an equal share. What is she going to do?

Silence reigned in the room.

Everybody calculated very hard, till a little boy stood up and gave, to the great surprise of the schoolmaster, the following unexpected answer:

"Mash the potatoes, sir."—Birmingham (Eng.) Post.

CANADA IN THE WORLD OF FOOD STUFFS

The feeding of the world involves the exchange between countries in a year of over two billion dollars worth of food stuffs. Canada's part in this colossal business is, in proportion to its population, exceeded only by thrifty and organized Denmark, and by the Argentine Republic, whose five millions are given over almost wholly to agriculture. In actual bulk, the British Empire towers above the nations in the export food stuff figures, but the great bulk of the trade is between Great Britain and the colonies. Among single nations exporting to foreigners the United States and Russia, the giant farmers, overshadow all the rest.

The following table shows, in the order of value, the total export business in food stuffs done by the principal nations and the British colonies, and the principal commodity of export is indicated in each case :

United States, meat products	$330,524,418
Russia, grain	311,439,040
Netherlands, grain, flour	216,732,170
British India, rice and other grains	140,087,343
Austria, Hungary, sugar	103,555,600
Brazil, coffee	97,830,998
Canada, dairy products	94,692,194
Argentine, grain and flour.	91,174,205
Denmark, butter	78,061,968
Germany, grain products	68,144,398
United Kingdom, fish	53,767,483
France, sugar	53,327,400
Australia, grain	52,725,212
Italy, fruits	36,551,600
Belgium, grain	33,874,000
Spain, fruit	31,462,694
China, tea	31,209,875
New Zealand, meat	23,190,098
Ceylon, tea	21,991,211
Japan, tea	17,328,500
Switzerland, cheese	17,050,400
Mauritius, sugar	12,773,853
Norway, fish	12,557,676
Sweden, butter	11,823,588
Uruquay, meat	9,698,364
Trinidad, cocoa	8,916,107
Mexico, coffee	8,311,317
Newfoundland, fish	6,588,353
Portugal, cattle	6,442,600
British Guiana, sugar	6,266,941
Jamaica, fruits	4,200,365
Barbadoes, sugar	3,317,373
Chile, grain	2,943,850
Fiji, sugar	2,397,470
Grenada, cocoa	1,500,005
Gold Coast, cocoa	973,781
Natal, sugar	590,856
Sierra Leone, ginger	97,444
Lagos, cocoa	67,607
Cape of Good Hope, fish	52,750

Western Canada Lead.

Canada's preeminence is in cheese, of which our exports are more than double those of any other country. In the export of butter, Canada is surpassed, in the order named, by Denmark, Russia, France, Australia, Sweden, Holland, and New Zealand.

Breadstuffs make up the largest package in the international trade in food stuffs, and Russia leads the procession, or did before the war, with 247 millions' worth, and the other big fellows fall in in this order : United States, 111 millions; British India, 105 millions; Holland, 108 millions; Argentine, 74 millions; Germany, 33 millions; Australia, 30 millions; Canada, 23 millions; Belgium, 19 millions.

The live cattle in the world's markets come mostly from the United States, $43,553,000 worth; but Canada's herds are next, $12,869,000. Then comes Argentina with $6,427,000.

The United States leads also with animal products, $143,631,000; with Denmark second, $22,928,000, and Canada third, with $16,693,000. New Zealand sends $13,810,000 worth; Australia, $7,966,000; Uruquay, $7,869,000; Argentina, $7,521,000, and Russia contributes $5,110,000 worth of food and game.

A British Business.

Curiously enough, the United Kingdom itself is the largest contributor of fish to foreign markets, exporting $17,313,000 worth. The other large sellers are : Norway, $12,557,000; Canada, $10,856,000; Holland, $10,471,000; Newfoundland, $6,588,000; United States, $6,527,000.

The Canadian hen is not a large figure abroad. She sent $712,000 dollars' worth of eggs to the English market last year, while from Russia there came $26,310,000 worth; from Austria-Hungary, $21,425,000; from Italy, $8,464,000; from Denmark, $7,350,000, and from France, $3,357,000. The United States hen sent anly $543,000 worth.

Canada comes fifth among the contributors to the international trade in fruit, but at least two of the four ahead are a very long way ahead. The figures are : Spain, $25,567,000; United States, $15,606,000; Italy, $9,023,000; France, $8,065,000; Canada, $3,273,000.

Origin of Sugar.

Sugar is not a line Canada exports to any considerable extent, but it may interest some who have not looked into the subject to know that Austria-Hungary sends abroad more beet sugar than any other country, and Cuba more cane. Cuba sent to the United States over $50,000,000 worth in 1905, and Austria-Hungary exported to the value of $33,394,000. Other exportations were Germany, $30,734,000; Holland, $19,041,000; France, $17,540,000; Russia, $12,966,000; Mauritius, $12,739,768; Belgium, $9,904,000.

Infinite are the calculations the curious might evolve on the subject of food stuff exportation. It is sufficient here to state that Canada's relative standing among the nations in regard to export of the food stuffs it produces is as follows : Cheese, first; cattle, second; animal products, third; fruit, fifth; butter, eighth; bread stuffs, ninth.

Britain the Biggest Buyer.

Great Britain is the largest purchaser of food stuffs, taking in 1904 material to the astounding total of $1,057,849,482, as follows :

Live animals	$ 52,719,495
Corn and grain	338,049,716
Fish	16,260,644
Fruit	66,161,597
Ales	1,578,430
Pickles and vegetables in salt	571,494
Provisions	380,384,762
Spices	4,719,025
Sugar and molasses	93,534,640
Confectionery	507,147
Vegetables, canned & raw	27,629,823
Tea, coffee, cocoa, chocolate	75,672,709
Total	$1,057,849,482

Herewith are given the exportations of food stuffs from Canada during the fiscal year 1905 :

Canada.

Animals	$ 12,869,035
Breadstuffs	23,021,100
Fish	10,856,538
Fruits, dried	269,099
Fruits, green	2,798,449
Fruits, preserved	205,825
Honey	1,848
Milk, condensed	257,565
Butter	5,930,379
Cheese	20,300,500
Eggs	712,866
Meats, etc.	16,693,153
Salt	2,920
Sugar, syrup, molasses	156,450
Vegetables	616,467
Total	$ 94,692,194

According to some reports received here the California apricot crop this year will amount to only about 25 per cent. of that of last season.

It is reported that the British Columbia Packers' Association will this year send an agent to Japan to enlarge the market there for British Columbia canned salmon.

NEW MEMBERS OF WARREN BROS.

This week's Ontario Gazette will contain notice of the application for a charter to convert Warren Bros. & Co. of Toronto into a limited liability company. The provisional directors of the new corporation will be named as follows: R. Wells, C. A. R. Warren, E. G. Williams, F. C. Armstrong, J. H. Devaney, W. Glover, W. B. Dack, E. Harwood. These constitute the new members of the company. Messrs. Williams, Armstrong, Devaney, Glover and Dack are now traveling representatives of the firm.

INTO A NEW HOME.

It is a distinction always worth while to have in your own class the nicest home in town. The public are sure to sit up and take notice, and there's all the pleasure and inspiration of it. That is why every member of the MacLaren Imperial Cheese Co.'s staff is looking a little more pleased and stepping a little livelier than usual. They have just moved into their new business house at 69 Front street east, Toronto.

Three storeys and a basement, a hundred and fifty feet by thirty, should, one would think, afford space in which a firm of grocery brokers and manufacturers' agents might lose themselves; but the MacLaren Imperial Cheese Co., in addition to the cheese business, have twenty-one live agencies for firms in every quarter of the globe, many of them among the largest of their kind in the world and every bit of this great space is occupied.

The office is one of the handsomest on the street. Of course it's new. The whole building is new in the air of scrupulous cleanliness, paint, whitewash and fireproofing. Carefully selected quarter-cut oak and plate glass are the materials for the office fittings. The porch at the front entrance is of oak with quarter-cut, panelled ceiling. Inside, a quarter-cut oak railing defines the public space and another, but lower one, divides the salesroom from the office proper. The ceiling is corrugated and white. The upper part of the walls is buff tinted, the lower part a bronze green burlap dado under a quarter-cut oak cornice. Three supporting pillars down the centre have been utilized for a curious illuminating device, four longitudinal bands of oak surmounted by a plain cornice of the same, four-armed, sustaining handsome electric fixtures.

Mr. Henry Wright, president of the company, has his office in the front, enclosed by clear plate glass in oak frames. It has a very handsome mantel and the furnishings are in keeping.

In the warehouse cleanliness and roominess are the most obvious features. A new cement floor has been laid in the basement, new lavatories have been installed, the ceilings have been whitewashed, the floors cleaned, and anywhere one could sit and eat Imperial cheese with zest and pleasure.

The ground storey front is of plate and prismatic glass and every window in the street elevation bears in gilt on green the name of one of the articles for which the company is the Canadian agent.

ANOTHER CANNING FACTORY.

A new line of canned goods will always interest the retail grocer if it promises quality. One such promise the trade will have an opportunity of proving next Fall is put forward by the Lakeside Canning Co., of Wellington, Ont., with the "Riverdale" brand of goods. This is a new company and will commence operations this season.

In a talk with a representative of The Canadian Grocer, the manager, G. J. Furman, speaking of the company's plans and intentions, said:

"We have erected a large and well equipped factory at Wellington, the heart of the canning district, celebrated for producing the finest fruits and vegetables. We have given careful attention to every essential detail in establishing a canning industry.

"What are they? Here are the principal ones: (1) Locate in a district where there are efiperienced growers. (2) Select for distribution seeds of varieties adopted to the soil and climate so as to insure maturity, thereby securing the natural flavor which cannot be had from immatured vegetables. (3) The most thoroughly sanitary system for handling the pack. (4) Good spring water for the syrups. (5) Installation of the most improved machinery. (6) Adoption of a process that will retain the natural flavor of fruit and vegetable. This last is the high art of the business—the canning that conceals canning.

"We have done all this as well as our experience and ability could show us how. There remains the outer dress of our goods—the label. No one now-a-days questions the commercial advantage of dressing well. It certainly applies to canned goods. We would just as soon send a tramp to solicit orders as send out our goods with a poor label. We've done our best, that's all.

"I feel justified in promising the trade that our goods will not be excelled."

The fruit trade in Toronto and the Province of Ontario generally has grown to very large proportions in the past few years, until to-day it ranks as one of the important lines of business. An enterprising house in this line is White & Co., Limited, who have also a branch house at Hamilton, Ont. In addition to their regular jobbing and shipping trade they conduct in the season auction sales where large quantities of goods are disposed of. Their importing connection being with most of the best shippers enables them to import largely and regularly.

The Farmers' Canning Company's Plant at Bloomfield, Ont.

NEW WHOLESALE GROCERY.

Leon Tanguay, 107-109 St. Paul street, is the latest addition to the list of wholesale grocery houses of Montreal. Mr. Tanguay carries a well assorted stock of grocery staples and having had many years' experience of the grocery trade as a member of the Canadian Vinegar Co., will no doubt receive good attention from the retail trade.

The teas, "Victoria" and "Princess Louise," sold by Laporte, Martin & Cie., Limited, are the best value on the market. When Sir Thos. Lipton decided to place these teas and coffees with this house, he was satisfied that the firm possessed the best customers in this country for such fine products.

CANADA, A HAVEN FOR THE TOURIST

Canada has waited patiently for the attention that is now being bestowed upon her, and it was simply a matter of educating the ever-increasing brotherhood of tourists to the magnificent Summer resorts in her confines, and to the beautiful country in which are embedded the lovely inland lakes, of which so much has been said and written, and which lie in the Province of Ontario, north of Lake Ontario and the St. Lawrence River and other parts of the Dominion. Each successive season has seen a phenomenal influx of visitors to the northern regions, which are becoming more and more popular year by

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Deutschman's Cave—Canadian Rockies.

year, and the coming season will probably see a large increase over the last.

There is certainly no doubt that one of the greatest pleasures that can be enjoyed from a Summer outing is to get away from one's own familiar haunts and from the sameness of the routine of one's own daily work, to see something new, to meet and mix amongst strangers, to observe and study their manners, and enjoy the complete change of being alone among many.

On the continent of Europe the traveler can within a very short space of time, and with comparatively few miles to travel, pass through several different countries, and various nationalities and tongues tempting him to stay, and affording unending interest in many ways. This charm of novelty has in some degree been lost on the western hemisphere, where the progressive, go-ahead American, gradually widening the borders of his empire, has occupied a large portion of the continent and made it his own. To himself he has attracted the peoples of many foreign countries, and has solidified a republic, making it up of several types into one nationality, and has so changed and unified them that you may travel from one end of the union to the other, the same types and the same characteristics are to be seen, varied only by the degrees in which the arts and comforts of civilization are practiced and enjoyed.

New Fields of Interest.

This is accountable for the interest that is increasing yearly in the tourist districts that are situated in the Province of Ontario, Canada, where a new field of pleasure travel is being opened up.

Hitherto the tourist arriving at the border has proceeded up into the Highlands of Ontario or down the St. Lawrence River, while others have rushed through Canada without even thinking of the vast limitless tracts of navigable waters and scenery of endless variety that many of the inland water courses hold out to the lover of nature. But we would direct his attention to a few of the points on the Canadian shores of that large body of water, Lake Huron, and among which we would choose Goderich, Kincardine, Port Elgin and Southampton.

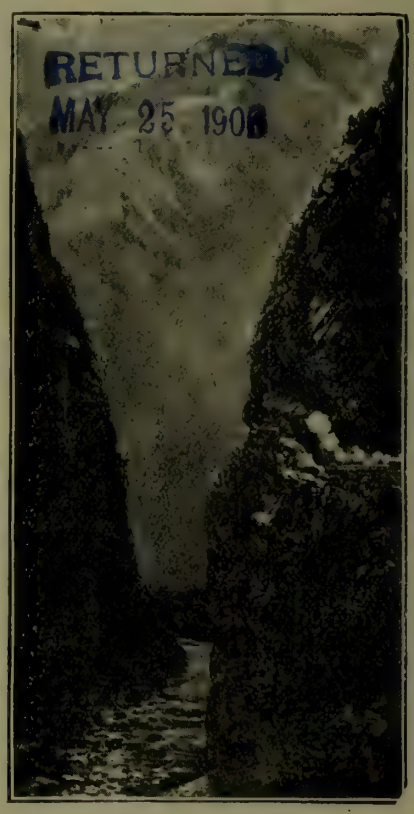
The popularity of some of these resorts has become so marked that during the past year mammoth hotels have been erected at a cost of thousands of dollars to accommodate the ever-increasing travel which is finding its way into these parts. As a grand tour this northern country offers a fresh and varied trip through the landscape beauties of Ontario, and has but to be better known to tempt the wayfarer in search of new scenes, fresh air and health, from the well-known ways of travel.

The great attractions in these districts appeal to families and those desiring rest and recreation in the quietude of a lakeside town or village.

The bathing beaches at all of the places mentioned are perfect, sandy and quite safe for children, the air is pure and full of ozone, the boating is capital, and in most of the places good fishing may be had. Beautiful country drives are a diversion that can be indulged in, and perfect rest and quietness can be secured.

The Canadian Rockies.

The Canadian Rocky Mountains—the mighty range that is attracting more and more attention each year, both from those who seek noble scenery and



Fraser Canyon—British Columbia.

those to whom the challenge of a lofty peak is irresistible—are practically endless. They form the backbone of the North American continent, and are part of the great chain that extends from Terra del Fuego, at the extreme end of South America, to the mouth of the Mackenzie, but in all their length there are no portions that are as grand as the passes where the C.P.R. crosses them, and Whymper, with all the authority born of his conquest of the Matterhorn and a lifetime spent in scaling the heights of Switzerland, the An-

des and the Himalayas, has declared them the equivalent of "fifty or sixty Switzerlands rolled into one."

From Banff or Field peaks of 10,000 feet are seen on every side, while giants of even greater altitude are not uncommon. At Laggan, the three lovely Lakes in the Clouds are concealed in the recesses of the ranges and the mountains draw back here and there to permit deep vales of wondrous beauty.

A Glorious Country.

It is a glorious country, a land that seems to fill with life and vigor everyone that visits it. The air is pure and exhilarating, the prospect boundless and varied, and the skies above blue as those of Italy. It is the home of stalwart men and sleek cattle, for here is the finest ranching region in the world. The snowfall is scanty, and only under very exceptional circumstances does it remain for any length of time on the

Natural Bridge, near Field, B.C.

ground. All through the year, Summer and Winter, the district is subject to a peculiar wind that, coming from the west where the Chinook Indians dwell, is called the Chinook in consequence. Sometimes it blows as a zephyr, sometimes as a heavy gale, but it is always warm and dry, and before its breath the snow disappears as if by magic. It dries, too, the long "bunch grass" that stands in the bottoms, and the cattle find natural hay awaiting them wherever they go.

"What's new in my territory?" replied the jolly commercial traveler; "why," he chuckled, "Wm. Stinson, of Chesley, Ont., told me this week that business was booming. But then, you know, business is always booming with William."

FREIGHTS AND CHARTERS.

A good general business has been done in shipping circles during the past week. The canals are now all open and trade through them is in full swing. Centres not easily reached other than through these canals are contributing their share to the export business. The railway companies are busy with shipments consigned to Montreal and other centres for export, and, taken all round, there is a fair activity in export trade.

The arrivals of ocean-going vessels in Montreal are increasing every week, although the arrivals for last week were smaller in number than they were the same week last year.

The trade will be sorry to learn that in all probability the Allan liner Bavarian will no more be engaged in the shipping trade between Canada and Great Britain. It will be remembered that the boat ran aground down the St. Lawrence near Quebec last season, and it was found impossible to move her at the time. This Spring every effort was made towards floating her again, but it seems as if this is not to be. Shipping experts have been endeavoring to find some means of floating the boat but so far have been unsuccessful. Capt. D. N. Armit, who came from England to look into the matter, is credited with saying that it would cost $100,000 to bring the boat into the dock at Quebec. This would be a tremendous amount to expend, but it would not begin to place the boat in a position fit to take up the ocean traffic once more.

The Athenia, of the Donaldson line, which docked last week from Glasgow, brought among her cargo some valuable Clydesdales and prize cattle which are to be used for stock purposes.

Speaking of the plans of the C.P.R. to double-track their line from Winnipeg to Fort William, one of the officials of the company recently stated that they would then be in a position to better handle the grain output of the west. He said that the company at present entertained some thoughts of building a fleet of their own for use in carrying grain between Fort William and Victoria Harbor, Peterboro. Nothing would be done, however, until the road direct to this harbor had been completed.

The C.P.R.'s new steamer Empress of Britain arrived in Quebec Saturday night, making a splendid run from Liverpool. The new vessel will be a good addition to the C.P.R. fleet. Its measurements are: Length over all, 570 feet; beam, 65 feet 6 inches; depth amidships, 45 feet; tonnage, 14,500; horse-power, 18,000.

A direct freight line between Montreal and Bristol has been decided upon by the C.P.R. for this season. Three boats, the Montfort, Montcalm and Monmouth, will be engaged upon this service. Formerly it was the custom for these boats to go via Liverpool and after touching at that port to sail for Bristol, where cattle and perishable stock were then landed. The new line will result in the saving of from one to two days in time.

The latest acquisition to the Thomson line is the Latonia, 400 feet long and 4,387 tonnage. The new boat is equipped with the latest models of refrigerator and cold air chambers. The Latonia will engage in the direct London service.

The Elder-Dempster boat Andoni with a cargo of sugar left Trinidad for Montreal on May 4 and is expected toward the end of next week.

Mount Sir Donald, near Glacier, B.C.

A TRAVELER'S "KICK."

Are commercial travelers hard men to please? There have been complaints recently about the lack of accommodation in districts lately won over to local option. Some liquor licenses have recently been issued in the back townships, and here comes a "kick" because in a house licensed May 1 in Coe Hill, the guests had to sleep four or six in a room and before retiring diversion was provided by a free fight in which half a dozen drunks participated. There was no extra charge.

OTTAWA RETAIL GROCERS' ASSOCIATION ANNUAL MEETING

As a body of business men the Ottawa retail grocers are hard to excel. Their stores are the brightest, cleanest, and from all appearances the best conducted in the land. They are banded together to the number of fifty-two with an executive from the president down to every member of every committee that has the interest of the association and their branch of trade generally, closely at heart. It is natural, therefore, that good results follow the work of the Ottawa Retail Grocers' Association, and those grocers who are not members of the association cannot help admitting the benefit of their fellow grocers' combined work.

The annual meeting was held last Wednesday, 10th inst., in Royal Albert Hall, O'Connor street, and a large number of members were present. President Fred W. Forde occupied the chair and the proceedings of the evening were put through with order, precision and promptness.

Secretary H. C. Ellis' report of the past year's business was most satisfactory and showed that a lot of good and valuable work had been transacted. During the year that bugaboo of the merchant, the trading stamp question, had been satisfactorily killed and buried. The assistance of the Ottawa retail mer-

F. W. Forde.

chants in bringing pressure upon the Government was most valuable.

The peddling question had been taken in hand and so actively pushed that a new law dealing with same was being framed by the legislators.

Two instructive lectures had been given by Prof. Macfarlane, of the Inland Revenue Department, and Mr. McNeil, of the fruit division, both of which had been valuable and instructive to the members.

One of the most important matters taken in hand and upon which the executive was appointed to look after the same was the new department for the purpose of reporting and collecting. An agent or solicitor will be appointed to secure all information in a private, businesslike way, on the lines of Dun's or Bradstreet's, of proposed new accounts where grocers are asked for credit from day to day. This department naturally will be only for members of the association. Mr. Ellis' description of the department as explained to The Grocer representative would indicate that the scheme about to be adopted cannot but be invaluable to every subscriber to the association. Heretofore many of the schemes adopted by merchants in giving or refusing credit have failed of their purposes, and several of the old style "black list" schemes verged so closely upon blackmail or libel that they had to be abandoned. In several Canadian cities schemes had been tried for the legitimate protection of the merchant but none found to cover the case thoroughly. It is believed that the scheme about to be inaugurated by the Ottawa association will not only be a protection to their interests but one that will be adopted, once understood, by other mercantile bodies.

The secretary's report of the association's annual picnic to Carleton Place last August was a most satisfactory one and showed a very handsome surplus.

A strong committee was appointed to deal with the question of this year's outing. It is proposed to hold same on the civic holiday, August 13. The committee are dealing with the place, obtaining rates, etc., and will report at next week's meeting.

President Forde and Secretary Ellis, who had been nominated delegates to atte d the convention of the Retail Merchants' Association held in Toronto last April, rendered an account of their reception, business, etc. President Forde, who is known as a forcible and outspoken critic on all business subjects and etiquette, procedure, etc., did not spare the head association in his remarks. The reception of the Ottawa delegates was not calculated to enthuse them in their work, and he hoped that the members of the Ottawa association would show visiting delegates to the Dominion convention to be held at Ottawa, July 4, 5 and 6 next, how to receive and entertain their visitors. Some of the situations described by President Forde were decidedly ludicrous.

C. J. Provost, treasurer, then read his annual report, showing a most satisfactory balance of $300 on hand, and all bills paid.

The election of officers for the current year was then proceeded with and resulted as follows: President, F. W. Forde (re-elected for second term); vice-presidents, H. W. Booth, E. Scannel;

H. C. Ellis.

treasurer, C. J. Provost; secretary, H. C. Ellis; executive committee, George Atkinson, C. B. McLean, A. Johnston, Jr., D. Halliday, A. J. Warnock, Wm. Farmer.

Messrs. Wall and McLean were appointed auditors for the current year.

OTTAWA NEWS.

Robt. Neill, representing J. Bruce Payne, Granby, P.Q., was met by The Canadian Grocer. Mr. Neill knows a lot about cigars, but there's one thing he says he doesn't know, and that is, a better cigar than the Pharaoh and Pebble.

The Ottawa grocery trade last week had pleasant calls from a veteran traveler, J. M. Kirk, representing the Robt. Greig Co., Limited, Toronto, and that they were glad to see him his order book clearly testified.

Pyle's Pearline is being well looked after in the capital at present. A. B. Hardwicke, Canadian representative, with a staff of advertising agents is spreading good news around among the trade.

A. E. Sterling ("Teddy"), he of Lytle's pickle, etc., fame, dropped in on The Canadian Grocer at Paisley's hostelry. Business is always good in Ottawa, where both Teddy and Lytle's lines seem to be popular.

L. R. Buzzell, representing Mathewson's Sons, Montreal, was returning from a good trip up Perth and Renfrew way. A steady reader of The Canadian Grocer, he took pleasure in renewing his subscription for another year.

E. G. Williams, traveler for Warren Bros., Toronto, intends paying a visit to friends in England about the end of the month.

BACK TO OATMEAL.

The Canadian section of the Society of Chemical Industry concluded the session of 1905-6 last Thursday evening, with a consideration of breakfast foods. They met at the National Club, Toronto, and after dinner heard a paper by Prof. R. Harcourt, of the Guelph Agricultural College, entitled, "Results of Recent Investigations of Breakfast Foods." It dealt with a purely scientific inquiry in the field of intestinal digestion. Prof. MacCallum contributed some physiological considerations and thereafter the discussion became general.

Naturally, there was not much said that could be labelled "popular." The ordinary lay mind does not think in the terminology of chemistry, applied or otherwise, nor is the vocabulary of the physiologist current in the marts of trade.

Prof. Harcourt, however, arrived at two interesting conclusions. One was that ordinary rolled oats or rolled wheat cooked half an hour, were just as digestible and nutritious as the much more expensive and widely advertised predigested breakfast foods. The other was that good white bread was more nutritious and quite as digestible as whole wheat or brown bread. "The faddists who have turned to the husks that the swine do eat," as one enthusiastic white-breader termed them, had no part in the discussion.

For the purposes of his inquiry, Prof. Harcourt had secured three Guelph College students to conform to a diet of the various foods he tested. He analyzed the foods, then the waste discharge by his subjects, to determine the percentage of available material in the foods that had been utilized.

SARDINE PROSPECTS.

P. M. Loubrie, of the firm of P. M. Loubrie & Co., Bordeaux, France, is in Canada on a business trip. He was in Toronto this week and from there goes to Montreal. He called on the trade in Toronto in company with C. L. Marshall, of the A. F. MacLaren Cheese Company, who represent P. M. Loubrie & Co. in that city. His firm are manufacturers of canned goods, of which they put up between three and four hundred different varieties under the "Elephant" brand.

Speaking of the outlook for canned goods in France he said that it was too early to make any reliable prognostication. At present the crops are in a fairly good condition, but between this and the canning season quite a change might take place.

"Whether we shall have the same experience as during the last three years in regard to the sardine catch I cannot say," said Mr. Loubrie. "As you know, the catch during the last three years was particularly poor. Had it not been for the conservatism and prejudices of the fishermen, however, it might have been better. Hitherto the catch of sardines has been taken near the coast of France. When the catch along the coast failed the Government appointed a commission to investigate, and this commission discovered that although the sardines had left the coast they were to be found further out at sea. A steamer was chartered and a fishing boat and crew selected to go out and fish on the new grounds and to use a different style of net, but the other sardine fishermen threatened the men that if they went out their lives would pay the penalty. Consequently the men did not go."

Mr. Loubrie said that the sardines found on the French coast were much better than those found on the Spanish and Portuguese coast. He also pointed out that the packers of sardines in Spain and Portugal employ a different method from that in France. In France, for example, the sardines are cured in oil, while in Spain and Portugal they are first of all boiled and then put in oil.

Speaking of the difference between sprats, which are often used as substitutes for sardines, and the genuine sardine, Mr. Loubrie pointed out that the flesh of the latter was a rosy brown color and the body was covered with scales, whereas the sprat or small herring, which was used as a substitute by certain countries, had white flesh and its body was devoid of scales. These substitutes for sardines, which are sold at a lower price than the genuine article, are doing a great deal of injury to the sardine trade, in Canada as well as elsewhere.

Speaking of the olive oil trade, Mr. Loubrie said that the consumption of this commodity was rapidly increasing, both on this continent and in Europe, particularly on account of its increased use as an article of diet and for medicinal purposes.

WHEN PRICES WERE CUT IN HALIFAX.

These are the grocers of Halifax. At any rate the original cartoon is displayed in the window of a Halifax tobacconist and a member of the trade in the Maritime capital says of the picture, "It very truthfully represents the condition of the retail grocery trade of this place to-day. You will notice on the right the man who started the cutting. He is weeping and says he is sorry. He represents a large grocery firm. The rest speaks for itself."

I WILL CRUSH ALL RIVALS
WE CARRY EVERY THING HOME FOR THE CUSTOMER
FOR 1 DOLLAR I GIVE 10 POUNDS OF SUGAR 20 OF FLOUR BOTTLE OF GIN AND CARRY EVERY THING HOME CUSTOMERS AND ALL
I ONLY WANT YOU MY FRIEND AND OUR KIND CO
WITH ONLY 1 DOLLARS WORTH OF OUR CELEBRATED TEA
I'M SORRY
THE FIGHT OF THE GROCERS OR HOW WILL IT END—
WE HAVE CAUGHT THE FEVER TOO AND ARE SACRIFICING
R GOODS , BRIAR PIPES BELOW COST, NEVER SOLD SO CHEAP
EFORE , COME IN AND GET BARGAINS , NORTH END CIGAR STORE .

It should speak loudly enough to be heard wherever more than one retailer is in business. No end of wholesome advice could be written, but as the grocer says, "the picture speaks for itself."

A GROCER'S CANNING COMPANY.

The Farmers' Canning Co., Bloomfield, Ont., is an incorporation of several of the best growers in that celebrated district of the Quinte fruit and vegetable area. Their factory is ideally situated on an eminence in a seven acre space with one large stream for drainage and another of finest spring water for brines and syrups and the most particular factory uses. Their factory is equipped with the latest improved machinery. It is in charge of an expert processor with a competent, careful and interested staff. The most thorough cleanliness is vigorously enforced. Their last season's pack was entirely sold.

THE CANADIAN GROCER

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THE GUILD AND THE CANADA GROCERS.

Some of the daily papers throughout the country are getting badly mixed up in regard to the Wholesale Grocers' Guild and the Canada Grocers, Limited. They are asserting that the dissolution of the Canada Grocers, Limited, was due to the investigation which has been carried on at Hamilton.

The absurdity of this is patent to all in the trade. The investigation at Hamilton was no more the cause of the dissolution of the Canada Grocers, Limited, than was the defeat of the Balfour Government due to the fact that Mr. Balfour occasionally lost a game of golf.

The Canada Grocers, Limited, was a joint stock company composed of ten or a dozen different firms throughout Canada. These happened to be members of Wholesale Grocers' Guild and that is the only connection there is between the Canada Grocers and the guild. There are a dozen or more wholesale grocers throughout Canada who are members of the Wholesale Grocers' Guild who never had any connection with the Canada Grocers, Limited. In fact the wholesale houses composing the incorporated company which is now going out of existence composed but a small percentage of the members of the guild.

The proceedings against the guild were instituted by people who conceived the idea that an injustice existed. The Canada Grocers on the other hand were dissolved because the partnership in the corporation did not work smoothly, obviously two different causes altogether. Had the guild been dissolved as a result of the proceedings at Hamilton then these misinformed daily papers would have had something upon which to base their assertions; but the guild has not been dissolved, nor is there any sign of dissolution.

MARKET FOR CANADA IN MANCHURIA.

The industrial exhibition being held at Mukden, the capital of Manchuria, is another mark showing the commercial awakening of the Far East. Mukden has a population of about 250,000 and is 120 miles inland from its port, Newchwang.

Although Canada has no exhibit at Mukden some information regarding the trade and commerce of Manchuria may not be uninteresting.

The amount of commerce of Newchwang during the year 1905 was fifty-three million dollars. Of this amount some forty-four millions represented foreign commerce, the balance representing the business carried on between the different points in the Chinese empire, or what might be termed home trade.

The foreign imports of Newchwang amounted to over twenty-two million dollars, and of this amount half was captured by the United States, which means that the United States has shared in the commercial activity of Manchuria as much as all other nations combined who have traded there. The greater portion of these figures represented cotton sheeting, drills, jeans and similar productions from American textile mills, but the amount of wheat flour sent in by the Americans was also of considerable volume. After flour came kerosene oil to the value of $326,875, followed by cigarettes, $313,882, and lumber, $191,889.

These importations may be considered relatively small as compared with the imports of other countries, but it must be remembered that in one year they were increased by twenty per cent., and from this fact can be gathered some idea of the volume of trade that will be done in a few years with Manchuria, which has a population of twenty-two millions.

In connection with the increase of cotton goods importations from the United States it is noteworthy that they were double in 1905 what they were in 1903, while the other imports mentioned—flour, kerosene oil and cigarettes, also showed a remarkable increase in that time.

Now that the war is over and a settled condition prevails in that province, there is certain to be a trade developed there, part of which should be shared by Canada, and in view of the work the Dominion commercial agents have done in other parts of the world—some less important as regards population—Canada with her manufactures and her wheat should not be dilatory in placing a commercial agent at Newchwang, or in other ways seeking to build up this trade.

The United States consul at Newchwang states that the Chinese are preparing to enter into whatever commercial field promises a profitable return, and this year a cotton spinning plant is to be installed in Newchwang, which if successful will no doubt be quickly followed by the introduction of other industries. The Manchurians are also looking forword to the day when they will supply their own wheat and flour, but the development of their country's resources will not lessen the outside business intercourse, and there must still be a growing foreign trade.

WHAT ABOUT A COMMISSION?

Stalking business organizations is now the favorite political sport on this continent. The political press agent's name for it is "Fighting the trusts." But a trust is anything from Standard Oil to the Hucksters' Protective Association. A lot of the talk about

trade combination and organization is buncome, saturated in ignorance.

The underlying principle of all business is buying and selling at a profit. Buying and selling at a loss is contrary to that principle, and an injury to trade. Sovereign control of an article of commerce carrying with it power of taxation in proportion to the demand for the article is monopoly, is contrary to that principle, and quite, if not more, injurious to trade than selling at a loss.

The trust hunters have not learned to distinguish between organization to prevent selling at a loss and organization to create monopoly. With them all organization save and except that to promote political corruption and graft, is conspiracy. They rush in where angels might wisely hesitate.

The cure must be knowledge of trade conditions applied with honest, common sense. That does not appear to come within the powers of the legally trained judiciary. The rights of trade in relation to the railways required treatment other than could be provided by a court of law, and the railway commission resulted. A trade commission is now needed to deal intelligently with these questions of organization.

RETAIL GROCERS TO MEET.

In connection with the Pure Food Show now being held in Montreal, there will be a meeting of the retail grocers of the Province of Quebec on Tuesday and Wednesday, May 22 and May 23. The meeting will be held in the new quarters of the Retail Grocers' Association, 270 St. Catherine street east, Montreal, at 10 a.m., and another conference will be held in the afternoon at the Victoria Rink at 2.30 p.m. Subjects of interest to retailers will be discussed at these meetings. A delegation of wholesale grocers will be received also, in order that something may be done to create a more favorable feeling between the wholesale and retail trade.

OUR ADVERTISING PRIZE.

The competition for the fountain pen offered for the best newspaper advertisement made up by a grocery clerk has resulted in the prize being awarded in favor of R. J. Donaghy, of T. A. Rowat & Co., London, Ontario.

TRAVELERS SHOULD KNOW IT ALL.

The ambition of the average clerk, particularly those in the sample room, is to "get on the road," to become a traveler. This ambition is commendable and does credit to the business instinct of the aspirants. In the days of the pioneer jobbing houses, when the trade was mainly of a necessitous character and the conditions and environments of the community were less modern and critical, it was comparatively speaking, easier to fill the bill as a traveler than now.

Then periodical trips, two, three or four times annually, were made and the demand was for such staples, speaking, of course, of groceries, as tea, sugar, molasses, coffee, flour, the old style oatmeal and the plain necessities of life, and little more than superficial knowledge of the goods sold was required. The hardships of the trips were on the other hand more trying and it required physique and endurance of a character unknown to the traveling salesman of to-day, and some of the old warehouses will still recount tales of the road in the '50s and '60s that put the experiences of the modern traveler in the shade.

Knowledge of the goods to be sold was, in a measure, not a vital necessity, as it is to-day. Now, as the country is settled and the railways and steamboats have brought the most remote parts of the country into practically the same conditions of life; when the merchant is brought into keen competition with the shrewdest city traders; when people move around more freely from point to point, according to the exigencies of their trade or calling; when the former luxuries of life have in a measure become the necessities of to-day; when new goods, new foods, new fads and new fancies are being marketed every week; when the trader himself is awake and endeavors to improve his learning and "wants to know" about things; when the press is spreading light and knowledge into the remotest hamlet and camp, and questions are being asked, it is the imperative duty of every young would-be traveler, yes, and every old one, on the road to-day, to post himself not only as to his prices, terms and so on, but he should acquire an authoritative knowledge of all the goods he sells.

He should be able, and it won't be long before he must be able, to answer and explain these things. The grocery salesman should, for instance, have an accurate knowledge of teas, the countries producing same, the tea growing districts, manner of cultivation and preparation for the market, ports of shipment, principal controlling and storing markets; keep himself posted as to new fields that are being opened for the cultivation of teas, the principal consuming countries of the various grades of teas, the duties on same.

The same applies in every sense to coffees, sugars, molasses, etc. He should know whether tapioca grows as a berry, is the sap of a tree or made from German potato paste. He should be able and ready to use his knowledge for the benefit of his house, his customer and his own future success.

There isn't a retail grocer in Canada to-day but what will have a higher respect for the salesman and his house if he realizes that every time the traveler calls, he feels that he has learned something new, something valuable, something that probably has been bothering him about the quality of certain of his goods.

That there are wholesale grocery firms in Canada to-day studying this very phase of improving the "goods knowledge" of their traveling staff, is a credit to their business foresight.

The Canadian Grocer knows of one prominent firm in Hamilton whose principal has a so-called "school for travelers" and where every week, or as often as the salesmen visit headquarters, they are put through a course of instruction on some particular line of goods, where they are handed clippings and information that has been culled for their benefit from reliable magazines, trade journals and newspapers. It goes without saying that such a policy must be of undoubted benefit to the house and place the traveler himself on a higher plane with his confreres.

The Canadian Grocer has for years endeavored to instill this idea of improvement of the salesman into the boys on the road. That many have profited we believe. We also believe that it is the duty of every jobbing house to encourage salesmen to improve their knowledge of their goods, to place literature

dealing with same at their disposal, to try and elevate the tone of their calling and raise the standard of salesmanship. This can easily be done by commencing in the sample room, which might practically be considered the "kindergarten" of the trade, whose object lessons can so easily be had and where the young salesman should be made to study.

Old travelers, whose success is evidenced by their sales, do not naturally take kindly to the idea, but they should bear in mind the truth of the Spanish saying:

"Thus every man of true learning
Is anxious to increase his store,
And feels in fact, a greater yearning
The more he knows, to know the more."

"A little knowledge is a dangerous thing," but the lack of it is still more harmful and detrimental to progress. No man knows it all, but a lot can be learned from men that know a lot. Our advice to travelers is "learn a lot," talk with men that "know a lot" and in the end if you do not know it all, you will at least have tasted the sweets of knowledge.

CAUSE OF THE ADVANCE IN TAPIOCA.

The abnormal advance in tapioca which has been going on nearly a year now, is hard to explain without carefully going over the situation since the rise started. For this reason a review of the conditions prevailing since June, 1905, will explain the present situation, and show how the advance in price has been caused.

The upward tendency in the market began in June last, when shipments from the east began to show a falling off. Shipments from Penang and Singapore to the United Kingdom in February, 1905, amounted to only 731 tons, against 1,066 tons in February, 1904, and were only 870 tons in March, against 1,362 tons in the same month, 1904. This caused an advance in the price of medium pearl tapioca in the London market from 9s. 6d to 10s. per cwt. on c.i.f. terms to arrive, and by beginning of July, the market continuing to improve, and stocks below spot sales were made at from 11s. to 13s. 6d per cwt., according to quality.

At this time the east had not contracted much for forward delivery, owing to lack of supplies, which continued limited. During August, however, there was a larger demand from America and Europe, and although sellers were at first found on a basis of 9s. 6d to 10s. 6d per cwt., c.i.f. New York, the lack of supplies gradually caused the market to harden, and the upward movement continued throughout the month of September. In October, because of a cessation of the demand from the continent, principally France, and owing to pressure to sell from the east, a slight decline in values was realized. The market recovered, however, and the improvement continued until the end of the year.

By this time it had become apparent to those best informed, that there had been considerable diminution in the production of the article, with a consequent shortage of supplies, and no reserve stocks to draw upon. Advices from the east stated that the low prices ruling in the article for some years past had at last told their tale, and caused a steady but sure abandonment of the producing estates. Statistics show that about 8,000 tons less were exported from the Straits in 1905 than in 1902. This news attracted the attention of speculators, both in the east and at home, and the large business done in London, New York and the continent, had the effect of completely upsetting the market, fancy prices being asked. The subsequent rise during the opening months of this year has been caused chiefly by speculation, which has led to several reactions owing to realizations, and the January-March shipment figures also show an increase. When these weak holders had been shaken out, however, and shipments also beginning to fall off again, the market immediately recovered, and is to-day firm, with prospects of short supplies for some time to come.

There can be no doubt but that tapioca has been selling too cheaply for the past few years in Canada, the price having been as low as $2.30 to $2.35 per hundred weight for carload quantities, laid down duty paid in Montreal. It can easily be seen that there was not much money for growers in it at such prices, after the cost of carriage for two months voyage from the east, shipment charges, and duty are taken off, together with the original cost of manufacturing the tapioca, even at the enhanced prices have not helped the growers much, as, owing to the rise in exchange, prices are not remunerative enough to induce fresh cultivation. Quotations have gradually advanced from $2.35 for carload quantities, to $5.87 1-2, about the highest point reached, though buyers were unwilling to pay this latter high price. Indeed, Canadian buyers have all along been unwilling to follow the advance, and while wholesalers have profited by getting increased values for holdings bought at lower prices, the time has now come when supplies are running out, and the trade is bare of stocks.

Canadian buyers are at some disadvantage owing to the length of time taken in transit from the east, as, should the New York market give way before shipments arrive, purchases might be made in the States and duty paid on New York value to better advantage, and for this reason some have preferred to buy at greater cost in New York and London markets on the hand-to-mouth principle, getting their goods at once, rather than to take the risk of getting shipments direct from the east. At the same time there can be no doubt but that the judgment of the trade has been warped by the low prices ruling in recent years, and had they taken the rise in its initial stages as a genuine one, which it undoubtedly was, they might now be reaping the benefit. There have been some reactions from the highest point touched, but latest cables report firm and advancing market, and previous high figures almost reached again.

The following short table will show the decline which has taken place in shipments since 1902 (including medium, seed pearl, and flake tapioca):

1902.

	Tons.
To United Kingdom	15,619
To Continent	7,536
To America	10,807
Total	33,962

1903.

	Tons.
To United Kingdom	12,869
To Continent	8,745
To America	9,040
Total	30,654

1904.

	Tons.
To United Kingdom	11,914
To Continent	8,290
To America	6,903
Total	27,107

1905.

	Tons.
To United Kingdom	10,861
To Continent	7,977
To America	6,725
Total	25,563

The Crown Manufacturing Co., Toronto, are removing from the old address on Yonge street to more convenient and commodious premises at 9 and 11 Francis street, Toronto.

AS OTHERS SEE US

A Chat With Our Subscribers

Congratulations are not things to be despised or thought lightly of. The average business man is far too busy to stop and concern himself about other men's business, but when he does, for a moment, stay to give expression to feelings of satisfaction, there are volumes in the few words he speaks. It is, therefore, with a feeling of pride and pleasure that The Canadian Grocer reviews some of the congratulations which have quite recently reached the office.

Canadian Grocer Helped.

"I started business a green boy from the farm with $100 capital in a little country village and in eleven years sold out and had $10,000 to the good. I want to tell you The Canadian Grocer was a great assistance to me and I always recommend it to retail grocers who don't get it."

The speaker was a grocery traveler, who had to give up his general store on account of his health. He is now making a success in the management of an eastern branch of a Toronto house. He broke into the territory new to the trade and with a new house, but he has made good and got back his health into the bargain.

It isn't pretended that The Canadian Grocer made this man. That was in him. But it should be useful to a few men in the trade to know that a "green" man, whose principal capital was the business stuff in him, found the trade paper of great assistance to him.

There's another thing worth remembering about this man. When he knew a good thing he passed it on. He recommended The Canadian Grocer to others. That is the kind of generous spirit that succeeds in the largest way. The men who are making this world a better place to live in are the men who want to get on themselves and see others succeed.

A World-Wide Influence.

"Editor Canadian Grocer :

"Dear Sir :—We were somewhat surprised to receive a communication from a firm in Auckland, New Zealand, a few weeks ago, they having noticed our advertisement in your paper, and they wrote to us for prices. It will doubtless interest you to be made aware of this fact as it shows what a wide circulation your journal has.

"Yours faithfully,
"BARNARD & HOLLAND CO.,
"Montreal."

Considerable Credit to Canadian Grocer

"Canadian Grocer :

"Gentlemen :—We enclose herewith a short article, which we would be pleased to have you accord space in an early issue of your paper. It contains matter which we are sure your readers will find very interesting, and in connection with the cuts we are also sending you, is something that will likewise prove valuable.

"We want to say in this connection that our Toronto office is doing an ever-increasing business, the first three months of this year being the largest three months that our Canadian branch ever had, and we must lay considerable credit to the advertising we are doing in your paper.

"Yours truly,
"S. F. BOWSER & CO. (Inc.)"

What a Guelph Subscriber Says.

"We are subscribers to The Grocer and after we have read it we always loan it among the clerks who find many good ideas in it.

"Sincerely yours,
"ROBERT J. McCREA."

Canadian Grocer's Advice Gives Results

One of our subscribers in Kentville, N.S., in writing us made the following remarks :

"Those stores that read The Canadian Grocer and profit by the advice given from week to week, did the largest trade. The ideas you set forth about the grocers making a display at Easter had their effect, and they found that seasonable novelties help out the staple lines. More attention was paid to window display, and we noticed that the firm of DeWolfe & Lamont devoted one of their large display windows to potted plants, and they had them all sold by noon. It is just such little things as this at the right time that tells and also adds to the profits. The grocer is too prone to let someone else benefit by such lines, and as a rule pays too little attention to novelties and to the confectionery end of the business.

"I think your remarks are opening the eyes of many to the importance of the biscuit and confectionery department."

New Era in Grocery Trade.

The bright grocery traveler who has been in the retail trade himself can give as many pointers to the pound as any man in the business. Here's one : Every traveler and every retailer should subscribe to and read his trade paper. It came about this way : The reporter was in the warehouse talking to two travelers.

"I think you should send The Grocer to travelers free," remarked the short, stout man.

"No, it wouldn't be good for you," the reporter told him. "People don't appreciate papers they get for nothing. Indeed, it seems natural to belittle publications that come free. Now, The Grocer is proud of the good opinion the travelers have often expressed regarding it and does not propose to jeopardize that esteem by sending them the paper free. Besides, the postal people discountenance free lists."

"Well, we don't get any good out of The Grocer."

"Oh, yes, we do," said the tall traveler. "Every traveler should keep posted on the news of the trade and the markets. Why, we're just the people who can get good out of The Grocer.

"A good many retailers, too, don't appreciate The Grocer as they should," he continued. "When I was in the retail trade with my brother we took The Grocer for a number of years and used to read it. But when renewal time came round one year we said, 'We don't need it, it's no use to us,' and we stopped it. Why, I never missed anything as I did that paper as soon as it was stopped. You bet we put it back again."

The grocery business is entering a new era. The price-cutter is doomed — to bankruptcy. From now on the competition that will tell will be the competition in better stores, better equipment, better clerks, better goods and a better knowledge of them. In every one of these directions The Canadian Grocer will be an aid. It will be a great help to your best clerks, the ones that want to be grocers in something more than wearing an apron. It may surprise a good many of you, but one of the department stores subscribes to several copies of The Grocer for its clerks. The fact is there isn't a grocer or a dealer who sells groceries who can afford to be without it.

Chas. Rowlands, general merchant, Coe Hill, Ont., has sold out to W. B. Gunter, of Bogart, Ont. Mr. Gunter is in business in Bogart and will remove his stock to Coe Hill.

MARKETS AND MARKET NOTES

Quebec Markets.

FLUCTUATIONS—
Sugar—Firm
Molasses—Firming for advance.
Prunes—Quotations withdrawn.
Filiatras—Advanced ½c.

Business has been very good during the week, and wholesale houses report a better showing on their books. The warmer weather has had a good effect on the trade generally, and more money is being circulated in the country. These two facts combine in making orders better. Collections are coming in very well. Canned goods are without feature unless for the steady demand for corn and peas. There is nothing new in sugar to report, and from present indications it is improbable that prices will decline, at least not in the near future. Molasses is still quoted at the old figures, but half a cent advance is being asked of jobbers. All the talk in tea circles is about the new crop of Japans. From what is said there will be a banner season for these teas. Various reports have appeared regarding the damage done to crops through frost and other causes, but these rumors are not credited here. Prices on prunes have been withdrawn on the command of the fruit houses in California. This would indicate that prunes will be high. Coffee and spices are unchanged locally. Rice and tapioca are about the same as last week, there being little demand for the latter. Other lines are normal.

CANNED GOODS—There is very little that is new in canned goods with the exception, perhaps, of the increased demand for corn and peas. At the prices prevailing there is a steady demand from all parts of the country. For some little time past there has been a noticeable increase in the orders for corn and peas. This week there was a very large increase in the number and size of orders received by wholesalers. Tomatoes are still selling at $1.30, but the arrival of new vegetables, it is thought, will ease off the demand for the canned article.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pineapples—		
2's sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " "		1 57½
3's " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins		0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz		1 30
Gallon tins, per doz		3 02½

FISH

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		0 95
½-lb. " less than 5 cases, "		0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.		1 20
Canadian kippered herring, 4 doz ovals, per doz.		1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz.		1 00
Canadian plain herring, per doz		1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce per doz	1 30	1 35

SUGAR—There is practically nothing new in the sugar situation this week. Business is not very brisk, as merchants do not know whether to buy or to wait. At any rate they are not purchasing freely. It is very hard to say whether the prices will be lower or not. Advices from primary markets state that raw sugar has advanced about ⅛c., and, of course, this would tend to advance prices on the manufactured article.

Granulated, bbls.	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, barrels	4 65
" " half-barrels	4 75
" " boxes, 100 lbs	4 65
" " boxes, 50 lbs.	4 75
Extra ground, bbls.	4 50
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Phoenix	3 95
Bright coffee	3 90
" yellow	3 85
No. 3 yellow	3 80
No. 2 "	3 70
No. 1 " bbls.	3 60
No. 1 " bags	3 55

SYRUP AND MOLASSES—Molasses remain unchanged locally as to price, but it is reasonable to expect that there may be an advance, since in the neighborhood of half a cent advance is asked in a wholesale way. This is caused by the advances noted recently as having taken place at the Barbadoes. The price asked there now, including puncheon, is 18c. This is an advance of two cents in as many weeks, and an advance of four cents since the opening. Stocks at the primary market are pretty well all cleared up.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEAS—All the talk in tea circles at present is in reference to the new Japan stock. The situation generally is about the same as it was last week, with the exception that great interest is being displayed in the possible future of Japans. It is generally thought that there is a good season before them, and many express the opinion that once they are put on the market they will take the place now occupied in the trade by Ceylon greens and other teas of this kind. Many reports have come to hand regarding the new crop, some of them

saying that considerable damage has been done by frost, but as local representatives of large Japan houses have heard nothing to this effect these rumors cannot be credited. Ceylon siftings and fannings are much in demand in some quarters. Gunpowders are dear and scarce.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 24
" " pinhead	0 28	0 32

COFFEE—There is practically nothing new in coffee this week. The situation both locally and in primary markets remains about the same. Mochas and Javas are moving fairly well. Brazilian coffees are also going out in an encouraging manner.

FOREIGN DRIED FRUITS — Representatives of Californian houses have received word to withdraw all prices on prunes. This will mean quite a serious outlook for some houses which have already booked orders at the prices sent them last week. The prospect for the coming crop is the cause of this order on the part of the southern fruit merchants. Reports from Greece say that currants are higher. Valencia raisins are firmer. Figs are about cleaned up locally, and dates are being sold freely at prices quoted. Stocks of almonds are gradually being cleaned up at figures ranging from 11½c. to 12c. For shelled almonds as high as 26c. is asked. Filberts are unchanged.

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05½
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers		2 75
"Connoisseur Clusters"		2 50
" ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
" Excelsior Window Clusters,"		4 50
" " " ½s		1 3
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½	0 09½
" " choice seeded, in 1-lb. pkgs.	0 08½	0 09½
" " 2 crown	0 07½	0 08
" " 3 crown	0 08	0 08½
" " 4 crown		

Prunes—	Per lb.	
30-40s	0 09½	0 09½
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 08½
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07½
" " 90-100s		0 06
" " 100-120s		0 05

Currants—		
Filiatras, uncleaned, barrels		0 05½
Fine Filiatras, per lb., in cases	0 06½	0 07
" " cleaned		0 06½
" " in 1-lb. cartons		0 07
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz boxes	0 06½	0 07

SPICES—Reports from the primary markets state that ginger and nutmegs are very strong and are also scarce, supplies not being as large as they might be. Peppers are better this week than they have been. Prices locally are unchanged.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 3
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

RICE AND TAPIOCA—It cannot be said that there is anything to report in tapioca this week. The price quoted last week still prevails and the demand has not improved any owing to the maintenance of this high figure. Rice also is stationary.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	3 05
C rice, in less than 10 bag lots	3 15
Tapioca, medium pearl	0 06½

BEANS—Stocks remain unchanged at prices quoted. Fair business has been done in a jobbing way during the week.

Choice prime beans	1 60	1 65
Lower grades	1 55	1 60

HONEY—Very little business is passing in honey this week. Merchants are buying only what they are compelled to purchase to meet the small requirements of this line of their customers. No change has taken place in the prices.

White clover, extracted tins	0 07½	0 08
Buckwheat	0 06	0 06½

MAPLE PRODUCTS—Good business in maple products continues and the new syrup and maple sugar is going out in great quantities every day. Prices have not altered since last quotations :

Maple syrup, in wood, per lb	0 06	0 08
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 08
Pure Beauce County, per lb	0 08½	0 09

EVAPORATED APPLES—The situation in evaporated apples may be summarized in a few words. There is a limited supply with a limited demand at the old high prices—from 12c. to 12½c.

FISH—Lake trout and whitefish are arriving more freely this week and are easily disposed of at prices quoted. Brook trout are still coming in very well, but not nearly quickly enough to meet the demand there is for them. Haddock received is still of high quality and prices have not come down any. In a week or two, however, it is expected that figures quoted will be lower.

Salt and prepared fish are being sold in quantities usual at this time of year. Salt salmon, however, are selling fairly well. Pickled fish are moving but fairly.

Fresh haddock, per lb	0 05
Fresh steak cod	0 06
" halibut	0 08
" grass pike	0 07½
Lake trout, per lb	0 08½
Whitefish, per lb	0 08½
Dressed bullheads, per lb	0 10
" perch	0 10
Weakfish, per lb	0 08
B. C. Salmon, per lb	0 17
Brook trout	0 09
Fresh frozen fish—	
B.C. salmon, per lb	0 08
Large frozen Halifax herring, per 100 fish	2 00
Smelts, No. 1, per lb	0 06
" large	0 08
Mackere., per lb	0 09
Sea trout	0 07
Dore or pickerel	0 07
Smoked fish—	
Haddies, fresh cured express, 15 and 30-lb boxes, per lb	0 07
Kippered herring, per box	1 00
St. John bloaters, 100 in box, per box	1 00
New smoked herring, in small boxes, per box	0 13
" " salmon	0 20
Oysters and Lobsters—	
Standards per imp gal	1 40
Oyster pails, pints per 100	0 90
" quarts, "	1 25
Prepared fish—	
Boneless cod, favorite, 1 and 2-lb. bricks	0 06
" fish, 1 and 2-lb. bricks, per lb	0 05½
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, 100-lb. cases, per case	5 75
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl	3 50
" " " per pail	0 80
" " salmon—	
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" " half bbl	7 00
" mackerel, per pail	1 80
" large green cod, per lb	0 05
" medium, " "	0 04
" small, " "	0 03

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, May 17, 1906.

BUTTER—Competition between buyers in country still being felt and prices have advanced again. Now asking 21½c. for choicest creamery.

CHEESE—Situation practically unchanged. Dealers asking 11 to 11½c.

EGGS—Market steady. Fair demand. In some quarters 17c. is asked.

PROVISIONS—No change in market. Fairly good demand in all lines.

Ontario Markets.

MARKET FEATURES:

Valencia raisins, figs, dates and currants—Higher.

Filberts—Advancing.

Potatoes—Higher.

Tomatoes—Cheaper.

Butter—A little easier.

Eggs—Firm.

GROCERIES—Trade has been good to fair this week with a generally strong tone to the markets. Interest has centred in the dried fruit situation, but prices for spot have been affected very little. Valencia raisins are selling here at considerably less than the wholesaler can buy them abroad. Currants are in the same position. Dates and figs are also higher. Sugar is quiet, but the tone is firmer. Salmon is higher and lower. A speculative movement in Fraser River sockeye was checked by some houses by an advance to $1.75; but a large consignment of a favorite brand will arrive here next week to go to the retailer at $1.57 1-2. The canned goods situation remains strong. Tomatoes are still at $1.25 to $1.30, but

here and there close buyers can do even better.

CANNED GOODS—Some dealers are still looking for $1.50 tomatoes. That means a very firm market, but there are no quotations above $1.30 as yet, and $1.25 is not uncommon. Better than that is rare. There is a firm feeling for corn of superior quality; but the situation is somewhat complicated by an unusual amount of very inferior goods. Peas are sharing the stronger tone, but prices are unchanged.

Salmon is in a very strong position. Advices from the coast anticipate an opening price on this season's pack 75c. above last year's. The destruction of salmon in San Francisco is a factor. A less proportion of "talls," the favorite shape here, are likely to be put up this season. But in the face of it all one house announces a carload of a favorite brand due next week to sell at $1.57 1-2. The recent bullish talk on salmon encouraged some retailers to speculative effort, and to discourage that some houses raised the price on choice brands to $1.75.

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	2 77½	2 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	3 25	4 00
Cherries—		
2's, red, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, " not pitted	1 92½	1 90
Gallons, standard, not pitted	7 12½	7 10
" " pitted	8 62½	8 60
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's black, H. S.	1 62½	1 60
2's preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Strawberries—		
2's, heavy syrup		2 00

VEGETABLES.		
Asparagus, California—		
2½'s		3 90
2's, Canadian	3 00	
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52	4 50
1's, Baked, plain	0 40	
1s, " tomato sauce	0 45	
1's, " chili sauce	0 50	
2's, " plain	0 70	
2's, " tomato sauce	0 75	
2's, " chili sauce	0 75	
3's, " plain (flat or tall)	0 87½	
3's, " tomato sauce (flat or tall)	0 95	
3's, " chili " "	1 00	
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 25	1 22½
Sweet wrinkle	0 85	0 82½
Early June	0 72½	0 70
2's, standard	0 62½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal., all kinds		3 75
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.		
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal		4 50
" jugs	7 70	12 00

FISH.		
Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
" Scotch		1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, 5 cases and over, per doz	1 65	1 75
1-lb. " less than 5 cases, "	1 62½	1 65
1-lb. Flat, 5 cases and over, "		1 75
1-lb. " less than 5 cases, "		1 77½
½-lb. " 5 cases and over, "		1 10
½-lb. " less than 5 cases, "		1 12½
Northern River Sockeyes		1 55
Cohoes, per doz	1 30	1 40
Humpbacks, "	0 25	1 00
Sardines, French ¼'s		0 14
" ½s		0 23
" Portugueses ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 40

MEATS, ETC.		
Beef, corned 1s, per doz		1 35
" 2s, "		2 40
" 6s, "		7 20
" 14s, "		16 80
	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	
" 3's, "	1 45	
Pig's feet, 1's, boneless		1 65
" 1½'s "	2 40	

TEA—Business locally has not been in more than average volume. The reduction of the tea duty a penny by the British Chancellor of the Exchequer does not seem to have pleased anyone but the retailer, who alone reaps the benefit. The tone of the London market during April was quiet, but prices averaged a farthing for Indian and 1-8d. more than in April, 1905. The finer grades are still in demand.

COFFEE—The local market continues unchanged and without much information on the outside to indicate the trend. Crop reports from Brazil are very irregular, and the speculative element hesitates.

SUGAR—Raws are somewhat firmer in tone in New York Monday, but in Europe the market was weak. Six centrals have quit grinding in Cuba. After this time last year, 176,000 tons were made by only 104 centrals, and the extra this year is estimated at 15,000 tons. F. O. Licht reports very favorable weather for beets in Europe, and to that probably is due the decline there. Porto Rico, whose sugars enter the United States free, is having a prosperous year, but in Cuba, with a 20 per cent. advantage over other foreign sugars, the planters are having a hard time to make ends meet. A movement is on for a 40 per cent. preference for Cuban sugar in the United States, but it is said to have no chance, in view of the position of the Philippines and the need of the

beet sugar industry in the States for protection.

The world's visible supply is now 3,925,567 tons. against 2,836,571 tons last year, an increase of 1,088,996.

Paris lumps, in 50-lb. boxes	4 83
" in 100-lb. "	4 73
St. Lawrence granulated, barrels	4 18
Redpath's granulated	4 18
Acadia granulated	4 13
Berlin granulated	4 08
Phoenix	4 18
Bright coffee	3 98
Bright yellow	4 03
No. 3 yellow	4 08
No. 2 "	3 88
No. 1 "	3 78

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUP—The market continues firm, but quotations are unchanged from last week.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

DRIED FRUITS—"The great advance in the price of Valencia raisins abroad amounting to about a cent and a half a pound has absolutely stopped further importation," says J. L. Watt. "The trading that has been done in a wholesale way during the past couple of weeks has been between houses, and has in a large measure reduced stocks held by some houses to limits that their own distributing trade is likely to absorb, and consequently an advance of about 1-2c. a pound has taken place locally. The supply, now that it cannot be supplemented by importation, is not considered over abundant, and there is still some trading being done between wholesale houses at the advance indicated. During the next four months, and prior to the arrival of new crop, at the end of that period any change that takes place is likely to be, and we should say certain to be, towards higher prices, as there is yet nearly a cent a pound difference between prices on spot and cost of importation in favor of the former. As there is no other cheap dried fruit on the market, it is not at all improbable that a shortage should manifest itself during the latter part of the period referred to, with a consequent very sensible advance in values."

Dates, too, are higher. Hallowees for importation are costing more than the wholesale price here. Sairs are sound, but of poor quality, and because of a shortage and abnormal demand, last season's crop is about used up. The consumption of dates in Canada this year has been about 2 1-2 million pounds. which is about 25 per cent. more than the average. Figs, tapnets, are also very scarce, and the price has advanced.

	Per lb.		Per lb.
Prunes, Santa Clara—			
90-100s, 50-lb boxes	0 06½	60-70s, 50-lb boxes	0 07½ 0 08
80-90s "	0 07½	50-60s "	0 08 0 09
70-80s "	0 07½ 0 07½	40-50s "	0 09 0 09½
		30-40s "	0 10½ 0 10½

Note—25 lb. boxes ½c. higher.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 18 0 20
Orange	0 11½ 0 12½		
Figs—			
Elemes, per lb.			0 10 0 14
Tapnets, "			0 04½
Apricots—			
Californian evaporated, in 50-lb boxes			0 13½ 0 15
Peaches—			
Californian evaporated, " "			0 14 0 15
Pears—			
Californian evaporated, per lb.			0 13
Currants—			
Fine Filiatras	0 05½ up	Vostizzas	0 07½ 0 08½
Patras	0 06½ 0 06½		
Cleaned ½c. more.			
Raisins—			
Sultana			0 05½ 0 07
" Fancy			0 10 0 14
" Extra fancy			0 15 0 16
Valencias, selected			0 05½ 0 06
Seeded, 1-lb packets			0 09 0 10½
California, loose muscatels—			
3-crown			0 07½
4-crown			0 09
Dates—			
Hallowees	0 04½ 0 04½	Fards new choicest	0 09 0 10½
Sairs	0 04	" new choice	0 09½
Domestic evaporated apples			0 12 0 12½

NUTS—Quotations to wholesalers on filberts are at least a cent a pound more than at the same time last year. The reason is partly an anticipated larger demand in consequence of a shortage of almonds and other competing nuts. Tarragona almonds are costing 2c. a pound more than a year ago because of frosts in the growing districts of France and Spain.

Almonds, Tarragona, per lb.	0 13 0 14
" shelled Valencias	0 26 0 28
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 26 0 28
Filberts, per lb	0 10
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 14½ 0 15

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 10

SPICES—The situation is unchanged and strong. Quotations are as last week.

Spices—	Per lb.	
Peppers, blk	0 18	0 19
" white	0 27	0 28
Ginger	0 18	0 25
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 28
Allspice		0 15
Mace	0 80	0 90

RICE AND TAPIOCA—The position of rice is very firm and higher prices are looked for. The supply is not deemed sufficient to meet the demand at the low prices prevailing. The high price of tapioca has also increased the consumption.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 06½
Carolina rice	0 07½	0 10
Tapioca, medium pearl		0 06½
" double goat		0 07½

FISH—The supply is increasing, but the demand has kept pace and prices have not declined.

Fresh hallibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb	0 07	0 08
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal		1 25
Whitefish, per lb		0 10
Salmon trout, per lb		0 09
Finnan haddies		0 08
Ciscoes		1 25
Perch, per lb	0 05	0 06
Herring, large, per lb		0 08
" medium, per lb		0 04
Brook trout, per lb		0 25
Pike, per lb	0 05	0 06

DRIED AND CURED FISH—The market is unchanged.

Boneless fish, per lb	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb	0 05½ 0 60
Flitched cod fish, cases of 100 lbs	6 50

BEANS—The market is firm and advances are looked for, but quotations here are unchanged.

Beans, handpicked, per bush	1 85	1 90
" prime, No. 1	1 70	1 75
" Lima, per lb	0 06½	0 07

HIDES AND WOOL—The market situation is practically unchanged. Calf skins are most in evidence. Tallow is 1-4c. and wool 1c. higher.

Hides, inspected, steers, No. 1	0 11
" " " No. 2	0 10
" " cows, No. 1	0 10½
" " " No. 2	0 09½
Country hides, flat, per lb	0 09 0 10
Calf skins, No. 1, city	0 14
" " No. 1, country	0 13
Dekins	0 80 0 90
Sheep skins	1 50 1 85
Horse hides, No. 1	3 15 3 60
Rendered tallow, per lb	0 04½ 0 05½
Pulled wools, super, per lb	0 25
" " extra "	0 27
Wool, unwashed fleece	0 17 0 18

Maritime Markets

Halifax, May 15, 1906.

The most notable change in the grocery markets during the week is an advance of ten cents per barrel on all grades of Ontario flour. This advance is said to be due to an increase in the price of wheat. The Manitoba flours did not advance, as the Summer freight rates came into effect within the past few days, and these give Manitoba flours an advantage of ten cents per barrel, which about counteracts the advance in wheat. It is thought that Ontario flour will further advance on this market.

The markets on the whole are in a healthy condition, and satisfactory business is reported all along the line. Collections continue good, which is most beneficial to business. From the eastern section of the province trade is reported to be excellent, and with lots of work in sight good times are expected to continue.

The Halifax Board of Trade's excursion over the Halifax and South Western Railway to the shore towns, during the week, was a marked success. Fifty business men of the city took in the

trip, including many of the leading wholesale grocers, who called on their customers, not to do business, but merely for the purpose of acquainting themselves with the existing conditions, which were found to be most satisfactory.

There has been no further change in the price of sugar since the advance of the Halifax refineries noted last week. Molasses continue firm, with no change in quotations.

EGGS—The receipts of eggs are only a fair average for the season of the year. Shipments from Prince Edward Island are somewhat disappointing. They are quoted at 17c., and Nova Scotia at 18c.

BUTTER — Considerable local butter has been marketed this week, but the price is unchanged. Small tubs of dairy butter are scarce, and creamery prints are only in fair supply. Good butter finds ready sale at 25c. Tubs are 23c., and fresh rolls from 21c. to 22c.

The Annapolis Creamery, situated in Cornwallis, N.S., is in a most prosperous condition. It has been making large quantities of butter this season, and is now turning its attention to cheese making, intending immediately to turn out even more of this produce the coming year than it did last, when it made 50,000 pounds. Dairying seems to be advancing in the valley.

One of the advantages of railway communication was shown this week, when a commission house received a shipment of butter from Lunenburg. This butter came in over the South Western road, and it is the first that the firm has handled from that county.

FISH—The market shows no change. Large quantities of live lobsters continue to be sent from here to the United States. The steamer Beverley on her last trip from this port to Boston took over 900 crates.

ONIONS—Onions are very scarce on this market, and good stock is hard to obtain. Up to the present no Bermuda onions have reached here, and it is reported that the crop is a complete failure.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Officers of the Association.

Officers Retail Merchants' Association of Western Canada. President J. F. Hunter. Boissevain, Man.; vice-presidents, R Bogue, Moose Jaw, Sask.; J. A. McDougal, Edmonton, Alta.; secretary, W. A. Coulson; treasurer, J. D Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man.

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Association offices, 53 Scott building, Main street, Winnipeg.

Partial list of sections Organized :

Arcola Extension — S. Carruthers, Creelman, president ; A. Bishop, Tyvan, vice-president ; E. P. Hall, Creelman, secretary.

Arnaud—W. Ledoux, secretary.

Balgonie — J. K. Wilson, Balgonie, chairman ; J. R. Bray, Balgonie, secretary.

Brandon—A Grant, secretary.

Boissevain—J. D. Baine, Boissevain, chairman ; D. Embree, Boissevain, secretary.

Birtle—H. A. Manwaring, secretary.

Cartwright—R. F. Moore, secretary.

Edmonton—Jos. Whitelaw, president; W. G. Harrison, secretary.

Estevan—Arthur Kelly, secretary.

Hamiota—Wm. Chambers, secretary.

Indian Head—M. C. Hamilton, chairman ; J. Tuffnell, secretary.

Kirkella—S. E. Riggs, Abernethey, president ; A. O. Brooks, Abernethey, secretary. Executive — J. J. Sullivan, Esterhazy; Jas. Horne, Lemberg ; W. C. Paynter, Tantallon ; D. Irwin, Balcarres; F. Gibson, Lipton.

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Stonewall—W. H. Morgan, secretary.

Shoal Lake—C. E. McGrath, secretary.

Virden—E. J. Scales, secretary.

In response to a letter asking the results of the experiment of Arnaud merchants in placing their business on a strictly cash basis, Wilfrid Ledoux writes The Canadian Grocer as follows :

Arnaud, Man., April 26, 1906.

"The Canadian Grocer, Winnipeg :

"Dear Sirs,—Your favor of the 23rd inst. duly received, asking me to contribute a letter to The Canadian Grocer giving my experience as to the working of the cash system, which was inaugurated by the merchants of this town on Oct. 1, 1905, and which has been in force ever since.

"I must thank you, Mr. Editor, for allowing me this opportunity of stating my experience with the "Cash System" because this important part of the business is receiving much attention by the trade at present.

"Arnaud is a small country town doing business wholly with farmers, a town where formerly it was the practice to extend long credit in all the stores, and permit me to say that if a cash business can be established in Arnaud it can be done anywhere on earth. The merchants are now so well satisfied with the new system that they have now made up their minds to sell goods for cash 12 months in the year.

"When we established the cash system we certainly anticipated some difficulties in order to retain our regular credit customers, but we were ready for a battle and we fought it through, and I think the battle is just about over now. We met some opposition from our customers for the first month or so, but now they are getting into the new way of doing business and we hear almost every day that they are only too glad the cash system is in force, as it keeps them out of debt and teaches them to economize.

"But we find ourselves up against another proposition now, viz., that of selling goods for cash to a man who has not the money to buy the goods with and can not procure it. You must know how hard it is to collect a $50 debt from a man who has only $10, and can not borrow the balance.

"You may say : Why don't the farmer borrow the money to pay cash for his goods ? Well, if the farmers could borrow a working 'capital of from $100 to $500 each the whole question would be solved and the transactions of the country placed on a cash basis. But in that case the farmer would be the only one paying interest on the 'money,' while the retailer, the jobber and manufacturer would use it for 'nothing.' In other words, four different parties would have the use of the same money and only the farmer would have paid interest on it, while every man in the trade would have received the benefit of a cash deal.

"Under the present system the 'working capital' of the country is kept out of the farmer's hands, and therefore the farmer, the retailer and the jobber have to go in debt, the farmer to the retailer and the retailer and jobber to the banks. The jobber is the only man who uses the money, but all three pay interest on it, and every man in the trade gets a credit deal. Do you see the point ?

"If our banks are unable to supply the people with the necessary money to enable them to pay cash and place the transactions of the country on a cash

basis, I do not see what we have banks for.

"In order to be able to buy the production of the people for cash we would require to have three times more money in circulation than we have at present. That is, the production of the country now exceeds the money supply by two-thirds, and it is no wonder that the retailers are complaining that money is scarce in the country.

"I would suggest that our trade associations take the matter up and ask the Government to establish an Agricultural Bank, so as to lend money to farmers on real estate, or other good security, at a living rate of interest, say 5 per cent. to 6 per cent. At the present time the retailer and the farmer are paying from 8 per cent. to 12 per cent. interest, and are compelled to use credit instead of money. This does not appear to me to be at all fair play.

"Another remedy would be for both wholesale and retail merchants to refuse to buy and sell another dollar's worth of goods on credit. This would certainly be the most effective weapon with which to fight the credit system.

"I would be pleased to hear from other members of the Retail Merchants' Association of Western Canada on this subject."

It is gratifying to know that the bold experiment of the Arnaud merchants is succeeding so well. In many parts of the west the merchants undertook to follow the association plan of refusing credit from November 1 to April 1, but the Arnaud merchants were not content with half measures, and they boldly shut off all credit on October 1. Their undertaking was probably rendered the more difficult by the fact that Arnaud was one of the few districts to suffer severely last Summer from hail. In spite of all difficulties the experiment of shutting off all credit is apparently succeeding very well, and what Arnaud merchants can do should not be impossible for merchants in other parts of the west.

In his discussion of the banking system, Mr. Ledoux raises an interesting question which The Canadian Grocer would be glad to have its readers discuss in these columns. Mr. Ledoux ascribes the scarcity of money and the credit evil as it affects the stores to the fact that the banks do not lend money readily to the farmer. The farmer being denied his "working capital" is compelled to go in debt to the retailer. In order to pay his bills, the retailer borrows from the bank, as does the wholesaler to pay the manufacturer. If the former could borrow readily from the banks he could pay for his goods in cash, and the retailer and wholesaler would not have to go to the banks for their ready cash. Has Mr. Ledoux struck at the root of the difficulty? Discussion is invited.

—

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, May 17, 1906.)

FLUCTUATIONS—

Canned Apples—Advanced.

New Orleans Molasses—Advanced ⅜c. per lb.

Cornmeal—Advanced 10c. per sack.

Butter—Declined 2c. per lb.

The local wholesale grocery market is active and firm, prices being steadily maintained on all staple lines. California dried fruits are held firmly at the high prices to which they have been advanced since the San Francisco disaster.

CANNED GOODS—Apples have been advanced and the new prices will be noted below. Quotations are as follows:

	Group No. 1.	Groups No 2 & 3
FRUITS.		
Apples—		
gallons, per doz	3 35	3 30
3-lb. "	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Lawtonberries—		
" "	3 83	3 78
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced 2 doz. cases, per case	4 20	
2's whole, " "	3 75	
2's, whole, " "	4 60	
2's, grated, " "	4 40	
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries—		
new "	4 00	4 25
VEGETABLES.		
Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's	2 29	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 53	1 48
(No. 3) 2's "	1 68	1 63
Succotash—		
2's "	2 63	2 58
Tomatoes—		
All groups, per case	2 80	2 95
Salmon, Fraser River sockeye, per case	6 25	
" Skeena River, " "	6 00	
" Rivers Inlet, " "	5 90	
" Red Spring, " "	5 75	
" humpback, "	4 10	
" cohoes, "	4 85	
" Clover Leaf, Fall delivery, 1 to 4 cases	6 30	
" " " 5 to 9 cases	6 26	
Pork and beans (V.C.P. Co.), 1's, per doz	1 25	
" " 2's, "	1 90	
" " 3's, "	2 60	
Clark's 1 lb plain, per case	2 10	
" 2 " " "	1 80	
" 3 " " "	2 20	
" 1 " tomato sauce, per case	2 30	
" 2 " " "	1 85	
" 3 " " "	2 40	
" 1 " Chili " "	2 30	
" 2 " " "	1 95	
" 3 " " "	2 40	
Soups (Van Camp's), per doz	1 25	
Canned chicken (Man. Can. Co.) per doz	3 25	
" turkey "	3 25	
" chicken (Aylmer), per doz	3 30	
" (Delhi), "	3 20	
" turkey (Aylmer)	3 30	
" (Delhi)	3 20	
" duck (Aylmer)	3 30	
" " (Delhi)	3 20	
Corned beef " 2's "	2 75	
" " 1's "	1 55	
Roast beef (Man. Can. Co.), 2's, per doz	2 65	
(Clark's), 1's, per doz	1 50	
" " 2's, "	2 65	
Potted meats, 4's, per doz	0 55	
Veal loaf (Libbey's), ½ lb., per doz	1 25	
" " 1 lb. "	2 50	
Ham loaf " ½ lb. "	1 25	
" " 1 lb. "	2 50	
Chicken loaf " ½ lb. "	1 85	
" " 1 lb. "	3 50	
Lunch tongue (Clark's), 1's, "	3 45	
" (Aylmer), 1's, "	3 00	
Sliced smoked beef (Libbey's), ½-lb. tins, per doz	1 80	
" " " 1-lb. tins, "	3 10	
" " 1-lb. glass, "	3 35	
Chipped " " ½-lb. tins, "	1 45	
" " " 1-lb. tins, "	2 50	
" " " 1-lb. glass, "	3 05	
Sliced bacon, " 1-lb. tins, "	3 10	
" " 1-lb glass, "	3 25	
Corned beef (Clark's), 1-lb. tins, per doz	1 50	
" " 2-lb. "	2 65	
Lobsters (new), ½-lb. flats, per 8-doz. case	16 0	
" " ½ lb. talls, per 4-doz. case	10 25	
" " 1-lb. talls, " "	14 50	

SUGAR—

Montreal granulated, in bbls	4 75
" " in sacks	4 70
" yellow, in bbls	4 35
" " in sacks	4 30
Wallaceburg, in bbls	4 65
" in sacks	4 60
Berlin, granulated in bbls	4 65
" " sacks	4 60
Icing sugar in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 95
Powdered sugar, in bbls	5 15
" " in boxes	5 35
" " in small quantities	5 60
Lump, hard, in bbls	5 45
" " in ½-bbls	5 55
" " in 100-lb cases	5 45
Raw sugar	4 50

SYRUPS AND MOLASSES — New Orleans molasses has been advanced ⅜c. per lb. Corn syrups are in particularly brisk demand for country trade owing to the high price of all domestic and foreign dried fruits.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 02¾
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kits, each	2 25

COFFEE—

Whole green Rio, per lb	0 10½ 0 11
" roasted " per lb	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb	0 30
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

FOREIGN DRIED FRUITS—All California dried fruits are held firmly at the recent advances.

Sultana raisins, bulk, per lb	0 07
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs per case (20 pkgs)	3 25
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 35 1 50
" " selected	1 60 1 75
" " layers	1 70 1 85
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 " "	0 09½
" " " 4 " "	0 08½
" " choice seeded in ¾-lb. packages per package	0 09
" " fancy seeded in ¾-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 10½
" " fancy seeded, 1-lb. packages, per package	0 12
Prunes 100-120 per lb	0 07½
" 90-100 "	0 08
" 80-90 "	0 08½
" 70-80 "	0 09
" 60-70 "	0 09½
" 50-60 "	0 11
" 40-50 "	0 10½
" choice silver, per lb	0 11
" silver, per lb	0 08

Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 16½
Apricots, standard in 25-lb. boxes, per lb	0 16
Slab apricots in 25-lb. boxes, per lb	0 15
Peaches, choice, per lb	0 15½
" standard "	0 15
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 12½
Nectarines, choice	0 14½

CANDIED PEELS—

Lemon, per lb	0 11½
Orange "	0 11½
Citron "	0 20
Mixed, in 1-lb drums per doz	2 30

NUTS—

Almonds, per lb	0 12½
" (shelled), per lb	0 28
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " " 5 11½	0 15
Ginger, in 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to qnality)	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz	0 75

RICE, TAPIOCA AND SAGO—

Japan rice, per lb., cwt. lots	0 05½
" " 50-lb. lots	0 05½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	7 25 7 50
Sago, per lb	0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

EVAPORATED AND DRIED APPLES—As noted last week, evaporated apples have been advanced to 13½c. per lb. in 50-lb. cases, while dried apples are selling at 9½c per lb.

BEANS—No. 1 white beans are selling at $2.05 per bush., and No. 2 at $1.90.

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz	2 50
" " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb	0 10

SAUCES—

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " " pints, "	6 0
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz	1 90

OATMEAL AND CORNMEAL—Cornmeal has been advanced 10c. per sack.

Rolled oats, 80-lb. sacks, per sack	2 05
40-lb. " "	1 05
20-lb. " "	0 54
8-lb. " "	0 25
Granulated oatmeal, per sack	2 55
Standard " "	2 55
Cornmeal, "	1 70

MATCHES—There has been another advance and prices are now quoted as fallows :

	Per case.
"Telegraph,"	4 75
"Telephone"	4 65
"King Edward"	3 35
"Head Light"	4 20
"Rising Star"	5 50
"Eagle"	1 95
"Victoria"	3 10
"Silent," 200's	2 20
" 500's	4 70

FLY PADS, ETC.—Wilson's fly pads are quoted this year at the same price as last, viz., $3 per box or 3 boxes for $8.40. "Tanglefoot" is also unchanged, the quotations being 45c. per box or $4 per case of 10 boxes.

B. C. Markets

Vancouver, May 10, 1906.

To handle Alberta wheat for export to the Orient and elsewhere, the Alberta Pacific Elevator Company will at once begin the construction of an elevator on the Burrard Inlet waterfront, so that direct loading from cars to ocean-going ships may be made possible. The company is already extensively engaged in handling grain in Alberta and has in hand the construction of a big sorting elevator at Calgary of half a million bushels capacity. With these facilities and with large numbers of farmers' elevators all through the province, the company expects to take full advantage of special freight rates secured from the C.P.R. Mr. L. C. Strong, manager of the company, thinks the price of wheat for export will soon be as high on Edmonton and Calgary base as on Winnipeg and Brandon.

There is already one elevator erected and in operation in Vancouver, handling Alberta wheat for the local market. This is owned by Messrs. Hall & Sons.

There promises to be a exceedingly large fruit crop in the province this year, though the season is unusually dry. The wet weather ended very early in the year, and the Spring is very warm and dry, in fact it has been, strictly speaking, Summer weather for the past month. The tree fruit crops of the lower mainland will, of course, benefit from the dry season, while it is not too dry for the orchards of the upper country districts, which never have an excess of rain at any time.

The supply of fruit from California, which at this season of the year is the principal source of replenishing the local market, has been somewhat interrupted owing to the steamer service between San Francisco and British Columbia ports being suspended for a time. Shipments have, however, begun again and will be kept up regularly. The steamer Queen, of the Pacific Coast Steamship Co., was the first to arrive, reaching port on Monday night. She brought a large tonnage, much of which was fruit and fresh vegetables.

The coast halibut fisheries of British Columbia are to be still further exploited by the New England Fish Co., which is adding a third steamer to its fleet of ocean-going tugs engaged in the halibut trade. The new vessel, built especially on the Atlantic coast for this trade, is now en route around the Horn and when she arrives in the course of a few weeks will be at once put in commission, bringing cargoes of halibut to this port for the Boston market. The vessel is of similar type to the two large ones already operated by the company. They are very fast and strong fishing vessels and have a capacity up to a hundred tons or more of halibut.

Action has been taken by the Alberta Legislature in bonusing the beet sugar industry in that province to the extent of $50,000 per year, at half a cent per pound for the first two years and one-quarter of a cent for the next three years. Interest is taken in Vancouver because of the fact that the big beet sugar refinery at Raymond, in Southern Alberta, is a direct competitor of the B. C. Sugar Refinery here. Of course the vast difference in the product, the B. C. sugar being pure cane sugar, has an effect in the consumer's mind. The bonus system as applied to beet sugar has been abolished in European countries, where the industry was first established.

Market conditions are healthy though not unusually active. Northern shipments by steamer, both to cannery points up the coast and to White Horse for the Yukon trade, are fairly active. The salmon packing season on northern rivers commences very soon now. The waiting for the opening of Yukon navigation is the most important matter before the people of the northern country just now. Old-timers say that the last month, when the Winter traffic is suspended by breaking of snow roads, and before the steamer service can begin on the river, is the hardest to stand in the whole year. Betting on the day, hour, minute and second the ice will go out of the river, and on any and every point in connection with that event, forms the chief relaxation for some weeks while everyone waits for the movement.

Groceries move quietly at present. Staples are in steady supply, and no alterations in price of any moment have been given. The fact that trade has been disturbed in the south by the San Francisco disaster has not affected prices of dried fruits materially, for the demand is of course not heavy just at present. Later, when shipments begin north, the standing of prices will be more interesting.

In the produce market the supply of local fresh butter both dairy and creamery increases steadily, and the stock of local fresh eggs is still meeting demands. Prices now quoted are 30c. for creamery and 25c. to 27c. for fresh local dairy. Eggs are bringing 23 to 25 cents. None but local are offering.

In vegetables, Australian onions are offering at 5 to 5½c. per lb. Lettuce, in crates, is $1.75, while green onions, parsley, and radishes bring 25c. per dozen bunches. Asparagus is quoted 10½c. per lb.

BROKEN EGGS.

Broken eggs have long been a source of worry and annoyance to the retail dealer and in spite of all his care he has been unable to get away from them. There is an article now on the market in which eggs can be packed and delivered without breaking and at a saving of time, worry, money and eggs. It consists of a substantial wooden carrier and a paper tray. In delivering, the carrier is turned upside down and eggs are deposited on the tray and left there, the carrier being returned to the store. This device is manufactured by the Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y.

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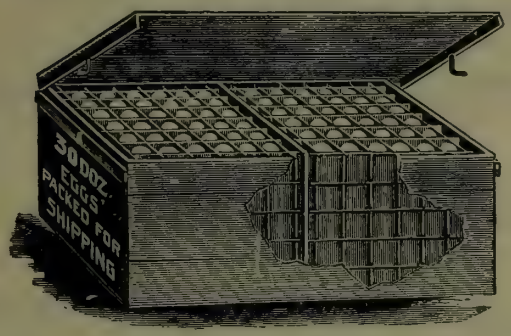

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Griffin & Culverwell

PRODUCE BROKERS

139 Redcliffe St. - BRISTOL, ENG.

We are in a position to accept Canadian agencies for Butter, Cheese, Lard, Fish, Oils, Oatmeal, Peas, Apples (fresh and evaporated) and Canned Goods.

Correspondence and Consignments invited.

Telegraphic Address: "GRIFFIN, BRISTOL."

I. BEER & SONS

Provision Importers and Merchants

15 King St. West, Smithfield, *London, Eng.*

Correspondence invited with regard to Consignments of all kinds of Dairy Produce.

Cables: "ENGLISCHOF LONDON"

WANTED

CANNED MEATS

CANNED GOODS, FISH, FRUITS

We want to correspond with reliable packers. Our systems for handling and selling are exceptionally good.

SPLENDID CONNECTIONS HIGH REFERENCES

DAVID SCOTT & CO., 10 N. John St. LIVERPOOL

McDOUGAL & LEMON

Owen Sound, Ont., Canada

WHOLESALE DEALERS IN

BUTTER, EGGS, CHEESE, FRUIT, POULTRY, FISH, OYSTERS, VEGETABLES, RAW FURS, HIDES, SHEEPSKINS, WOOL, ETC.

We are Direct Importers. Cold Storage on Premises.
We solicit your trade, believing we can serve your best interests, as we carry a large stock at all times. We fill orders promptly and at lowest market prices.

HERE ARE THE FACTS

NICHOLSON'S MINCE MEAT

is made with Pepsin, the Spices are pure, the mince meat is carefully and tastefully put up. Grocers tell us that **Nicholson's Mince Meat** sells quicker than other kinds.

On your shelves there should be:

N. & B. JELLY POWDER
N. & B. PUDDINE
N. & B. ICING POWDER
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK, 9 Jarvis St, Toronto, Ont.

PINNACLE

A Brand of Quality

OUR SPECIALS

Celery Relish	Salted Peanuts
Bordeaux Relish	Pressed Dates
Piccalilli Relish	Mince Meats

Special attention to mail orders

Merchants' Mfg. & Supply Co.

9 Front St. East, TORONTO

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

HAMS
BACON
LARD
BUTTER
CHEESE
HONEY
BEANS

PROMPT SHIPMENT.

F. W. FEARMAN CO.,
HAMILTON LIMITED

THE WM. RYAN CO. LTD.
HAMS
TORONTO, ONT.

Grocers and Provision Dealers

To get high-class trade you must get high-grade goods.
We are ready to supply you with the best

Hams, Breakfast Bacon, Eggs, Lard, Butter, Cheese, Sausage, etc.

at right prices.

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THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

THE WM. RYAN CO. LTD.
BACON
TORONTO, ONT.

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Kenneth McKenzie, Director

P.O. Box 299

BRANCH:
BRANDON, MAN.

Exporters and

The Dominion Produce Co., Limited
WINNIPEG, MAN.

Wholesale Dealers

Butter, Eggs, Cheese, Poultry, Etc.

Correspondence Solicited

I. W. Steinhoff

STRATFORD, CANADA

Produce Merchant and Exporter

Cheese,
Butter,
Eggs,
Poultry

Situated in the heart of the dairy district of Western Ontario

Correspondence solicited

PRODUCE AND PROVISIONS

THE PROVISION SITUATION.

There is nothing of interest to report since our last review, and little relief is expected for some time to come. There are practically no indications of increased outputs on farmers' side, although it is generally believed that more "stores" are in bearing. The full requirements of all factories stand at some 60,000 hogs, whilst the receipts for recent weeks have averaged little more than half that number. The reports of the last seven weeks show a fluctuation of some 8,000 hogs ; two and three weeks ago supplies reached a good increase, and things had a better aspect. Present prices, however, are a factor of equal importance, as on present basis of values at export points, it is almost impossible to make trade remunerative.

The English market has for some time ruled fairly steady with upward tendency for all quality goods. It came, therefore, somewhat of a surprise when that market made a sharp decline of two shillings, which it did some two weeks since, this occurring at the very moment when supplies on this side looked more promising, and prices were being well maintained by competitive buyers.

The whole situation is a peculiarly difficult one. Packers are doing their utmost to encourage farmers' supplies, and are disposed to give the highest margin of values for live hogs, and to show discrimination in favor of hogs which have been specially cared for. They are, however, up against a serious proposition with the export market on account of the sudden and unexpected drop, which has now reached seven shillings below prices ruling some seven weeks ago. It is, therefore, easy to see that with home markets good, the inclination of the packer is to care for domestic trade at the expense of export. A further important feature has been the continued arrival of increased supplies on the English market of Danish bacon, which has been a factor in bringing down export prices, and one which gives it rather a permanent character.

The American situation shows no material change. The belief is that as the farmers are over their more urgent Spring work that they will pay more attention to marketing live stock supplies, and that the hog and cattle supplies should be by this time of somewhat increased volume ready for market. It is regarded as probable by some of the leading traders in the products that the Summer marketing of hogs will be of a materially enlarged order.

Our contemporary, the National Provision, in its most recent report states : "There is little doubt but that with hog supplies enlarging, efforts would be made to obtain them at lower prices, particularly as they are now at higher than usual with the cost of the products. Moreover, with the efforts to get the prices of hogs upon an easier basis there would be, likely, as well, freer selling of the products on the 'short' side by the leading interests."

CANADIAN HOG RAISING INDUSTRY.

Investigations have shown that for some months past the supply of bacon hogs in Canada has been falling off. Even before the order was issued debarring packers from importing United States hogs to be slaughtered in bond, difficulty was experienced by Canadian packers in procuring sufficient hogs. The amount of the shortage during the Summer and Fall is indicated by the fact that packers claim to have been able to secure only from 30 to 50 per cent. of the capacity of their factories.

Whatever may the extent of the shortage or the real cause of it, the fact remains that unless producers and packers grapple in sympathetic co-operation with the situation, Canada's valuable bacon industry which has cost years of strenuous effort to build up may become seriously demoralized.

1890 there were only two packing houses in the export trade with a weekly capacity of some 3,000 hogs, while in 1905 the weekly capacity of the sixteen packing houses in operation was some 50,000. While this limit has not been reached within from 10,000 to 15,000 hogs weekly according to the season, the output from Canada has reached about $15,000,000 annually, or 20 per cent. of the total quantity of bacon imported by Great Britain. To jeopardize so valuable an industry would be nothing less than a national calamity.

If the farmers who have been in the habit of raising hogs will accord the bacon industry a steady persistent support begotten of the knowledge that hog raising pays year in and year out, the future has very large possibilities for the Canadian bacon industry. Canadian bacon having already won a place on the British market commanding respect, as it increases in quantity and improves in quality it will undoubtedly become a daily necessity of the British consumer. That it may occupy this enviable position both farmer and packer must co-operate, the farmer producing the steady supply of the right class of hogs, the packer by paying a fairly uniform price from month to month and from year to year; and he must give value per pound according to the quality of the product he received. Let each do his part and there will be little trouble about the supply of hogs for keeping the factories going at a normal capacity. What appears to be most needed at the present time is that relations of confidence be restored and maintained between packer and farmer through fair dealing and intelligent co-operation. With these and an appreciation on the part of the producer, of the possibilities of the industry, hog raising cannot fail to be one of the most profitable branches of Canadian agriculture.

THE PACKER A UNIVERSAL BENEFACTOR.

The packers' contribution to economic progress in the way of by-product utilization has been enormous. It is impossible to realize the extent to which this touches almost every physical element in our everyday life—from making worn out and barren land yield bounteous crops to supplying the buttons on our coats. If all of these by-products were suddenly striken from commerce the void would astound the world and the result would be everywhere considered a public calamity.

"Waste not" is the packer's creed, and his scientific faithfulness to it—inspired by self-interest—is actually one of the most fruitful sources of economic advantage to the people of the civilized world thus far brought about by the aid of the laboratory of the scientist.

Let us see just how much this by-product utilization means to the grower and the consumer of food animals as well as the people in general.

Ice and Refrigeration Revolutionizes Packing.

In the old times packing was done in the Winter. The first change in method was the use of ice and the commencement of Summer packing. This started in hog packing, but, with the introduction of the refrigerator car, beef was killed largely in the Summer. About this time some of the packers adopted the method of packing and shipping meats in tin cans. The refrigerator car permitted beef to be killed near where it was grown, as it was cheaper to pay freight on 550 pounds of carcass beef than on 1,000 pounds of live animal. Immediately following this the railroads endeavored to advance the freight on dressed beef so that they could still continue to ship the animals alive on the hoof, as they were afraid that their tonnage would be materially reduced. It was soon demonstrated that under the new system their beef tonnage was greater and their old live animal tonnage smaller, and though the dressed beef rates east were much greater per pound than for live animals, yet the freight on 550 pounds of dressed beef is less than on 1,000 pounds of live animal.

Winnowing the Waste.

The 450 pounds of non-edible material was largely thrown away, although the hide and tallow were utilized. Later, some of the waste product was used in the manufacture of glue. Nitrogen being the chief element in plant food, and this being abundant in the great mass of refuse matter originally thrown away as hopeless waste from all the packer's processes, a most important economic advance was made in the step which turned this large volume of scrappage into fertilizer.

It is good sense and for the best interest of the world that all material not needed to feed, clothe and heal the world should be returned to the ground as food for plants to grow more grain, to feed more cattle and to feed more people. Thus is the circle completed by the packer.

By-product Utilization a Great Success.

All the cunning of the chemist has been called into service to save, to make the most of every scrap of material in hand, and to discover new ways in which some element of waste may be diverted from uselessness to use. Hundreds of valuable products are now made and shipped all over the world from materials which, under the old methods, had little or no value. Thousands of people are employed in manufacturing these products. The technical schools are constantly being called upon for young men to aid in solving new problems in by-product utilization. New plants are being built requiring material, machinery and labor in their construction. Success in by-product utilization in the packing industry has directed the attention of other industries to this important element in industrial administration.

Of World-Wide Importance.

All this directly affects the people and has been of great benefit to them. The investigator in medicinal and other lines is constantly calling on the packer for material to aid him in his work. In the pharmaceutical line much has been done of benefit, and many ills are helped by pharmaceutical preparations of animal origin. In the fertilizer line many sections are given over to growing products which could not be profitably grown without the use of fertilizers. The upland cotton section of the south has been made by the use of fertilizer in the growing of cotton. Sandy soils in sections climatically favorable have been developed into large truck-farming districts through the use of fertilizer, as the soil, without fertilizer, is practically sterile. In the manufacture of fertilizer the packer has done his share in saving material formerly permitted to go to waste.

All Industries Make Call on Packer's By-product.

The furniture of the country is glued with the packer's glue. A great deal of the wool used in clothing is from sheep slaughtered by the packers. One of the largest sources of curled hair is the switch from the tails of cattle. A large portion of the soap manufactured comes from the tallows and greases prepared by the packers. The colors in the Summer prints worn by women are largely fixed by the use of albumen prepared by the packers, as is also the finish on many of the finer leathers. The horn-comb, hair-pins and buttons are made from the horns of steers. The knife-handle, the bone button, and many other articles are made from the hard bone of cattle.

The Physician Well Represented.

Packing house laboratory products, the results of original research by scientists of the first class, are employed every day by physicians, surgeons, dentists and chemists throughout the world. More than thirty recognized therapeutic agents of animal origin are produced in Armour & Co.'s laboratory, Chicago. Among them are the pepsin and pancreatin that physicians use in treating digestive disorders. There is a product of thyroid glands that is employed in treating cretinism, or idiocy. Another is suprarenalin, used in the most delicate surgical operations to stop the flow of blood. To illustrate how closely the by-product feature of the business is gleaned, the suprarenal glands of more than 100,000 sheep are required to produce one pound of suprarenalin and, when produced, this suprarenalin is worth more than $5,000 a pound.

Certain by-products of the packing plants are used for hardening and for coloring steel; in fact, materials of animal origin, the result of by-product utilization, enter into the manufacture of almost every article extensively.

A Feature in Buying.

The packer who could make the most out of these products could afford to pay and did pay more for the live steer than his competitor who was not so progressive, and in consequence he got his pick of the cattle. The stock-grower was benefited by the higher price paid for the live animal, and the people were benefited by the lower selling cost of the beef over the old method. One cannot eat his cake and have it, too, and the reward that the packer received was that of increased business and the decreased cost per head of killing cattle, owing to his much heavier kill; but, in order to cash in that reward, he had to give both the stock-grower and the public a part of the benefit of by-product utilization.*

* The foregoing is extracted from an article by J Ogden Armour, appearing in The Butchers' Advocate.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—The lard situation is practically the same as last week. The prices remain unchanged for all lines. There is little or no export demand, and the quantity going into consumption locally is not as large as might be expected this time of year. Hams and bacon and provisions generally are not going very quickly. What business is being transacted is mostly of a sorting character and is not on a very large scale. Warmer weather will no doubt bring with it a better trade in hams and bacon at least.

Lard, pure tierces	0 11½	0 11¾
" 56-lb. tubs	0 11¾	0 12
" 20-lb. pails, wood (10¾)	0 12¼	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 12¾
" " 5-lb. "	0 12¾	0 13
" " 3-lb. "	0 12½	0 13
Lard, Boar's Head brand, tierces, per lb.	0 08	
" " ½-bbl., per lb.	0 08½	
" " tubs	0 08½	
Cases, 20 3-lb. tins, per lb.	0 09	
" 12 5-lb. tins "	0 08½	
" 6 10-lb. tins "	0 08½	
20-lb. wood pails, each	1 70	
20-lb. tin pails, each	1 60	
Wood net, tin gross weight—		
Canadian short cut mess pork	$22 50	$23 00
American short cut clear	21 00	22 50
American fat back	22 50	23 00
Breakfast bacon, per lb.	0 18	
Hams	0 13½	0 15
Extra plate beef, per bbl	12 00	13 00

BUTTER—For some inexplicable reason prices boomed the past week end and values were advanced from 1½c. to 2c. over last week. Competition is

LEADING FIRM IN
Butter, Cheese, Eggs, Pork, Lard, Hams, Bacon and Dairy Supplies.
Reference on application.
Correspondence invited.
EMOND & COTE - - QUEBEC

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT
Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.
C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM *ESTABLISHED 1871*

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

thought to be the cause, but dealers generally do not believe in the advance made. With the increase in the production both here and in England, prices should eventually decline from the present market figures.

Choice new milk creamery	0 19½ 0 20
Western dairy	0 17
Fresh rolls	0 17½ 0 18

CHEESE—The country markets the end of the past week advanced smartly, due entirely to manipulation, the object being to hoist prices to let the holders of old cheese in England unload at better prices. Present prices cannot be maintained for very long—a decline must come. In the meantime prices are nominal.

Finest new colored, Ont	0 11½ 11½
Finest new white, Ont	0 11½ 0 11
Quebec, W. and C	0 11 0 11½

EGGS—Stocks continue to arrive freely but prices are not down materially. Stocks are being accumulated by many dealers. Prices asked range from 15c. to 15½c.

TORONTO.

PROVISIONS—The market continues firm and the largest commission houses do not look for lower prices before September, when, it is said, the supply of hogs will increase. High prices have stimulated production throughout the country but the farmers have not the new hogs ready. The high price on front quarters of beef has been lowered 50 cents and street lots of hogs are quoted 25 cents less. Business is in fair volume.

Long clear bacon, per lb	0 12
Smoked breakfast bacon, per lb	0 14½ 0 15
Roll bacon, per lb	0 12 0 12½
Small hams, per lb	0 14½
Medium hams, per lb	0 14 0 14½
Large hams per lb	0 13½
Shoulder hams, per lb	0 11½
Backs, per lb	0 16 0 17
Heavy mess pork, per bbl	20 50 21 00
Short cut, per bbl	23 00
Lard, tierces, per lb	0 11½
" tubs "	0 11½
" pails "	0 12
" compounds, per lb	0 09
Plate beef, per 200-lb. bbl	12 00 12 50
Beef, hind quarters	8 00 9 25
" front quarters	5 25 6 00
" choice carcases	7 00 8 00
" common	5 50 6 50
Mutton	0 08 0 10
Yearling lamb	0 12 0 13½
Veal	0 10
Hogs, street lots	9 25 9 75

BUTTER—Supplies continue to increase and the market has a slightly easier tendency, but receipts go into consumption fast enough to prevent a slump. Creamery solids are not plentiful and the demand is limited. Continued easier market is looked for.

	Per lb.
Creamery prints	0 21 0 1
" solids, fresh	0 18 0 20
Dairy prints, choice	0 16 0 18
" large rolls, choice	0 16 0 17
Baker's butter	0 14 0 15

CHEESE—The market for old cheese is firm without quotable change during the week. The supply of new cheese continues and the prices vary. Some houses are quoting the same prices as last week, others are lower.

	Per lb.
Cheese, large	0 14
" twins	0 1 ½
New cheese, large	0 11 0 11½
" " twins	0 11½ 0 11½

EGGS—A firmer tone with a slight advance indicates the increasing efforts of the packers to secure supplies. Packing or storing at present prices is regarded as precarious business by some, but the eggs are being put away all over the country. Perhaps someone has seen signs of a hard Winter ahead. Doubtless consumption has greatly increased also, due in part at least to the high cost of meat. A dozen of eggs will go round a good-sized family, even for dinner, but 20c. worth of meat would leave much to be desired.

New laid	0 16½ 0 17

WINNIPEG.

BUTTER—The price has been reduced 2c. per lb. owing to increased supplies. Quotations now are :

Finest fresh creamery, in 56-lb. boxes	0 21
" " in 28-lb. boxes	0 21
" " in 14-lb. boxes	0 21
" " in 1-lb. bricks (eastern)	0 25
" " " " (western)	0 21 0 21

Produce houses are paying 14c. for No. 1 dairy and 10c. for No. 2, delivered in Winnipeg.

CHEESE—

Finest Ontario, large	0 11½
" Manitoba, large	0 15
" " twins	0 15
" " small	0 15

LARD—

Tierce basis, per lb	0 11½
Small packages take the following advance :	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19
Backs, " " "	0 16
Hams, light, 10 to 12 average	0 15
" medium, 14 to 16 average	0 14½
" heavy, 20 to 30, for slicing	0 14½
" heavy salmed, 20 to 30 for slicing	0 14½
Picnic hams, light, choice, 6 to 8	0 11½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 15½
" " clear bellies 12 to 14	0 15
Clear backs, b bacon light	6 14½
" b bacon 12 to 14	0 14½
Spiced rolls, long if in stock	0 15
" short	0 13
Dried beef ham, sets	0 11½
Smoked hams boned and rolled, 2c. per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear	0 12½
" " " smoked	0 13½
" " " boneless backs	0 12½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
" " " per ½ bbl	11 50
Standard mess pork, per bbl	23 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 03½
" hocks, " " 0 04

EGGS—Produce houses are paying 14½c. per dozen at country points.

The Grocer is compelled to say, they're "just as good";
if he succeeds in inducing a customer to take other than

Clark's Pork and Beans in Chili Sauce

That phrase "just as good" is a dangerous one to get into the habit of using. To acquire the reputation of being a "just-as-good" grocer is the best thing in the world—

for your Competitor!

The Great West is growing by leaps and bounds, so is the sale of

COWAN'S

The Maple Leaf Perfection **Our Trade Mark**

COCOA

RETURNED
Oct 29/06.
to Mr Geo Shepard
Cut No. 56
Page No. 91

Cowan's Milk Chocolate

CROQUETTES, WAFERS, MEDALLIONS, ETC.

Cowan's Chocolate Cream Bars

THE MOST DELICIOUS CONFECTION

Cowan's Icings, for Cake

CHOCOLATE, PEARL PINK, WHITE, LEMON, ORANGE, ALMOND, MAPLE AND COCOANUT CREAM

THE COWAN CO., Limited, STIRLING ROAD, DUNDAS STREET. **TORONTO**

THE SUMMER SEASON

brings

A DEMAND FOR THE BEST

IN YOUR STORE

STEWART'S

Chocolates and Confections

ARE THE BEST

PURE Materials.
Absolute Cleanliness.
Perfect finish.

New and beautiful packages for the Summer trade.

PRICES RIGHT

THE

STEWART COMPANY

LIMITED

TORONTO

FACTS

Tobler's Chocolate
out-sells all others.

Tobler's Chocolate
is fairly priced.

Tobler's Chocolate
is in daily demand.

Tobler's Chocolate
is absolutely pure.

Tobler's Chocolate
is the most profitable to sell.

Tobler's Chocolate
yields you 33 and 78% per case respectively.

Write for prices this very day.

Maclure & Langley

AGENTS Limited

152-154 Pearl St, - TORONTO
30 Hospital St., . MONTREAL

CANADA : No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S : No better Chocolate

Mott's Chocolate

The Pioneer of all Canadian Chocolate and the superior of all imported or domestic brands.

"Diamond" and "Elite"

brands are Known and favorites from the Atlantic to the Pacific.

For Sale by all Jobbers

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS :

J. S. TAYLOR, MONTREAL
R. S. McINDOE, TORONTO
JOS. E. HUXLEY, WINNIPEG

However it may be with other Cocoas, you can make a fair profit in selling **Lowney's**, and we promise you that we will create a larger and larger demand for **Lowney's** every year by generous and forcible advertising as well as by the superior and delicious quality of our product.

In **Lowney's** dealers have a guarantee against any cause for criticism by Pure Food officials.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

SUCHARD'S COCOA is the most delicious.
The flavor wins your favor and your customers.
We want your co-operation in its sale.
Write us for our proposition.

Frank L. Benedict & Co., Montreal

Make a Place for Them

Grocer's

SOUTHWELL'S JAMS AND MARMALADES

Are trade-winners. No doubt about that! The increased sales prove it.

Make a place for

Southwell's Jams and Marmalades

in your store. You will find no difficulty in selling them.

FRANK MAGOR & CO.
Canadian Agents - - MONTREAL

"Veda" Oatmeal Biscuits

are the best oatmeal biscuits made. This isn't simply our own opinion, it's the verdict of thousands of regular consumers in many parts of the world.

These highly nutritious, palatable, and remarkably digestible biscuits have an entirely unique and delicious flavour, peculiar to themselves, which will, undoubtedly, be much appreciated by everyone. They are made from the celebrated "VEDA" Oat Food, which is prepared entirely from the finest oats, by a special process, which, while conserving and improving the whole food value of oatmeal, converts the high percentage of insoluble carbohydrates in the oats into soluble food material, resulting in an article sixteen times more digestible than ordinary oatmeal. "VEDA" is so highly digestible that its use often cures indigestion, greatly improves the general health, and increases the vigour of mind and body. Containing, as it does, the whole, admittedly high, nutritive qualities of the finest Oatmeal in so highly digestible a form, "VEDA" becomes quickly assimilated into the blood, which it enriches, and builds up brain, bone and muscle.

We have the exclusive rights of biscuit making from the proprietors of "VEDA" Oatmeal.

W. & R. JACOB & CO. Limited

DUBLIN, IRELAND

Canadian Agents:
Kenneth H. Munro
321 Coristine Bld. Montreal.
C. & J. Jones Bros.,
424-425 Union Bank Bld., Winnipeg
Wilson Bros.
Wharf St. Victoria, B.C.

BRIGHTEN UP!

Our signs will help you to do it. Nothing drives away trade quicker than an uninviting store front.

Our signs not only brighten your store, but are the best advertising medium used to-day.

Have you ever tried the effect of Show Card advertising in your store windows? If not, it will astonish you.

Write for our folder ***WHY SIGNS PAY***

The Martel-Stewart Co., Limited
MONTREAL, CANADA

A LINE THAT WILL PLEASE YOUR CUSTOMERS

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

THE SIGN

OF BISCUIT EXCELLENCY

We have just completed the most modern and up-to-date Biscuit and Confectionery Factory in Canada.
Send us a trial order and be convinced that we are turning out "The Best Line in The Dominion."
Our ***"Ever Fresh package line of Biscuits"*** save time, money and worry for the dealer and reach the consumer as fresh as when packed at the oven's mouth.
Samples and prices cheerfully furnished on request.

FOLEY, LOCK & LARSON

WINNIPEG

Make Up Your Mind To Go Forward

Make up your mind to select sure sellers. Decide not to be content with the business of yesterday.

Take as your helpmate

Wherever they go custom follows. The makers of these biscuits discovered a process so near perfect that the biscuits turned out by that process have a right to be called

"Perfections"

Think of the richest cream mixed with the purest butter and finest grade of flour, baked just right, packed just right—

Perfection Cream Sodas

Shall we send you a case?

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

AFTER SIXTY YEARS
A New Form of
COX'S CELATINE
is
COX'S INSTANT POWDERED GELATINE

dissolves instantly in hot water. No soaking required. First in solubility, strength and purity

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

New Ideas are the Life of Trade

If you want a line of confectionery in which there will always be something doing to keep your customers interested, you want to push

Moir's XXX Chocolates

for we are bringing out new things all the time and are having great success with them—a success that you may share if you will.

It is well worth your while to know something more than you do about our goods and it will only cost you the trouble of dropping a card by way of enquiry, to get all the information you want.

If you don't handle our goods now, it will pay you to write at once. Remember, it will PAY.

RETURNED
JUN 4 - 1906

Manufacturers of High Grade Chocolates and Confections

BISCUITS AND CONFECTIONERY

CONFECTIONERY AN OPPORTUNITY

Profit is the first consideration in establishing a store. To obtain this is the great endeavor of every trader, and many are the devices, some questionable, some otherwise, to which recourse is made. There is one feature, however, to which attention may be drawn, and which, if properly heeded, might be the means of giving to the grocer a revenue far in excess of the extra trouble and expense involved.

A Complete Line of Confectionery.

During the past quarter of a century trade has gone under a complete revolution, and the "up-to-date" retail grocer will consider as his line anything that can be ranked as a household necessity; such a man will carry in his store many a line which his opponent round the corner cannot be induced to stock. The time has now come when confectionery in its fullest details—cakes, biscuits, sweets and pastries—must be considered a legitimate staple in the grocery trade; and the grocer, if he is to keep on top, must now bring his confectionery boldly to the front, and see to it that he not only has a few popular lines, but a full and complete line of all kinds of confections.

Not a Side Line.

Many grocers carry their confectionery more as a side line than as a staple, and relegate these goods to an unimportant corner or shelf. By confectionery is meant not only sweets and candies, but all lines of cakes and biscuits usually classed as household confections.

An Attractive Place.

Give your confectionery department a special place in your store and arrange it attractively to take your customer's eye, and with a little extra pushing you will soon have a department paying you equal to anything you carry, and which will attract to your store the young and coming generation, just the ones you want.

A Little Light Refreshment.

Further, when once your confectionery department is located, add a few small tables and chairs, and what is to hinder a judicious light refreshment being served, such as a cup of tea and a biscuit? You have the tea, coffee and cocoa; you have the cake and biscuits; why not use it as an additional attraction to your store—a paying one too? In England and continental cities many a grocer runs a good side issue in the form of light refreshment, making his favorite blend the leader, and at the same time educating his customers' palates in tea and coffee tasting. An instance is on record where a grocer gave up his shop parlor for this purpose and he soon had a room full nearly every afternoon, the very time he was usually quiet, and with a good revenue to boot. His sales of sweets and confections increased as well.

STRANGE AMERICAN CONFECTIONERY STORES.

Of all the queer nooks and corners of New York, there is none more interesting than the bakeshops of the distinctly foreign elements, for nearly all European and Oriental nations are fond of sweets and in many cases they have brought to their new home the same methods and receipts that were wont to tickle their palates in the distant "fatherland."

Incidentally, one may comment on the vagaries of public "impressions." When thinking of the heathen Chinese, who would picture him eating a cake— the mental vision would have the long-tailed one devouring a bowl of white rice and a chop suey, if, indeed, the imagination did not conjure up a bow-wow stew or a fricasee of rodents. Yet the Chinese are great cake eaters, and many of their cakes and sweets are delicious.

Furthermore, there is nothing in their making that would prejudice even the most fastidious. Indeed, even the New England woman, whom tradition credits with being a model housewife, could spend an hour or more in the tiny little room dignified by the Mongolian as a "bakery" to the very great benefit, not only of herself, but of her family as well.

She would find the "bakery" in the cellar, of course, for he of the pigtail is fond of the twilight, and the salesroom and the mixing room are all one—but these are only minor differences of custom.

A Dainty Confection.

On the narrow shelves of a tiny glass case are displayed a variety of colors and shapes of something which one is assured are "cakes.' Queer-looking things they are, but one is finally prevailed upon to sink one's teeth into a globe of golden brown parchment-looking stuff flaked over with seasame seeds. The first bite was probably half-hearted and was perhaps taken principally to avoid hurting the feelings of the celestial who stands close by with a look of real interest on his usually immobile countenance, and also to avoid encountering the gibes of one's friends at any tendency to "back out," but that first bite converts you as your teeth go through the crust and the paste of bean and fig is taken on the tongue—you are conscious only of a vague taste of perfume, but it's a most alluring taste, and you don't need much persuasion to make you tackle number two!

How it is Done.

The expert Chinese baker makes about forty different kinds of cake (all of different shapes and color) and several varieties of candies. His method of preparing his dough and the ingredients he uses are totally unlike those of the Occident.

The mixing board is a white wood table about six by three and a half feet in dimensions. On to the middle of this he sits a small pile of flour, and in the exact centre of this he makes a hole with his hand and pours in his sweetening (sugar and water boiled to a syrup), which he calls "honey," his shorten-particular receipt in mind. These are kneaded into the flour—a very small amount of flour comparatively and the dough is exceedingly short—and then it is ready for the filling, for most of the cakes the Chinese make are of pastry with filling of jelly.

A National Institution.

Perhaps the cake most acceptable to the palate of the Occidental is the "Moon cake."

This is as characteristic of the orthodox Chinese as are baked beans of the New Englander, and has been called by some writers the "mince pie" of the Orient. It is made only during harvest time, but during the season (from August to October) a visit to one of these tiny shops has much of interest.

There will be one man choping fruits and nuts, and another kneading dough, while a third carries the pans of culinary marvels to the oven.

The filling of the Moon cake contains plum jelly, bean paste, seasame seeds, ginger root, soy beans, coriander, poppy

seeds, watermelon and squash seeds, sugar, peanut oil, hard fat (from young pigs), and coarser ingredients, well chopped and mixed with paste and jelly.

One workman rolls the mixture into a thin sheet of pastry, and his assistant presses it into a mould cut in a solid block of wood, and then hits it hard on the edge of the table to dislodge the cake, which falls out perfect in shape and ready for the oven.

"Takee big lot strength," he says, breathing hard. "Muchee hard work" —and whack! out falls another cake.

The mould produces a form like the old-fashioned round pat of butter, and on the top are embossed complicated hieroglyphics which the American conceives to be weird invocations to the harvest gods, until a little questioning brings out the matter-of-fact information that it is only the trade mark of the shop.

The Crystal Cake.

Another interesting cake revels in the fascinating name of "Crystal Cake." It is a product unique in itself, and unlike anything to be found elsewhere in America. It is of the consistency of guava paste, the color of boiled starch and of the appearance of a honeycomb —with a flavor, which is at first distasteful, but the next moment carries one off to the realms of Lichee and Gum Guat.

Imagine a cake the ordinary size of a New England sponge cake brought to the table in a quivering, shivering, shaky condition which refuses to have a knife passed through it gracefully and most strenuously objects to being cut with a fork. Alas, the only way to eat this cake is go back to the days of our childhood, when, with a piece of bread and butter in one hand and a piece of bread and jam in the other, we were absolutely happy!

So with the Crystal cake—the only way to conquer it is to take it in your fingers and thus proceed with its proper disposition.

Unfortunately this extraordinary cake —so-called—will not live but twenty-four hours (short hours, too), as it soon becomes rancid even when kept in an American ice box.

They Taste Like Sunrise.

One kind of candy worthy of mention is circular in shape, somewhat larger in size than a silver dollar, about a third of an inch thick and of a cream and white color. It is very dry, and when one first takes a bit in the mouth there seems to be a little or no flavor, but as it dissolves you are conscious of a sweet, subtle taste—half the taste of fruit, half the perfume of flowers. It's an indescribable flavor unless one can appreciate the effect they had on one woman, when she said: "They taste like 'sunrise.'"

CANADA'S OUTPUT OF MAPLE GOODS.

An interesting fact not generally known is that Canada supplies about half of the maple syrup and sugar used all over the world. The average output per year is about 17,804,825 pounds. The yield of 1901 was valued at $1,780,482.

If the yield was in proportion to the number of maple trees growing in Canada it would be worth nearly six times this amount. At the present time the Province of Quebec is the heaviest producer with 13,564,819 pounds. New Brunswick yields 207,450 pounds, and the annual production of Nova Scotia aggregates 112,496 pounds.

IT'S A MONEY MAKER
every time, but you will never know it if you never try it. Catalog tells all.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture.
Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels is the best plain chocolate in the market for family use.
Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above trade mark is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal, Can.

MAPLE
Small's
JUST MAPLE SYRUP
THAT'S ALL
SYRUP

Pure Tested Maple Syrup only is sold under Small's brand. When customer asks for tin of Maple Syrup it's nice to be able to produce same, and particularly a world-renowned brand.
Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark syrup in the British Empire. 2nd—Small's Brand has been awarded with but one exception all Gold and Silver Medals ever offered in Canada, and many from abroad.
You certainly have a first-class line.—Wood & Stevens, New York.
Is superior to anything I have seen on the market.—H. Mockford, London, Eng.
All Jobbers.
Product of THE CANADA MAPLE EXCHANGE
MONTREAL

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

EPPS'S
GRATEFUL
COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

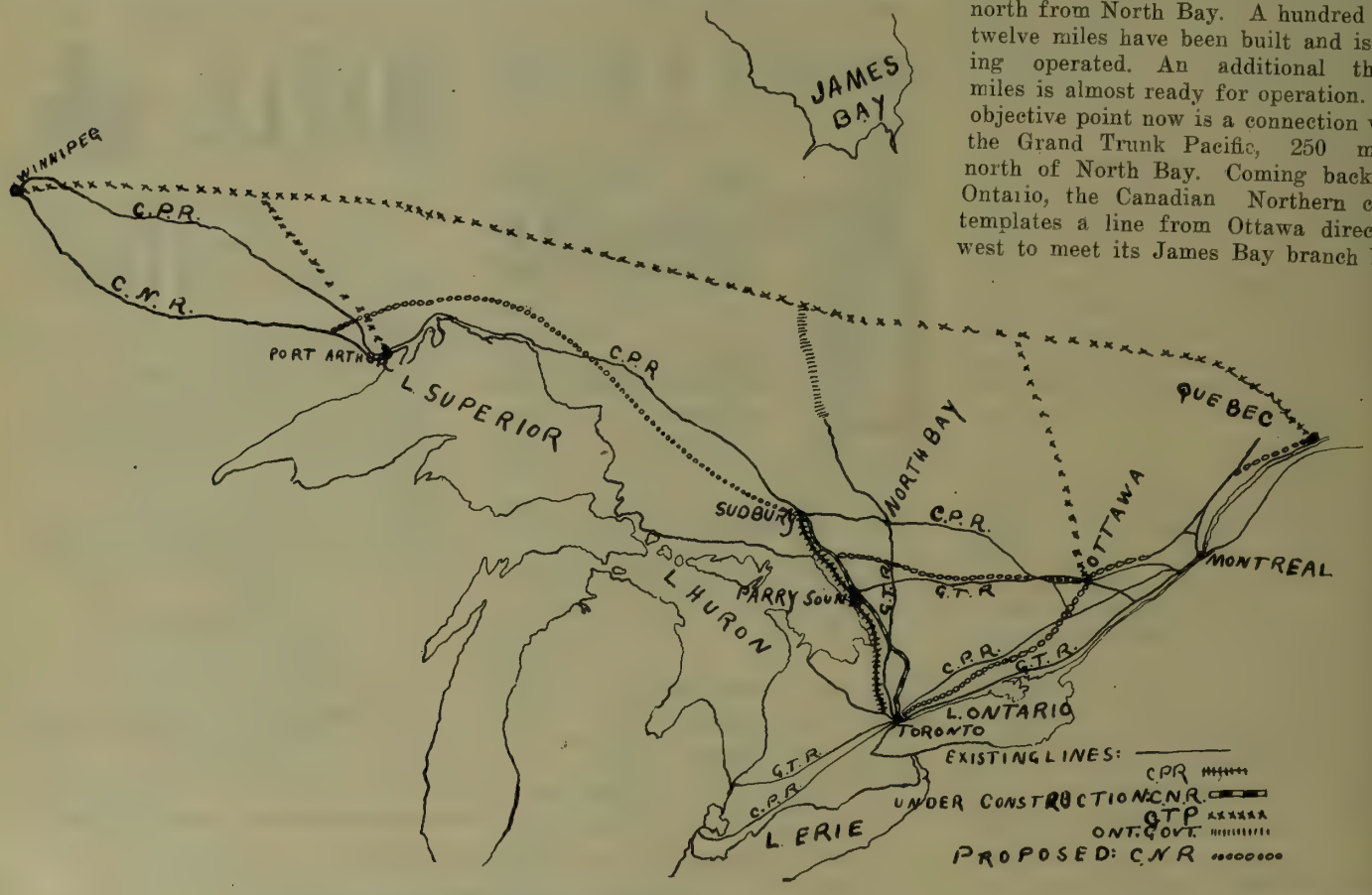
THE MOST NUTRITIOUS COCOA

RAILWAY BUILDING FROM WINNIPEG TO QUEBEC

There could be no more convincing evidence of the phenomenal industrial development and settlement now going on in Canada than the railway building and extension under way and immediately contemplated.

In the west, that is west of Lake Superior, a second great railway system, the Canadian Northern, has grown up in ten years with 1,200 miles of main line from Port Arthur to Edmonton, and many branches. This year it will enter Toronto and in a very few years will be the second Canadian transcontinental. The third transcontinental, the Grand Trunk Pacific, is being made to the order of the Government and Grand Trunk interests. The C.P.R. is building extensively in Ontario, Manitoba, Saskatchewan, Alberta and British Columbia, every province from the St. Lawrence to the Pacific.

How many thousand miles of new railway are here indicated is not to the point and need not be made a memory test. Take, as a concrete example, the operations in Ontario, looking to improved communication with the west and larger outlet for the prairie products. Until now the only direct all-rail route from Toronto to the west was by the Northern division of the Grand Trunk to North Bay. The C.P.R. sent its passengers that way. To-day both C.P.R. and Canadian Northern are each building as rapidly as posible a line from Toronto to Sudbury. The C.P.R. expects to be operating its new line as far as Coldwater, 100 miles north of Toronto, in a little over a month. This Summer, probably sometime in August, the Canadian Northern will be operating its line as far as Parry Sound, thus affording an additional lake and rail route to and from the west in time for the moving of this year's crop. By August next year it is expected the C.P.R. line will be finished to Sudbury. The Canadian Northern also expects to complete its line to Sudbury next year.



Short Way to the Sea.

Another very important project which the C.P.R. has in hand is the construction of an air line from Victoria Harbor on the Georgian Bay, near Midland, to Peterboro to improve their facilities for handling the western crop. Their present Georgian Bay port is Owen Sound. This new line will lessen the distance between the bay and tide water by about a hundred miles.

Within a fortnight the Canadian Northern filed with the Railway Commissioners plans for a line between Toronto and Ottawa. The Canadian Northern will have this year, when work under construction is completed, the most extensive railway system in Nova Scotia. The extensions building are from Liverpool to Barrington on the east coast, and from Middleton to Victoria Beach on the Bay of Fundy. In Quebec they have 200 miles of line from Grenville and Montreal to Riviere a Pierre Junction and are building from Grand Mere on that line 75 miles to Quebec. When completed this will give a third trunk line from Quebec to Montreal. The company have a charter to build from Quebec to Pugwash, N.S., but that part of the transcontinental plan is not yet under way.

A Government Line.

The Government of Ontario, several years ago undertook to construct a line north from North Bay. A hundred and twelve miles have been built and is being operated. An additional thirty miles is almost ready for operation. The objective point now is a connection with the Grand Trunk Pacific, 250 miles north of North Bay. Coming back to Ontario, the Canadian Northern contemplates a line from Ottawa directly west to meet its James Bay branch between Parry Sound and Sudbury and from Sudbury to a point on its line west of Port Arthur, making the middle link of the system across the continent.

The accompanying map shows the main features of present railway development between Winnipeg and Quebec. Of existing railways only main lines are indicated.

Canadians, spread out in a thin line across the American continent, are bred to such conceptions of distance that these immense railway undertakings appear as ordinary everyday matters, but they portend development that means a readjustment shortly of the world's trade. They are outlets for the coming mammoth product of the Canadian west.

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c. a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

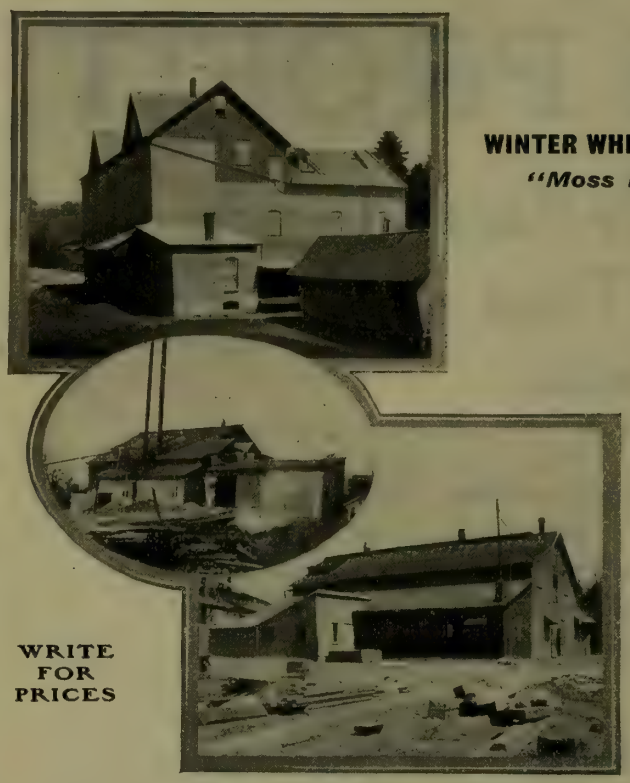
This satisfaction of the customer is the foundation of the best and surest profit in business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit in the customer's confidence is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

QUANCE BROS.

MILLERS



WINTER WHEAT FLOUR
"Moss Rose"

BLENDED FLOUR
"Maydew"
"Ladies' Favorite"
"White Swan"

MANITOBA FLOUR
"Kitchner"
"Manitoba Best"

CHOICE FAMILY and BAKERS' FLOUR from choice Ontario and Manitoba Wheat. Also **PATENT PROCESS BUCKWHEAT FLOUR** and **RYE FLOUR.**

WRITE FOR PRICES

Delhi, Ont., Canada

LANCASTER MILLS.

SHIRK & SNIDER.

BRIDGEPORT
ONT.

Special Brands

Buda, Neva
Daily Bread, Patent

Shirk & Snider

Millers and Manufacturers of

Improved ROLLER process flour.

Capacity 300 Barrels a Day.

Bridgeport and Baden, Ont.

ROBERT NOBLE

NORVAL MILLS

Miller and Grain Dealer

NORVAL, ONT.

Choice Winter Wheat and Manitoba Blended Flours a Specialty.

Good Name and Good Goods

We are in a position to offer the trade the finest

FLOUR, GRAIN,

AND . . .

MILL OFFALS

. . . TO BE HAD

Our Brands can be relied upon by the dealer who wants the best values

Howland's Best **Howland's Choice**
Star Light **Planet**

Send for quotations on a trial order.

HOWLAND BROS., Limited

KLEINBURG, ONT.

Capacity of Mill 200 bbls. per day.

GOLD CROWN FLOUR

is made with the highest skill, by the best machinery, in the best mill and from the best wheat in the Province of Saskatchewan—which means the ***best*** in all Canada. **GOLD CROWN** Flour makes better bread and a larger quantity of it than any other flour.

Every Package Guaranteed

Write for Prices to

Sutcliffe-Muir Milling Co., Limited

MOOSOMIN, SASKATCHEWAN

A PAYING PROPOSITION FROM

Stratford, Ont.

is found in one or all of the following brands of Flour:

"McLEOD'S SPECIAL"

A high-grade patent for either bread or pastry, made from specially selected wheat.

"HERCULES"

Is a bread flour, manufactured from No. 1 Manitoba wheat, in demand by bakers.

"JULIET & ANCHOR"

are also high-grade blended flours, scientifically milled for family purposes.

"CLASSIC & DIADEM"

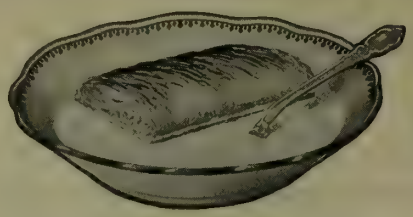
are winter patents, milled for pastry and biscuit purposes only.

We are centrally located, therefore able to buy wheat with a view to quality, at a minimum cost.

WRITE OR WIRE

The McLeod Milling Co.

STRATFORD, ONT. LIMITED



"It's All in the Shreds"

SHREDDED WHEAT TALK

By AN UP-TO-DATE GROCER

Shredded Whole Wheat is the one staple cereal food better known than all the others.

You can grind up any old thing and call it a "breakfast food," but you can't make Shredded Whole Wheat that way.

It keeps better than any other cereal. It is not "treated" or "flavored" with anything and hence does not deteriorate.

It is ready-cooked and ready-to-serve, requiring only a slight warming in the oven to restore crispness.

It is economical. Contains more nutriment than meat or eggs and costs much less.

The Shredding process makes it the most easily digested of all the cereal foods.

It is good for any meal any day in any season in any climate.

It has larger culinary uses than any other cereal food. Hundreds of dainty and palatable dishes may be made with it.

It is the purest and cleanest cereal food, made in the cleanest and finest industrial building in the world.

"Made in Canada"

The Canadian Shredded Wheat Co.,

NIAGARA FALLS, ONT. Limite

Your Responsibility as a Grocer

does not end with making your business successful financially.

The Nation Looks to You

for its food and trusts you to supply the best and purest forms. You will win the confidence and support of your community by being equal to the trust.

Here is where Canada Flakes come in, a pure wheat food, perfectly digestible, appetizing and invigorating, a food you can recommend to your customers, and in so doing make them your friends.

THE

Peterborough Cereal Co. Limited

ROELOFSON & ROELOFSON, Ontario Agents

71 Jarvis Street, TORONTO

Best profit to the dealer.
Best value to the consumer.

HIGHEST GRADE of CEREAL FOOD in the WORLD

EGGO

No premiums
No schemes of any kind
Sold strictly on its merits

TORONTO OFFICE:
43 Scott Street

Retails at 15 cents. 2 for 25.

ETURNED
AY 30 1906

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	OFFICES
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
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	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

ALF. T. TANGUAY & CO.
Flour, Grain and Provisions Commission Quebec
Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.
REFERENCE, HOCHELAGA BANK.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

The McLEOD MILLING CO., Limited
Stratford, - ntario.
olicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

ROLLED OATS
Warm weather is coming on and you do not want to carry a large stock of cereals. We are quoting very attractive prices for small shipments.
WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

GEO. ADCOCK
CITY FLOUR MILLS, - ST. THOMAS, ONT.
Manufacturer of HIGH GRADE WINTER WHEAT or BLENDED FLOURS
Mixed Cars of Flour, Bran, Shorts or Oatmeal; also Barley, Oat or Corn Feed
Send for Samples and Prices.

P. HAINES & SON
Beaver Valley Mills **Clarksburg, Ont., Can.**
Manufacturers of
HIGH GRADE FLOURS
Biscuit Flour a specialty. Send for samples and prices.

H. MURTON,
Split Pea Mills
GUELPH, ONT. - CANADA
Split Peas a Specialty
Cable "MURTON, GUELPH" A B C Cable Code Used

LONDON OATMEAL MILLS
SHEAF BRAND
ROLLED OATS
For Export and Domestic use.
Correspondence solicited.
JOHN SUTHERLAND
LONDON. ONT.. CAN.

The Goldie Milling Co., Limited, Ayr, Ont.

Millers of Ontario and Manitoba Wheats.
Mills at Ayr, Galt, Highgate.

RETURNED

FLOUR AND CEREAL FOODS

The general situation is somewhat disappointing from a dealer's standpoint at the present moment. Export prices have been slowly declining, until at the present time the best offers from the English market for flour are in the neighborhood of twenty-one and six and twenty-two shillings, a price at which it is impossible to let the dealers out.

The price of Winter wheat shows an advance of ½c. per bushel, 80½c. having been paid for several cars of No. 2 white wheat, and No. 1 white is reported as selling at 82c. The majority of millers, however, are not willing to pay over 80c., which, combined with the very light stocks, has resulted in a very limited business being transacted.

Prices of Manitoba wheat have held very steady, being practically unchanged from a week ago. The principal feature in the buying of Manitoba wheat has been the purchasing of July by the larger Ontario mills as well as by some of the millers whose mills are of less capacity. The high quality of flour made from the Manitoba wheat of this year's crop is no doubt largely responsible for this movement, the mills wishing to lay in a stock of old wheat sufficient to carry them into the new crop year.

In Manitoba the demand for flour is good. The last few weeks have shown notable improvement in this respect. Considerable quantities are being shipped to Eastern Canada lake-and-rail and the foreign markets are also buying more liberally than was the case a few weeks ago. Local trade in the west is excellent. Many new stores have opened in the towns and villages of the west this Spring and these are all liberal buyers. Older customers of the mills have also increased their orders. Surplus stocks of flour accumulated during the Winter are much reduced. The larger mills are selling their product as fast as it is ready for marketing.

The demand from the eastern provinces is fair, but so far has not been anything like as good as the millers expected, showing little or no response, so far, in either inquiry or prices, to the advance in the price of wheat.

HOW TAPIOCA IS PRODUCED.

Much interest is being displayed in tapioca at present, owing to the state of the market, and to the scarcity of that product, so that a few words on its production, and other facts concerning it may prove instructive to those who are interested in tapioca.

It may surprise the uninformed to learn that tapioca is the product of a tree, or plant, known as the cassava or manioc plant, which is a native of Brazil. It is easily transplanted, however, as it thrives in all tropical countries. The plant is easily propagated by cutting the stems, and is of rapid growth, attaining maturity in six months.

As it is known to commerce, tapioca is a farinaceous food substance. It is prepared from cassava starch, which is a product of the large tuberous roots of the plant above mentioned. The cassava or manioc plant, is very bushy and reaches an average height of from six to eight feet, although it is often higher. The stems are white, very brittle, and have a large pith. The leaves are near the extremity of the branches which are very crooked. The roots are very large and turnip like, and sometimes weigh as much as thirty pounds. From three to eight roots grow in a cluster. The tapioca is obtained from these roots, which, like other parts of the plant, contain a milky acid which is poisonous. This acid, however, is very easily dissipated by heat, and the poison is eventually totally extracted.

The roots are washed and grated to a pulp. After being thoroughly washed this pulp is spread and heated on iron plates, being subjected to much stirring and mussing with an iron rod. It is thus exposed to sufficient heat to cause a partial rupture of the starchy granules, which burst into irregular pellets, known as flake tapioca. The different sizes produced are caused by slight variations in the method of manufacture, so that we have what is known as the ordinary medium pearl tapioca, and also seed pearl tapioca, the latter in Canada very often being known as white sago.

As already stated, the plant from which tapioca is obtained, originally came from Brazil, but it has been transplanted in different parts of the world and at the present time the chief producing country is the Straits Settlements. Almost the entire amount of tapioca used in Canada, and in fact the world over, comes from that country, part of the British Empire, being exported through Penang and Singapore. The cost of manufacturing the tapioca is not very great owing to the cheap labor obtainable in the Settlements, but at the prices which have been ruling up to a year or so ago, there was very little money in it for the producer.

OATMEAL INDUSTRY IN CANADA.

		Bbls.
Mill capacity		1,500,000
Domestic consumption	180,000	
Export	200,000	
Total		380,000
Surplus capacity		1,120,000

These figures represent, approximately at least, the oatmeal milling situation in Canada. Yet stories reach the newspapers of new mills about to be started. It was to meet this situation that the organization of oatmeal millers was formed a few years ago with a view to, in a measure, at least, controling the output. The association disbanded a couple of months ago.

The mill capacity may be in excess of the figures stated. The proprietor of one of the large mills made a careful computation and arrived at 1,750,000 barrels as the total capacity. Another gentleman of large interests placed the consumption at 1,500,000 barrels and the milling capacity at six times that, 9,000,000. A third miller placed the domestic consumption last year at 210,000 barrels and a fourth at 130,000 barrels The understanding among the members of the late association was that the aggregate milling capacity was 1,500,000 barrels and the domestic consumption 180,000 barrels, and they looked into the matter pretty carefully.

Since 1891.

The record export of oatmeal, according to the latest report of the Department of Trade and Commerce, was 204,464 barrels in 1904. The export figures since 1891 are:

Year.	Bbls.	Avg. price per bbl.
1891	11,988	$3.83
1892	103,174	4.02
1893	156,512	4.00
1894	92,262	3.46
1895	80,265	3.44
1896	110,577	3.30
1897	153,865	3.04
1898	176,821	3.13
1899	119,986	3 30
1900	145,867	3.25
1901	151,851	3.08

1902	91,706	3.75
1903	145,036	3.71
1904	204,464	3.70
1905	168,607	3.80

Great Britain takes over 90 per cent. of the oatmeal Canada exports. The total value of export oatmeal during the fiscal year 1905 was $641,233 divided as follows: Great Britain, $587,964; United States, $138; South Africa, $7,706; Denmark, $7,906; France, $5,280; Germany, $1,547; Holland, $8,105; Newfoundland, $9,341; Norway and Sweden, $11,593; other countries, $1,653.

Scotch is Preferred.

Scotch oatmeal is preferred on the English market and brings 6d to a shilling per cwt. more than Canadian. The Scotch oats are heavier than the Canadian and the meal is said to possess a superior flavor derived from the sea air. How much of the oats ground in Scotch mills get their sea air flavor on the way from Russia there are no figures at hand to show. Great Britain imports enormous quantities of oats annually, varying, between 1900 and 1904, from 20 to 14 million cwts., and only a very small proportion comes from Canada.

The Scotch mills cannot, however, supply the English market with oatmeal. The importations in 1900 were 837,000 cwts.; in 1901, 840,000; in 1902, 612,000; in 1903, 728,000, and in 1904, 648,000. Practically all of it came from the United States and Canada. Up to 1903 the United States sent anywhere from four to eight times as much oatmeal to Great Britain. In 1903 Canada sent 262,000 cwts. and the United States 457,000; while in 1904 the figures were more than reversed,Canada sending 447,000 cwts. and the United States 191.000.

A Question of Crops.

It is all a question of crops. If prices are on a parity in Canada and the States the Canadian miller can compete favorably for the British trade because the sentiment in the Old Country is strongly on the side of the Canadian product. But when oats are five or even ten cents dearer in Canada than across the line the Canadian miller has a poor show. The crop will often vary greatly in districts only a few miles apart and the American millers have the advantage over the Canadian of having a very much larger area to draw upon for their supplies.

Oatmeal milling itself cuts no figure in the price of oats. The total yield in Canada approximates 200,000,000 bushels, and the consumption for oatmeal only 3,800,000 bushels, not quite 2 per cent. of the yield.

WESTERN CROP PROSPECTS.

Robert Hall, ex-mayor of Brandon, who farms some 1,200 acres of land, and whose opinion on agricultural matters is of value, expresses in an interview the following views upon the crop situation:

"We have had splendid weather, so far, for putting in the crop, and the growth is something wonderful. The weather has been warm and balmy. In some sheltered places with southern exposure, the trees are quite out in leaf, the grass green, and a good part of the early-sowed wheat is appearing above ground, but I do not know that the early growth is a good thing, for I feel that it is premature, and that we will have frosty weather to check it back, but the green grass will be certainly valuable for the live stock. There is, I would say, about 60 per cent. of the wheat now in the ground and 75 per cent. will be soon sowed if the weather continues as it is now. Of course, we always have a percentage of seeding in the hands of slow and unfortunate people that always drags, but I do not think we have ever had a more favorable year than this, so far, excepting that the weather may be a little too warm and the growth too quick for so early in the season."

NEW MILLING COMPANY.

It is rumored that plans are being completed for the formation of a third large Canadian milling company which is expected to be an important factor in the flour trade of Canada. Mr. Thos. Fyshe, ex-president of the Lake of the Woods Milling Company, and ex-general manager of the Merchants' Bank of Canada, is among those at the head of the project by which it is intended to include nineteen of the smaller milling companies of Manitoba into one company with a capital in the neighborhood of $1,300,000. Most of the mills to be included in the merger have at present an output of from 100 to 200 barrels of flour a day, but it is intended that the output of a number of the mills should be largely increased, and in the near future the new company would have a daily output of close to 3,000 barrels a day.

MONTREAL MARKETS.

FLOUR—A splendid business is being transacted in flour this week, both in an export way and locally. Quite a number of shipments have been made to the United Kingdom by the large milling companies and some orders have been shipped to Germany and South Africa. In the latter country the finer grades have been demanded, but the call in England at present is for the lower grades. Quite a good business is being done with the Maritime Provinces. Five Roses has been advanced ten cents.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent	1 75	2 00
Royal Household		4 60
Glenora		4 10
Manitoba spring wheat patents		4 50
" strong bakers	3 90	4 10
Buckwheat flour	2 00	2 10
Five Roses		4 60

GRAIN—Trade is moving fairly well this week. Yellow corn has been advanced and now commands 59c. Peas also have gone up and are worth to-day 80c. The latter have been advancing quite freely all along. They are at present very strong at this price. Oats are very firm. Barley is scarce.

No. 4 barley, store	0 50
Rejected barley, store	0 48½
No. 2 white oats "	0 41
No. 3 white oats "	0 40
No. 4 white oats "	0 39
No. 3 yellow corn "	0 59
No. 2 peas, basis 78 per cent. points	0 80

FEED—No new features have developed in feed since last report. Moullie is moving better since cattle shipments have commenced as large quantities are used every year for feeding the cattle during shipment. Bran and shorts are still very scarce, particularly the latter. A good demand for feed flour is reported.

Ontario bran	18 00	18 50
Ontario shorts	20 00	21 00
Manitoba shorts	20 00	21 00
" bran	18 00	18 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed Flour	1 20	1 25

ROLLED OATS—There is practically nothing new in rolled oats this week. There is the usual demand for this season. Prices remain unaltered.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	1 95	2 15
" 80-lb. bags	1 85	2 15
" bbls	4 55	4 70

TORONTO MARKETS.

FLOUR—No new feature has transpired since our last review; local trade continues on about same line. Demand is good and generally speaking prices firm, with upward tendency. Indications are that prices will probably advance.

On track, Toronto.

Manitoba patents, No. 1, per bbl. in bags	4 40
" " No. 2, " "	4 00
Strong bakers " "	3 90
Ontario patents, No. 1, " "	3 65
" " No. 2, " "	3 40
Straight roller " "	3 30

GRAIN—Market has been steady since our last report. There is very little wheat in millers' hands; practically all is held by farmers, and deliveries are still slow on account of field operations.

(F.o.b. elevator; 5c. more N. Bay.)

Manitoba wheat, hard, No. 1, nominal	0 86½
" " Northern No. 1	0 85½
" " " No. 2	0 83
" " " No. 3, nominal	0 82
Red, " per bushel. 78 per cent. points	0 82
White, " " " "	0 82
Mixed, " " " "	0 81½
Spring, " " " "	0 76
Goose, " " " "	0 76
Barley, No. 1, " " "	
" No 2, " " "	0 51
" No. 3x, " " "	0 46 0 47
" No. 3, " " "	0 46
Oats, white, " " "	0 37
" mixed, " " "	0 36

BREAKFAST CEREALS—Little of interest has transpired since our last report. Demand has been only of moderate nature, and prices continue merely nominal.

Oatmeal, standard and granulated, carlots, on track, per bbl	nominal 4 50
Rolled wheat in boxes, 100 lbs	" 2 25
" " 50 lbs	" 1 20
Rolled oats, standard, carlots, per bbl., in bags	" 4 00
" " " " " in wood	" 4 25
" " " " for broken lots	" 4 20

THE MAKING OF BROOMS.

If any man who sells brooms could go through a factory and see them made he would be much better equipped for his work; he could interest his customers and sell more brooms of a higher grade. Many of them will not find that immediately convenient and thats why a Canadian Grocer representative yesterday visited the new factory of H. W. Nelson & Co., 15 to 21 Jarvis street, Toronto, where, under the guidance of Sidney G. Wharin, the managing director, he followed the process of broom making from start to finish.

Begin in the basement, where there is storage room for ten carloads of broom corn and handles. The corn comes from Kansas and other middle western states, in wired bundles about four feet in diameter. It is grown for the purpose and some seed is taken from it for fodder purposes. The handles are plain round maple sticks done up in bundles of 50.

Preparing the Handles.

Follow the handles first. Four days' supply is placed in a drying room, which is then steam heated to a temperature of 125 to 150 degrees. After four days the handles are removed, perfectly dry, every vestage of moisture having been driven off. If this were not done, and in some factories it is not, the handle will shrink and the wire will come loose. The next stage of preparation for the handles is the sorting and decorating room where they are graded, varnished and the characteristic decoration in the nature of colored rings added, when they are ready for the broom makers.

Getting Ready the Corn.

The corn passes through half a dozen hands in a course of preparation before meeting the handle in the tying room. It breaks bulk with two or three men, who stand at benches and sort it, that is, divide the hurl, the fine corn for the outside of the broom, from the insides. The hurl is then put through a machine or rather over it, that sizes it in seven different lengths after cutting off most of the stalk. Hurl cutting is the next operation. It consists in cutting off the remainder of the stock so as to free the stems and culling out the large inside stem of each piece of corn. The hurl passes then to the scraper. This is a rapidly revolving toothed cylinder, and the workman holding a handful of hurl by the lower ends, whips the flying teeth. This is to remove the seeds. The next process is taking out the short lengths. A man stands at a bench on which are several rows of long upright spikes. He grasps a handful of hurl, by the lower end again, and combs it through the spikes. This is termed "pulling."

Into the Dye Vat.

The corn is by this time prepared and has gone quite round the room. It is next dipped in a vat of green dye and placed wet in a small room called the bleach room. There, a pot of sulphur is burned and the corn left over night. This evens up the color.

Its next progress is the tying room. There it meets the handle and takes form somewhat as the thrifty housewife and the dusty janitor know it. In this room are 25 broom makers, each at a separate machine. The broom making machine is mostly human; that is to say, the work is really done by hand with some assistance from the apparatus. The machine holds the handle and the wire; the man does the rest. An expert can turn out six dozen of high grade brooms in a day.

To the Sewing Machines.

But the broom maker does no sewing, and the broom would leave him looking like a witches' hair did he not put a loop cord about it to hold it in a bunch. In this form it goes to the sewing room at the entrance to which it goes through another scraping operation to remove any seeds that may still adhere. The operator grasps the newly formed broom by the handle, tweeks off on a hook on the wall the band confining the corn and floggs a rapidly revolving toothed cylinder for about two winks; the cord is replaced and the operation completed while you say "Jack Robinson."

The broom is then ready for the sewing. The sewing machine does not much resemble the domestic variety. The broom handle down, is placed in a vice, the jaws marking the line where the sewing is done. The operator, by a double twist of the wrist, wraps a strand of colored twine about the broom, and two long arms, one on either side, and each armed with a needle big enough to point Goliath's javlin, swing back and forth and do the sewing. There are six sewing machines in the room. One of them has a record of 65 dozen brooms in a day, but its average output is 50.

The Drying Test.

The brooms are made while the corn is still wet. After being bundled in dozens, they are removed to a steam-heated drying room. There they remain at a high temperature till perfectly dry. There can be no moulding in hot weather after that. This process is indeed a hard test of the broom, because if the handle is ever going to shrink and loosen up the wire, it will do it in this heat. This is the only factory in the country, it is said, equipped with such a drying room.

No End of Whisks.

In the whisk department the reporter saw the very latest thing in broom sewing machines, the only one in the country, turning out 75 to 100 dozen a day. Ordinarily, whisks are made from the finer grades of broom corn, but H. W. Nelson & Co. import whisk corn from Kansas in carload lots.

The factory employs 50 men and its product reaches every part of the Dominion. When the reporter was there a quantity of galvanized wire sewn brooms were being shipped for use in the salmon canneries of British Columbia. In their former premises the company was badly cramped for room, but here every facility is afforded, and there is warehouse room for four carloads of finished product.

The company was founded by H. A. Nelson in Montreal in 1840; became H. A. Nelson & Sons, Montreal and Toronto, in 1869; was made a limited company in 1897. In 1901 the premises in Montreal were burned and the business was continued in Toronto by H. W. Nelson & Co. till the death of Mr. Nelson, when the present company was organized with these officers: Henry W. Darling, president; Joseph Kilgour and Walter S. Crone, vice-presidents; Sidney G. Wharin, managing director, and A. Sommerville, secretary-treasurer. The offices of the company are at 92 Adelaide street west.

SAFFRON.

Dealers who have trade on saffron will be interested in a handsome and instructive booklet on this subject just issued by Sherer-Gillett Co., Chicago.

A number of photographic illustrations depict the saffron field in bloom, the gathering of the flowers and the sorting and curing processes, giving several unique views of the various steps in the preparation for the market of this useful article.

From the selection of the soil and the planting of the crocus-like bulb to the final packing for export, each successive operation is interestingly portrayed.

Much information is contained in the booklet, mention being made of the surprising fact that 4,300 flowers, or say 1,000 bulbs, are required to produce one ounce of the saffron of commerce.

As the consumption of saffron is steadily increasing and more merchants are finding a demand for it, this booklet is timely as well as interesting. The saffron plant is shown in its natural colors on the cover.

Upon request the above mentioned company will send a copy of the booklet, without charge, to any dealer in saffron.

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References, Canadian Bank of Commerce, Market Branch.

GREEN FRUITS, VEGETABLES, AND FISH

Trade continues remarkably good at all points. The number of lines on sale are of course limited at this season, but Winter supplies have had a most remarkable run. Quality has been considerably above the average, whilst prices have kept fairly even, making trade much easier and more satisfactory.

Small fruits are now close on the market, and reports from California are most satisfactory. Advices, both mail and telegraphic, received from the Pacific coast state that the prospects are good for large shipments to the east during the season which has just opened. Fully 7,000 cars of green fruit and grapes will be sent east of the Rocky Mountains before the season closes next Fall. This volume of business will mean between $10,000,000 and $12,000,000 to the California orchardists.

The cherry crop throughout California is splendid and shipments are now going forward rapidly. The peach, pear and apple crops promise large yields, particularly of apples and pears. Grapes give promise of a big yield. Apricots and plums do not promise so well. What is lost by these will be more than made up, it is said, on pears, apples and grapes.

The lemon market appears to be a very strong one, and prices are likely to at least continue firm, but probably will make an upward move. The statistical position of the Sicily lemon market is remarkably strong, as the following figures taken at recent date will show :

Afloat for all U. S. ports	202,500
Afloat for Montreal	5,000
At wharf at New York unsold	26,500
Making a total of	234,000
Against same time in 1905	276,500
Against same time in 1904	354,500
Against same time in 1903	262,000
Against same time in 1902	331,000

From above comparative figures it will be seen that the available supply to-day is 234,000 against same time last year 276,500, showing a shortage of 42,500 boxes. Comparing to-day's available supply with the average of the past four years (306,000 boxes), there are 72,000 boxes short.

With these figures there is no reason why prices should not continue to rule steady, whilst on the other hand a few days of seasonable weather will mean a further advance in values.

For the past two or three weeks the demand has been most urgent, showing conclusively that the lemons were wanted for immediate consumption and not bought on speculation ; this condition of affairs works most auspiciously for the future of this article and makes a sanguine outlook for the future.

NEW LAW INTRODUCED.

The legislation which the Minister of Agriculture has introduced in Parliament to give effect to some of the suggestions that were made at the recent fruit-growers' conference in Ottawa, is of the character calculated to help Canada to obtain a permanent market outside her own boundaries for her fruit—in a word, to assist the Dominion to take the place to which she is entitled in respect of fruit production by reason of her soil and climate.

It is a well established fact that as regards the production of some classes of fruit, particularly apples and pears, the Dominion is surpassed by no country in the world, but notwithstanding this fact Canadian exporters have experienced considerable difficulty in securing a foothold in the English market, and in retaining an advantageous place there after it has been won.

One reason for this is the unequal quality of the shipments and the fact that the packing of the fruit is of such a character as to create a suspicion as to the honesty of some of the men who are engaged in the trade, especially in certain branches of it. It is the same trouble that arises from time to time in connection with dairy products, and the many suffer for the faults of the few.

The home market in the different provinces grows larger as population increases, but it is obvious that if the fruit industry is to reach the proportions that it may, having regard to the favorable conditions of production, be expected to assume, attention must be given to these matters.

Mr. Fisher states that the Fruit Marks Act, which has been five years in force, has proved on the whole most satisfactory, but defining the others will, there is every reason to believe, have a still more salutary effect.

Amongst other things it will lead to more intelligent and better directed effort. It is deplorable to think that while the fruit growing industry is just in its infancy there should be a large quantity of fruit going to waste through unskillful husbandry. The fruit-growing industry is both healthy and profitable, but it needs intelligence and enterprise and honesty in its development.

MONTREAL MARKETS.

GREEN FRUITS—The weather during the past few weeks has been rather unfavorable for the successful transaction of business in green fruits. This week the warmer days brought with them increased business in all lines. The strawberries arriving daily are disposed of without much trouble at prices quoted, and fair business is being done in this line. Navel oranges are up a little and pineapples are down. Lemons are advanced slightly, but the quality is better.

Messina blood oranges, half box	1 65	1 80
Navels	3 75	4 00
Dates, per lb	....	0 04½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	....	3 25
Pineapples	2 75	3 00
Apples	4 00	6 00
Lemons, per box	2 75	3 00
Jamaica oranges, per bbl	....	4 50
Spanish onions, cases	....	2 75
Egyptian onions, per 112-lb. bag	....	2 50
New strawberries, per small basket	0 11	0 15

VEGETABLES—What is said of green fruits applies also to vegetables — the weather has been unfavorable. With the warmer days better business has come, and the different lines have sold very well recently. Cabbages, southern, are now selling from $3.25 to $4. Parsley is arriving in greater quantities and consequently the price has declined. Twenty-five cents is now asked. Potatoes are going very well and as high as eighty-five cents has been obtained in some cases. Cucumbers are sold freely at prices quoted. New vegetables are moving fairly well at the high prices generally quoted.

Potatoes, per bag	0 70	0 85
Parsley, per doz. bunches	....	0 25
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	0 75
Southern cabbage, bbl. crates	3 25	4 00
Tomatoes, Florida	2 75	3 50
Egg plant, per doz	2 00	3 60
Red onions, brl	....	3 00
Turnips, bag	0 50	0 60
New turnips, per doz	....	1 50
Water cress, per doz	....	0 75
Grand Rapids lettuce, per box	2 00	2 25
" per doz	0 60	0 75
Boston lettuce, per doz	1 40	1 60
New Florida potatoes, per bbl	....	7 00
Florida celery, per crate	....	3 50
Spinach, per bbl	....	2 75
Cucumbers, per doz	....	1 00
" per basket	....	3 75
New potatoes, per bbl	7 00	7 50
Mushrooms, per lb	....	0 80
Carrots, per bag	....	0 50
New beets per doz	....	1 50
New carrots, per doz	....	1 50
Wax beans, per basket	....	4 00
Green beans, per basket	....	4 75
Asparagus, per doz	5 50	6 00

ONTARIO MARKETS.

GREEN FRUITS—Business has been first rate this week and a larger volume of fresh fruit is going into consumption than at the same period of any previous season. There is a firm tone in oranges,

especially for medium sizes, which are in most demand. Sorrento fruit is now arriving via Montreal. The lemon market was surprisingly firm at New York the end of the week. Prices are unchanged here. Several carloads of southern strawberries are arriving daily and prices are tending gradually lower. Pines are cheaper, but whether or not they are at preserving, that is, about lowest level, is hard to say. "May be or may not," says the commission man.

Oranges, California navels	4 00	4 25
" " seedlings	3 25	3 50
" Sorrento	3 75	4 25
" Valencia, ordinary 420's	....	4 75
" " large, 420's and 714's	....	5 75
" " Blood, 200's, 324's	3 50	4 00
Lemons, Messina, 300's 360's, per box	2 75	3 25
Limes, per crate	....	1 25
Apples, Spies XXX, per bbl	5 00	5 50
" XX, per bbl	....	4 00
" Baldwins, XXX, per bbl	....	4 50
" XX per bbl	....	3 75
" other Winter varieties, XXX, per bbl	....	4 00
" XX, per bbl	3 00	3 50
" farmers', per bbl	2 00	3 00
Bananas, per bunch	1 75	2 25
" green, loose	1 20	1 75
Red bananas per bunch	2 20	2 25
Strawberries 32 quart crates, per quart box	0 13	0 16
Pineapples, Cubans 18's, 24's, 30's, 36's, per case	3 00	3 25
Grape fruit, Florida, 28's to 64's, per box	....	5 50
Cherries, California white heart, 20-lb. box	....	3 00

VEGETABLES—Large quantities of vegetables from southern gardens are arriving, but the supplies are taken without difficulty. There will be a big holiday trade next week. Potatoes are firm and advancing. The lowest for Delawares is now $1.10 and Ontario varieties are 80c. to 90c. The Silver Dollar is as good as the Delaware and some like it better, but it has very deep eyes and is objected to on that account. The Delawares are very scarce. Americans are paying for them in New Brunswick as much as they have cost to lay down here. Some dealers here look for prices to go still higher.

Potatoes, kiln dried sweet, bushel hamper	....	2 00
" Delaware, per bag	1 10	1 15
" Silver Dollar, per bag	....	0 90
" Ontario, per bag	0 80	0 90
New potatoes, Bermuda, per bush	....	2 50
Onions, per bag	1 00	1 15
" Egyptian, per sack 100-115 lbs	2 15	2 35
" Bermuda, 50-lb. crates	....	2 00
" Texas Bermuda, 50-lb. crates	2 15	2 25
" green, per doz. bunches	....	0 12½
Cabbage, new South Carolina, per crate	2 50	4 25
Wax and green beans, per bush. hamper	....	3 00
Beets, per bush el	....	0 50
" new, per doz. bunches	1 00	1 25
Carrots, per bag	0 40	0 50
" new, 5 to 6 doz. in box	2 25	2 50
Lettuce, per doz. bunches	....	0 30
Radish, per doz	0 45	0 50
Cucumbers, Boston, per doz	1 25	1 50
" Florida, per hamper, 5 to 7 doz	3 50	4 00
Mushrooms, 1-lb. boxes, per lb	....	0 80
Celery, Florida, per case	3 00	3 25
Asparagus, per doz. bunches	0 75	2 00
Beans, white, prime, bush	....	1 75
" " hand-picked, bush	....	1 80
" Lima, per lb	....	0 07
Tomatoes, Floridas, 6 basket crates	3 50	4 00
Rhubarb, 1 doz. bndls	0 90	1 20
" bush. box	....	1 75
Spinach, bush	0 75	1 00
Leaks, per doz	....	0 25
Artichokes, per bag	0 60	0 90
Parsnips, "	0 50	0 75
Watercress, per doz. bunches	....	0 20
Egg plant, per doz	....	1 55
Peppers, green, per small basket	0 75	0 85
Parsley, per doz	....	0 20
Turnips, per bag	....	0 35
Mint, per doz	....	0 25

WINNIPEG.

GREEN FRUIT—Oranges and lemons are held firmly in sympathy with advices from coast. We quote :

Fancy Cal. blood oranges, 200's to 250's	....	5 00
" " " 324's to 360's	....	4 50
Fancy Cal. navel oranges, 96's	....	4 00
" " " 112's	....	4 25
" " " 126's	....	4 50
" " " 150's	....	5 00
" " " 176's to 324's	....	5 50
Lemons, 300's and 360's	....	5 00
Strawberries, quarts, per 2 doz. cases	..	5 00
California cherries, per box	....	4 00
Bananas, per bunch	2 75	3 25
Apples, Ben Davis, per box	....	3 00

VEGETABLES—

Rhubarb, 40's, per box	....	2 00
Asparagus per box	....	2 50
Florida tomatoes (6 baskets to crate), per crate	....	3 60
Onions, Egyptian, per lb	....	0 04
" native, per lb	....	0 03
Lettuce, new, per doz	....	0 45
Radishes, new, per doz	....	0 45
Onions, new, per doz	....	0 45
Parsley, new, per doz	....	0 45
Cabbage, new, per lb	....	0 05
Cucumbers, new, per doz	....	2 00

All grocers wishing to satisfy their clients should have in stock Wiser rye and whisky, for which Laporte, Martin & Cie. are Montreal agents.

Laporte, Martin & Cie. continue to take orders for Barbadoes molasses to be delivered on the wharf at Montreal on arrival, or, if preferable, to be sold in car lots at your station.

HINTS REGARDING SARDINES.

Sardines belong to the class of hermetically sealed goods which have become so important a part of the grocery trade, and, as an important item in that class, merit, perhaps, more attention from the trade than is generally given to the article.

It would be well to suggest consideration of the fact, liable to be overlooked, that the packing of fish, meats, vegetables, etc., in sealed cans is the circumstance that transfers the sale of such goods from fish, meat and vegetable vendors, and places them amongst grocery articles, and that attention to such articles, resulting in enlarged sales, increases not only the amount of business done by the individual store but enlarges the whole volume of the grocery trade.

This result can only be obtained in the greatest degree by the intelligent presentation of the goods to the consumer, based on an intimate knowledge of the article by the grocer.

Grocers who are fortunate enough to have a large trade and particularly those who have a large clientage of a good class and have the opportunity of opening and examining samples of goods offered to them, may be fairly assumed to possess the requisite knowledge, and to use that knowledge to the advantage of both their customers and of themselves, but there is a vast army of traders who are not so fortunately circumstanced and considerable difficulty will be experienced by the latter class, who, after all, are the great distributors of goods, in acquiring a knowledge of sardines which will enable them to give the greatest satisfaction to the buying public by catering well to varied demands both as to quality and price.

Some of the cheapest and trashiest products are put up in the most attractive tins and bear the most seductive titles and are put up at a much greater expense than the value of the contents warrants, simply because a very large proportion of the trade demands "tins," "decorations," "shapes," etc., and are not particular as to contents, and so we find sprats without character or flavor and packed in cheap oil, in quite as fancy tins as the most superb French sardines packed in finest olive oil (indeed, the very highest brands of French are usually plain white tins with brass soldered labels, though many good French packs are put up in decorated tins) and all branded "Sardines - a l'huille."

I venture to give a few suggestions to those who buy sardines without knowing what is inside the tin—and this must be so in most instances, unless in the case of brands of the quality of

APPLES

We are one of the largest exporters of the famous CANADIAN APPLE, and will be prepared when the season begins next fall to quote very close prices F.O.B. cars. All apples packed subject to Government Inspection.

McWILLIAM Mc. AND E. EVERIST

IMPORTS

We import largely all kinds Foreign Fruits, Nuts, Figs, Dates, etc.

CORRESPONDENCE SOLICITED

McWilliam & Everist

25-27 Church St. TORONTO, CANADA

Let us have your Victoria Day orders early for

STRAWBERRIES PINEAPPLES BANANAS ORANGES

We have CARLOADS of each line

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

W. B. STRINGER **EVERYBODY'S** J. J. McCABE

Pleased with "St. Nicholas" and "Home-guard"—they're really (with the emphasis on the really) Fancy, Sound, Long-keeping, November cuts.

W. B. STRINGER & CO., Sole Agents, **Toronto and Montreal**

PINEAPPLES

In Beautiful Condition. **18s, 24s, 30s, 36s and 42s.**

HUGH WALKER & SON

ESTABLISHED 1861 **GUELPH, ONT.**

Cable Address: "SMIQUOD" **T. F. SMITH & CO.** Codes used { A.B.C. 5th Edition Private

Canners' Supplies

LOBSTER PACKERS

HALIFAX, N.S.

SHIPPERS of

Live, Boiled and Canned Lobsters and Dry and Pickled Fish.

☞ Lobsters packed in Hermetically Sealed Glass Jars a specialty.

Choice Creamery Butter in Tins, all sizes, ½-lb., 1-lb., 2-lb., 5-lb., 10-lb. and 25-lb., and Kegs for Export.

CORRESPONDENCE SOLICITED.

which the grocer has personal knowledge.

What Can't be Had.

Genuine French sardines in olive oil cannot be retailed under 15c. to 20c. per quarter tin. When, therefore, you are offered fine French sardines to retail at 10c. or two for 25c., you can be quite sure that the goods do not belong to this class, however good value they may be.

The 12 oz. (small half), which can retail profitably at 25c. in genuine French of good quality, should be a good seller owing to the high price of quarters.

Portuguese and Spanish sardines, many of which bear French names and are commonly sold as French or "imported," vary very much in quality, from very coarse, unpalatable fish in objectionable oil to fine qualities barely distinguishable from the lower grades of genuine French, and so the greatest care should be exercised in buying the former.

Sprats are a still cheaper product and are generally sold everywhere as sardines and are usually called so on the tins. In good qualities and in good oil they are quite eatable and are chiefly distinguished and easily known by their general "lack of character," neither "fish, flesh, nor good red herring." When smoked, as is usually done, in Norway they are much more palatable and ap-

FRESH SALMON

GOLDEN CROWN and GOLDEN KEY brands CANNED LOBSTERS

½, ¾, **1-lb. Talls.** ½, ¾, **1-lb. Flats.**

FRESH LOBSTERS

Golden Crown Canned Clams
Golden Crown Canned Mirimichi Salmon
Golden Diamond Canned Blueberries

ATTRACTIVE LABELS PROMPT SHIPMENT QUALITY GUARANTEED

If your jobbers do not handle these goods, write us direct for quotations.

W. S. LOGGIE CO., Ltd. - CHATHAM, N.B.

PACKERS AND EXPORTERS OF ALL KINDS OF FISH

DO IT NOW!

ORDER A SUPPLY OF NEW PACK

ICE CASTLE AND BEAVER LOBSTER
ICE CASTLE KIPPERED HERRING

FOR IMMEDIATE OR FUTURE DELIVERY

Perfect Satisfaction Guaranteed. By placing your order EARLY you enable us to select your goods from THE CHOICEST OF THE PACK.

J. W. WINDSOR - - - Montreal

Canadian Agents:

Hamilton and Toronto, A. E. Richards & Co. Kingston, James Craig. Ottawa, James N. McIntosh. St. John, N.B., W. S. Clawson & Co. Winnipeg, Nicholson & Bain. Calgary, Nicholson & Bain. Vancouver, C. E. Jarvis & Co. Halifax, Seeton & Mitchell.

petizing, and people have been known to say they prefer them to sardines. Well, it is at least fortunate for such people that their tastes are not expensive and yet Norwegian smoked sprats are much more palatable than poor sardines in poor oil.

Suggestions.

Don't accept "imported" as a description for "good."

Don't buy on the appearance of the tin or because it bears a French name.

Don't demand 20 to 30 fish to the quarter tin, or your order can most easily be filled with sprats.

Small Sardines Not Best.

Smallest sardines are not always the best and are frequently when obtainable sold below the price of medium in the same brand, but of late years the French fisheries have not produced them.

When buying brands the quality of which you do not know do not be afraid to tell an intelligent, honest wholesaler that you want the best goods you can get to retail for a named price with a fair margin of profit, and trust him. Then open a tin of every shipment and see how you would like it if you bought it over another man's counter to use in your own home.

There are tens of thousands of families all over Canada who would buy good sardines regularly if they could get them, but who won't eat bad ones.

Traders are sometimes too pessimistic about the public's willingness to pay. The wholesaler says, "It won't sell. The retail price is too high." The retailer says, "It won't sell; price is too high." Yet we see the cheap, poor store go down and the store for which nothing is too good prosper. Remember, though you are present when the cash is paid, you are not present when the tin is opened and so you are not represented at the board where the value is decided.

Every unsatisfactory tin sold hurts the sale of sardines, every tin that gives pleasure increases the sale.

As far as your trade will permit, work for quality, and however low-priced trade it may be, let your influence be in the upward direction. — Sardinicus.

NEW CANNING FACTORY

A site has been purchased for the Tilbury (Ont.) canning factory, and building operations have been commenced.

OPEN BRANCH IN BRANDON.

A branch of the Dominion Produce Co. of Winnipeg is being opened this week in Brandon, where a fine warehouse has been secured. The new branch will be under the management of A. W. Whitelaw, who was formerly manager of the Brandon Creamery & Supply Co. Geo. W. Prent, the Winnipeg manager, was in Brandon a few days ago inspecting the warehouse and the immediate opening of the branch is a result of his visit.

It is the intention of the Dominion Produce Co. very greatly to extend the scope of its operations in the near future, the opening of branches in the far west and in Eastern Canada being now under consideration. J. Y. Griffin is president of the company; Jos. Griffin is vice-president, and D. W. Bole, M.P., and Kenneth McKenzie are directors.

BUSINESS NOTES.

O. R. Stacey, Fleetwood, Ont., has sold out to W. Bate, of Hampton. Mr. Stacey is bent on going west.

Whitehead & Henther, Walkerton, Ont., have found it necessary to increase their staff in the grocery department.

Lockie McPherson opened a general store in Oakwood, Ont., last week. Mr. McPherson comes from Cannington.

J. E. McConnell, of McConnell & Ferguson, advertising agents, London, Ont., was in Toronto on business several days last week.

E. C. Boeckh, president of United Factories, has gone with Mrs. Boeckh on a trip to England. They will be away two months.

A. E. Hawkins, late of Haltry & Co., Orillia, Ont., has purchased the grocery, fruit and provision business of J. M. McMillan, Bracebridge.

James Russell, Fergus, Ont., is enlarging his store by taking in the one adjoining. While at it he is adding other improvements which will make his store one of the finest in Western Ontario.

T. Lyons' general store business at Comer has been purchased by Mr. Carey, of Toronto. Mr. Carey has been in the shoe business. Mr. Lyons intends going west. His first stop will be at Port Arthur, where he has some interests.

Lieut.-Col. Stoneman, for some time traveler for Warren Bros., Toronto, has returned to his former employer in London. He has been succeeded for Warren Bros. by J. L. Stewart, one of the younger members of the staff, but a bright and energetic salesman and a general favorite.

F. Dack, hotelkeeper, Maple, Ont., having been overtaken by the local option law, has decided to convert his hotel into a general store. He opened for business on Tuesday, with a first-rate stock. Recently H. C. Bailey, merchant, of Maple, purchased the business of R. S. Thompson, leaving an apparent opening for Mr. Dack.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

SITUATION WANTED.

WANTED—By University student, position for summer as traveler. Three years in grocery store. Box 116, CANADIAN GROCER, Toronto.

AGENCY WANTED.

A WELL-KNOWN firm of manufacturers with a complete organization, calling regularly upon and doing direct business with every good class grocer (wholesale and retail) in the United Kingdom, is open to negotiate for the representation of a high class grocery article on commission or buying terms Address "Agency," c/o Street's, 30, Cornhill, London, England. (21)

TO THE TEA TRADE

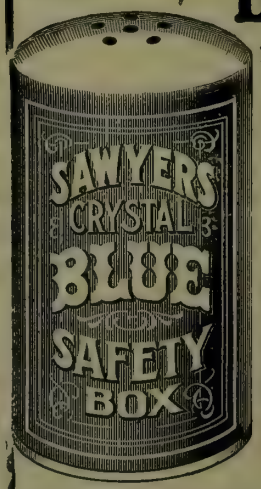
A 2,000 LBS. TEA BLENDER — In first-class working order; a 24-inch roller, milling machine, adjustable for hand or power use; also four "Ideal" packing machines, almost new. All the above to be sold at a bargain. Write for prices and particulars. Box 115, CANADIAN GROCER, Toronto.

Sawyer's 50 Years the People's Choice.

CRYSTAL

See that Top

Blue.



For the Laundry.

DOUBLE STRENGTH.

Sold in Sifting Top Boxes

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice as far as other Blues.

Sawyer Crystal Blue Co.

67 Broad Street,

BOSTON - - MASS.

M. F. EAGAR & SON, *Mfrs. Agents*

HALIFAX, Nova Scotia

BUSINESS CHANGES.

A. D. Trudeau, grocer, Coaticook, Que., has assigned.

J. Stong, grocer, Toronto, Ont., has sold to H. C. Hall.

Pilon & Meilleur, grocers, Montreal, Que., have dissolved.

Jos. St. Amant, general merchant, Tetu, Que.; assets sold.

O. Pilon, grocer, Montreal, Que., Charles Onesime registered.

J. B. Legault, general merchant, St. Genevieve, Que.; assets sold.

Adam Roos, baker, Preston, Ont.; business advertised for sale.

Robert Jones, grocer, etc., St. Rose Du Degele, Que.; assets sold.

Chas. Clarke, miller, Bothwell, Ont., advertised business for sale.

G. O. Clarke, oysters and fish, Ottawa, has discontinued business.

D. Perrier, grocer, Hawkesbury, Ont., has added liquors to his stock.

Tellier & Farley, general merchants, Berthierville, Que.; assets sold.

Lawson & Lawson, grocers, Petrolia, Ont., have dissolved partnership.

Donald Sutherland, grocer, Hamilton, Ont., has assigned to C. S. Scott.

Thos. W. Mitchell, miller, Arkona, Ont., has advertised his business for sale.

F. Arpin & Co., wholesale grocers, Marieville, Que.; assets to be sold.

The Riley-Ramsay Co., Limited, Port Arthur, Ont., have obtained charter.

G. A. McCallum, baker, Petrolia, Ont., has sold out to W. J. Fortune.

Gosselin & Lemieux, general merchants, Clifton, Que., have dissolved.

C. H. Pulsifer, grocer, Hantsport, N.S., is being sold out by the sheriff.

C. A. Dickie, general store and produce, Shediac, N.B., offering 55 per cent.

Sole Agents in Montreal for

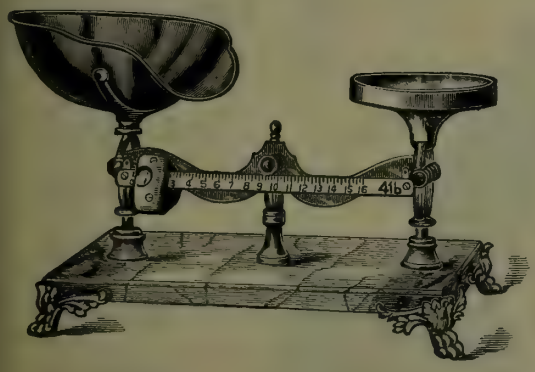
"CANADA'S PRIDE" Brand of **CANNED GOODS**

Packed by the Napanee Canning Co., Napanee, Ont. These goods are the best in the Dominion.
A trial order will convince you.

William Galbraith & Son

Wholesale Grocers, Tea and Coffee Importers

68 McGILL STREET - - - MONTREAL



Scales **Brass Scoops**
Steel Scoops **Candy Show Pans**
Glass Show Bottles
Peanut and Coffee Roasters
Peanut Warmers

SODA FOUNTAINS

Syrups and Fountain Requisites **Paper Julep Straws**
Bakers' and Confectioners' Supplies
Wire and Metal Furniture for Cafes, Etc.

FLETCHER MFG. Co.

Send for Catalogue

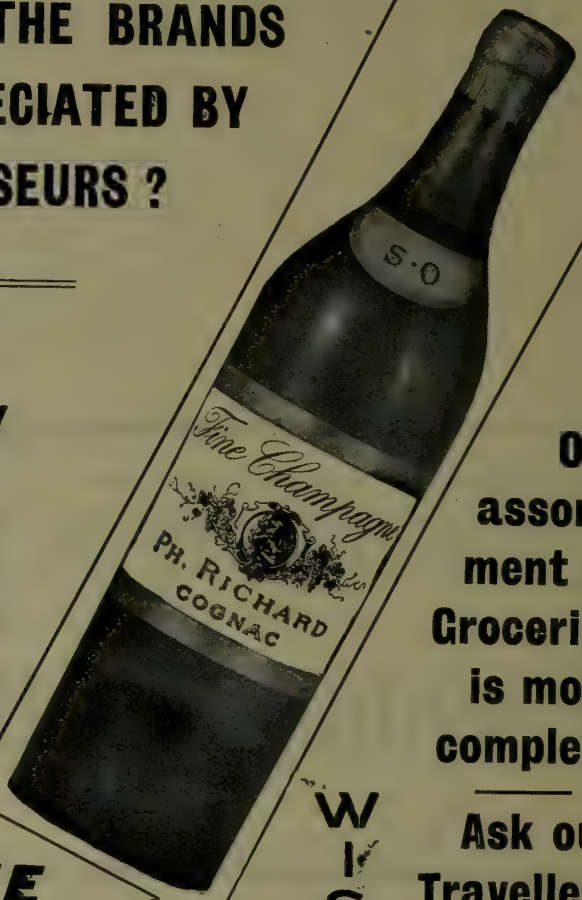
440 and 442 Yonge St., TORONTO

WHICH ARE THE BRANDS MOST APPRECIATED BY CONNOISSEURS ?

WISER

The Teas and Coffees of SIR THOMAS LIPTON are always the favorites

WISER



WISER

Our assortment of Groceries is most complete

Ask our Travellers for quotations on the Teas Victoria and Princess Louise

SEE

WISER

WISER

LAPORTE, MARTIN & CO., LIMITED

72 to 78 St. Peter St., Montreal

TOBACCOS, CIGARS AND ACCESSORIES

STARTING, EQUIPPING AND RUNNING A TOBACCO DEPARTMENT.

An orderly, well conducted tobacco department always pays the grocer for the small trouble incurred. This has been stated in the Canadian Grocer many times, and as time wears on merchants throughout the country experiment, and find for themselves the truth of this statement, and thereafter they would as soon think of dropping their most staple lines as of giving up their tobacco department. Experience has taught them that there are few lines which reach the grocery store that offer better inducements in the way of good profits than tobaccos of different kinds.

Time was, and not so very long ago, when a grocer would as soon have kept bales of hay and such like in his store as tobacco, but those days are now past, and in the great majority of stores throughout the Dominion tobacco has attained a position in the trade which warrants its being called a staple line. The prejudice entertained by many merchants against the keeping of tobacco has gradually been overcome, and to-day in hundreds of stores it is regarded as it should be by the wide-awake grocer. There are many still, however, who do not feel inclined to do anything in this line, and it is to them that this article is particularly directed.

Make a Right Start.

If a merchant is going to make anything out of his tobacco department he must run it on something the same principles as he would any other branch of his trade which he is desirous of making pay. It will not do to order a supply of cigars in a haphazard fashion, with two or three cases of plug tobacco and perhaps a few boxes of cigarettes, and when they arrive to consign them to some corner of the store where there happens to be a little room for them. No, if this was to be the line of campaign it would be as well not to do anything, in fact, it would be better. What the grocer must do is to push his tobacco in every possible way. It can be done without interfering with other lines, but it should be done in the right way.

Use Discretion in Stocking Up.

In the first place, if it is decided to take on this line, discretion should be exercised in what tobacco is ordered. Many things are to be considered in this connection. Brand and price are the chief considerations. The classes of trade to be catered to, is another point, although the modern grocery trade can attract almost every class in grocery lines, and there is no reason why this should not be the case in tobaccos also. In country districts, of couse, conditions are different to what they are in the cities and have to be met accordingly. In selecting the stock for a country store the safest lines to buy are those which have attained a place in the long list of different brands. In plug tobaccos, for instance, there are some lines which have been selling for years. These staple lines, no doubt, the merchant knows, whether he has carried tobacco or not. These, of course, should form his principle stock.

Give New Lines a Place.

It does not do, however, to sell only the old lines, because new brands are constantly appearing, and while it is not advisable to buy everything that comes along, by any means, still it does not do to turn down a good proposition. This is something in which the merchant must use his own discretion. A good policy to pursue, and practically the only safe way to successfully handle new lines, is the purchasing of those lines

SWEET CAPORAL

CIGARETTES
STANDARD OF THE WORLD
Sold by all leading Wholesale Houses.

CLAY PIPES
The best in the world are made by—
McDOUGALL
Insist on this make.
D. McDOUGALL & CO., Glasgow, Scotland

All First-Class Grocers
Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer.

which are widely and systematically advertised. This applies more to cigars and cigarettes than to plug tobaccos, the trade in plug lines, as a rule, keeping very close to the staple lines.

The Show Case Display.

A splendid way to display cigars and cigarettes is by means of a small show case placed in some prominent position in the store—just back from the door, on a small table, for instance. Some of the large manufacturers are willing to supply these cases free, or for practically nothing, for the advertising obtained by them through a line on the glass front of the case, or something of that nature. Anyway the case does not cost much, even if it has to be purchased outright, and it is a great medium for display. Care should be taken that the cigars in the case and elsewhere are kept moist. If no better way is available a glass of water placed in the case will serve the purpose. Many neat fixtures for this purpose are obtainable.

Window display is also essential, as is advertising space in the town paper or papers so as to let the people know you have tobacco for sale. It is up to the merchant to build up the trade as he may.

Tobacco as a Trade Bringer.

A good feature to be considered is the fact that tobacco can be made to attract more trade to the grocery lines. For instance, a housekeeper goes shopping and her husband accompanies her. When they come to the grocery store, the man does not care to go in. "I'll go around the corner to the cigar store, or to the barber shop, and get some cigars while you go in," he says. If the grocer kept cigars the chances are that the man would have entered the store also. And inside, once more there are chances. His wife is in ecstasy when she gets him into a store if he happens to have a little cash with him, and it is very rarely the couple go out without purchasing something extra, something the woman had not thought of when she started out on her shopping expedition. She will spy something in canned goods, for instance, which she has not hitherto known you to keep, and exclaims, perhaps, "Let us have some of this John," and John nine times out of ten will assent. This naturally builds up your grocery trade. It means more profits for the grocer. This is but an instance. There are other ways in which the tobacco department helps the grocery end, as there are also ways in which the grocery department helps the tobacco lines.

The Farmers' Trade.

Trade may be cultivated in a variety of ways, and there is very often a good opportunity to do big business in cigars and cigarettes, take for example during fair time; when there is a circus in town; and on other such occasions when men are in a mood to spend money. It is possible also to do a good business with farmers. They will, in most cases, buy their tobacco from their grocer in preference to a cigar merchant.

The situation has now been viewed in different lights, and in closing, it might well be stated as in the beginning, that an orderly, well conducted tobacco department pays the grocer every time.

SMOKING HABITS OF THE WORLD'S POTENTATES.

A gentleman formerly connected with one of the foreign legations in Washington, D.C., has been at some pains to compile data on the smoking habits of the leading potentates of the world. From this interesting mass of information, it is learned that King Edward of Great Britain and the Austrian Emperor prefer cigars, and the Kaiser of Germany and the Czar of Russia are devotees of the cigarette, while the Sultan of Turkey, never touches tobacco, in spite of the popular impression to the contrary. King Leopold of Belgium contents himself with a cigarette when he is unable to lay hands upon one of his favorite briarwood pipes. Even the Pope smokes, so it is said, and is the first pontiff of the Roman Catholic Church to indulge in cigars, his predecessors, notably Pius IX. and Leo XIII., having contented themselves with snuff.

Cigarettes Allowed.

Emperor William smokes cigarettes of large size in great numbers, made especially for him in the suburbs of Berlin. Despite the fact that the Kaiser is afflicted with an affection of the larynx, his doctors make no objection to his using cigarettes, approving them in the light of a wholesome sedative. In view of the fact that Germany has made absolute phenomenal progress, not only in a military and naval sense, but more especially in every branch of trade and industry under the Kaiser's leadership, it can hardly be said that the cigarette has interfered with his activity and usefulness for his country.

King Edward's Smoke.

Years ago King Edward was exceedingly fond of cigarettes and smoked them in great quantities, though of late they have been supplanted by cigars, and nowadays it is said he is seldom seen without a large black Havana between his teeth. The King has reached his sixty-fourth year and has been an inveterate smoker since attaining manhood.

A Spirit Lamp to Light a Cigar.

Emperor Francis Joseph, of Austria-Hungary, has managed to hold together for fifty years or more the discordant racial elements in Hungary and Vienna, during which time he has been an inveterate smoker, his favorite form of the weed being those long cigars known in Austria as Virginias, which have a straw through them in order to enable them to draw, and have to be held in the flame of a spirit lamp for a moment or two before they can be lighted.

It is said that King Charles of Portugal smokes forty cigars a day, and has been declared to be the most inveterate smoker of all the "anointed of the Lord" in the old world.

Moslem Rulers Do Not Smoke.

It is a peculiar fact that the leading Moslem rulers refrain from smoking, and it was doubtless owing to the fact that he never indulged in tobacco himself that the cigarettes of the late Khedive Tewfik were so abominable.

The Diplomatic Cigarette.

As a result of his observations in the direction of the habits of rulers of the nations of the earth, the diplomat furnishing this data says that as a general rule the cigarette has supplanted the pinch of snuff in diplomacy. He finds that there is scarcely any foreign minister or diplomat who is not provided with his cigarette box, which he regards not in the light of an object of personal luxury, but as a part of the most indispensable paraphernalia of his profession, and it is worthy of note that the Russians, who devote more attention and importance to the study of diplomacy than any other European nation, are always provided with finer cigarettes than any of their colleagues in the service.

Tobacco and Politics.

The compiler of the foregoing information says that the influence of tobacco upon the course of political events has been almost invariably of a beneficial character. "Not only have its narcotic properties tended to soothe the angry passions of those entrusted with the conduct of international relations, but it has also afforded them the opportunity of thinking before they spoke, and allowing time for those second thoughts which, in diplomacy and statecraft, at any rate, are always the best. People are often disposed to make fun of the so-called pipe of peace, and to regard it as a mere form of speech originating with the red Indians. But tobacco, whether in the form of a cigar, cigarette, snuff or a pipe, has ever proved a powerful and effective aid to the maintenance of peace, and as such its use deserves to be fostered and propagated by all patriotic and lawabiding citizens in lieu of being condemned as noxious."

MR. GROCER,—

Adams Tutti Frutti Gum

SWELLS YOUR BANK ACCOUNT
BECAUSE YOU MAKE **80% PROFIT**

Adams Tutti Frutti Gum

PLEASES YOUR CUSTOMER
BECAUSE IT IS THE BEST.

GIVE IT A PROMINENT PLACE ON YOUR COUNTER.

AMERICAN CHICLE CO.,

Logan Ave., - Toronto.

WRITE, WIRE or 'PHONE

FOR YOUR SUMMER SUPPLY OF

HOGEN-MOGEN (High and Mighty) 5c. and ROYAL SPORT (10c.) Cigars

Our mail business is increasing by leaps and bounds, particularly from Ontario — Because, we make cigars of unequalled value.

GROCERS,—MAKE US PROVE IT.

THE SHERBROOKE CIGAR CO, - SHERBROOKE, P.Q.

Our Travellers are now covering the Far West, Ottawa Valley, Quebec and The Maritime Provinces.

THE WORLD IS WIDE

AND

MacLAREN'S IMPERIAL CHEESE

HAS A WORLD-WIDE REPUTATION—MILLIONS OF CONSUMERS IN EVERY CIVILIZED COUNTRY APPRECIATE THE FACT THAT THERE CAN BE

"NOTHING BETTER"

EVERYTHING IN CHEESE

WE IMPORT

All the best known foreign varieties including Roquefort, Gorgonzola, Gruyere, Camembert, Edam, Neufchatel, Limburger, Stilton, etc., etc.

WE EXPORT

The choicest quality full Cream Canadian Box Cheese, white or colored.

CORRESPONDENCE SOLICITED

MacLaren Imperial Cheese Co., Ltd.

Head Office, TORONTO

BRANCHES

New York, N.Y. Boston, Mass. Chicago, Ill. Philadelphia, Pa. San Francisco, Cal. St. Thomas, Ont. Detroit, Mich.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper

The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 17, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ¼ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ¼ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 "	0 80
¼ lb. " 4 " "	0 45

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Embossed Label, 1's, ½'s and ¼'s	0 70	1 00

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz. 0 40
8-oz. " 4 " 0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg 0 08
" " 7-lb. cotton bags, per bag.

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's $4 40
5-case lots. 4 30
Canada Flakes, "Jumbo" case, 24/25's 4 90
Canada Flakes, "Jumbo" 5-case lots. 4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼-lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins, per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins,"	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	0 30
" ¼s "	0 30
" Flat cakes per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 2
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ¼'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ½'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 5
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, ½ doz. to case	per doz.	$ .90
1 " " 4 "	"	2.40
½ " " 2 "	"	4.75
¼ " " 1 "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ¼'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 5-lb. boxes	0 47
German sweet, 5-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c.	
5-lb. boxes, 12 boxes in case, ½-lb, tins. 36c.	
5-lb. boxes, 12 boxes in case, ¼-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	
Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 28c.	
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 30c.	
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 28c.	
100 2-cent pieces in box, each	$1.25
Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins. 26c.	
6-lb. bxs. 12 bxs., in case, ½-lb. tins. 25c.	
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs. 25c.	

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder	
5-lb. tins, 10 tins in case	27c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " (20)	2 42

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 08⅝
½-bbls.	0 08⅝
Tubs	0 08⅝
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09½
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

—NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins, per doz.	$ 1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham	½-lb. jar, per jar.	0 75
"	1-lb. jar "	0 25
F. D.,	½-lb. tins, per doz.	0 85
"	½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
	¼-lb. tins, per lb.	$ 0 35
	½-lb. tins "	0 35
	1-lb. tins "	0 32½
	4-lb. jars, per jar	1 20
	1-lb. jars "	0 35
Old Crow," 12-lb. boxes—		
	¼-lb. tins, per lb.	25
	½-lb. tins "	0 23
	1-lb. tins "	0 22½
	4-lb. jars, per jar	0 70
	1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net or 1 per cent. 10 days.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 8-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel, per box	1 25 to 2 50

TEA HINTS
FOR RETAILERS
By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

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Price, postpaid, - $2.00

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BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

The Agricultural Schoolmaster

is abroad, and the farmers are learning the important truth that the better the seed the better the crop.

The Grocer may take a lesson from this newest beneficent enterprise. Use none but pure, superior goods in your store, and you will raise a great crop of customers.

The selected Coffee beans that form WOOD'S COFFEES will make one important department produce a great harvest of trade.

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL.

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—

Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—

1-lb. packages, boxes 40 lb.	0 05½

No. 1 Brantford Prepared Corn—

1-lb. packages, boxes 40 lb.	0 07

Crystal Maize Corn Starch—

1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

CHEAH MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

Packed in cases of 56 lbs. each (cases free)

No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	6½c.

Blue, white or assorted.

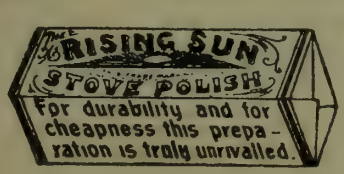
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1s	$0 18½	$0 25
Blue Label, ½s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

		Wholesale.	Retail.
Brown Label,	1's and ½'s	0 20	0 25
Crimson "	1's and ½'s	0 22	0 30
Green "	1's and ½'s	0 25	0 35
Blue "	1's, ½'s, ¼s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s	0 36	0 50
Gold "	1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c.	0 22	
Green Label. " 40c.	0 28	
Red Label, " 50c.	0 35	
Orange Label, " 60c.	0 42	
Gold Label, " 80c.	0 55	

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ½-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb.	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities.

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz	1 05

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
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EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

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JERUSALEM WAREHOUSE
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TEL. MAIN 778. BOND 28.

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126 Board of Trade, - Montreal
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Phone Main 2647

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and
Importers
29 Melinda St., Toronto

C. E. KYLE S. HOOPER
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WINNIPEG CALGARY EDMONTON

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Open for good Agencies. Correspondence Solicited.

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If you are not represented in Winnipeg or Calgary, place your goods with a live and progressive Commission House. We sell exclusively to the wholesale trade in the West. Storage for all kinds of goods. Cars distributed.
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Wholesale Commission Merchants and Brokers. Est'd 1882

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Warehousemen and Distributing Agents.
Best of references.

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BUTTER TUBS
10-20-30-50 lb.
EGG CASES AND FILLERS
Order now for delivery later,
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Hamilton and Winnipeg.

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Manufacturers' Agents
and
Wholesale Commission Brokers
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Central Location ***Low Insurance***
Quick facilities for handling goods.
Open for foreign and domestic agencies
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The wise grocer always keeps them in stock, as they will please his most particular customers.

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WESTERN ASSURANCE COMPANY.

Incorporated 1851

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Ont.	Income for 1905, over	3,680,000.00

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J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

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Collections promptly attended to.

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See Catalogue pages 21, 27, 33, 41.

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imparts to soups, fish, meats, game, gravy, salads and many other dishes, besides rendering them more digestable.

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BE SURE YOU GET IT

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COMMISSION MERCHANT
25 St. Peter Street
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Supplied under cont act to the British and Indian Governments.

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we have hitherto been prevented from largely developing our Canadian trade. The Home Market has absorbed our principal attention.

But now, with greatly increased capacity, new plant of most modern type, a staff of expert analysts, and the largest Vinegar Brewery in existence, we are in a position to handle an increased export business—lots of it—and we invite enquiries from Canadian importers.

Arrangements are being made for our representation in Canada. Meanwhile it will be a pleasure to us to send YOU samples. Our representative will call on you later.

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Use the Famous

ROCHESTER LAMPS

Dark stores made light ;
light stores made lighter.

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We have an up-to-date range at prices that will appeal to you.

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On February 1st we installed the most improved gas roasting machine. We have since, turned out perfect roasted Coffees, getting all the best qualities from each kind, and with our experience in blending, have put on the market the best for the money.

Result has been wonderful! Our Coffee business has almost doubled in three months, and our brands are the favorite where tried.

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Madam Huot's Coffee, 1-lb. Tins, 32c.
" " " 2-lb. " 64c.

Plantation Blend, . . 18½c.	**Condor Blend, ... 30c.**
Special Blend, . . . 20c.	**∃MD Blend, ... 35c.**
"Old Crow" Blend, . . 25c.	**"Old Crow" Java and Mocha, . 25c.**
Finest Java and Mocha, 28c.	**Old Government Java and Mocha, 31c.**

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We help you sell Blue Ribbon Tea by a vigorous advertising campaign to the consumer. We are the only firm in Canada with a right to advertise in street cars.

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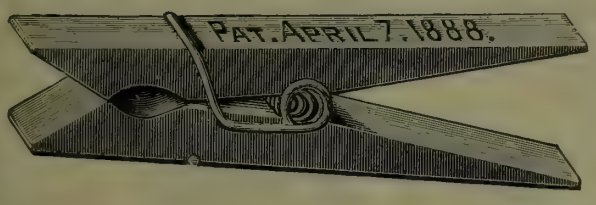

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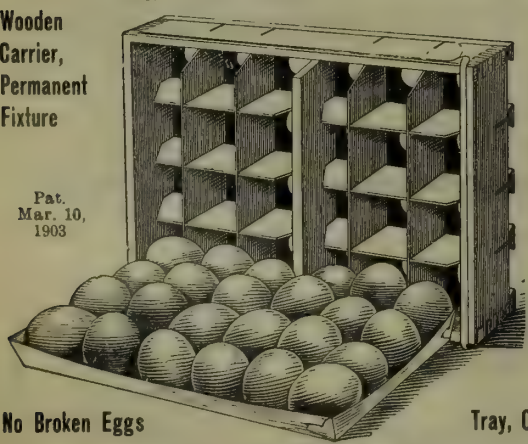

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All jobbers.

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The dealer who does business on the assumption that every one who comes into his store is ready to beat him if the chance offers is making a a serious mistake. It pays to trust people. When a woman comes in with a complaint, take it for granted that she has a just grievance. If she is manifestly mistaken and you can show her to her satisfaction that she is, then you will lose nothing by differing with her, but if she thinks she is right and insists upon thinking so, yield as gracefully as you can, even to your own disadvantage. You cannot afford to let a customer go away feeling that she has been treated unfairly, even if it costs you something to keep her good will. Never get angry over the discussion of the adjustment of a complaint. If you cannot keep your temper in such cases leave that sort of thing to a diplomatic clerk. To settle a claim ungraciously is to lose the cost of settling without gaining the customer's good will.

TO BANQUET SIR THOMAS SHAUGHNESSY.

Some time ago it was decided by the Quebec Board of Trade to banquet Sir Thomas Shaughnessy, president of the C.P.R., but owing to the fact that he could not say when he might be able to attend, the matter was temporarily dropped. A few days ago the board received a cable from Sir Thomas, who is at present in England, to the effect that he would be at liberty to attend a banquet on the 19th inst. Consequently the board has appointed a sub-committee composed of G. Tanguay, E. B. Rattray and G. A. Vandry, to make arrangements for the function, which will be held in the Chateau Frontenac.

ABOUT COFFEE PRODUCTION.

A report recently issued by a coffee expert at the Porto Rico Agricultural Experiment Station gives a few facts in connection with the production of coffee which are very interesting.

In Porto Rico an old grove yields in ripe berries something like 887 pounds to the acre, which means in coffee ready for the market 180 pounds. These figures would mean an average of a little over one-quarter of a pound per tree, which would figure out 746 producing trees to the acre. It is reckoned that the cost, exclusive of freight to point of consumption, of harvesting and marketing the coffee is $2.26 per hundred pounds.

Laporte, Martin & Cie., Limited, Montreal, have a most complete assortment of groceries, liquors, etc

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Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
St. Charles Condensing Co., St. Charles, Ill.
Truro Condensed Milk Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Cordials.
Montserrat Lime Juice, Montreal.

Crockery, Glassware and Pottery.
British-Canadian Crockery Co., Toronto.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto

Dairy Produce and Provisions
Beer I. & Sons, London, Eng.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Dominion Produce Co., Winnipeg.
Doughty, A. C., & Co., London, Eng.
Emond & Cote, Quebec, Que.
Fearman, F. W., Co., Hamilton.
Flavelles Limited, Lindsay.
Griffin & Culverwell, Bristol, Eng.
Ingersoll Packing Co., Ingersoll.
MacLaren's Imperial Cheese Co., Toronto
Manitoba Canning Co., Grande Pointe.
Matthews, Geo. Co., Hull, Peterboro and Brantford.
McDougal & Lemon, Owen Sound.
McLean, J. A., Produce Co., Toronto.
Miller Bros. Co., Montreal.
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
Scott, David & Co., Liverpool, Eng.
Star Egg Carrier and Tray Mfg. Co., Rochester N.Y.
Steinhoff, I. W., Stratford,
Whyte Packing Co., Stratford.

Financial Institutions & Insurance
Bradstreet Co.
British America Ass. Co., Toronto.
Confederation Life, Toronto.
Metropolitan Bank, Toronto.
Western Assurance Co., Toronto.

Fish.
Bickle, John W., & Greening, Hamilton.
Boutilier, E. M., Halifax, N.S.
Hudon, Hebert & Cie, Montreal.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Smith, N. & M., Halifax, N.S
Smith, F. T. & Co., Halifax, N.S.
Todd, J. H., & Son, Victoria, B.C.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Hall, R. C., & Co., London, Eng.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Finkle & Ackermann, Belleville and Bowmanville.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Laflamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
Adcock, Geo., City Mills, St. Thomas.
American Pure Food Co., Montreal.
Egg-O-See Cereal Co., Toronto.
Goldie Milling Co., Ayr, Ont.
Greig, Robert, Co., Toronto.
Haines, P. C Son, Clarksburg.
Hamilton Saratoga Chips Co., Hamilton.
Howland Bros., Kleinburg.
Kirouac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Noble, Robert, Norval.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Renaud, J. B. & Cie, Montreal.
Shirk & Snider, Bridgeport, Ont.
Sutherland, John, London, Ont
Sutcliffe-Muir Milling Co., Moosomin, Sask.
Tanguay, Alf. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
Chaput, Fils & Cie, Montreal.
Codville-Georgeson Co., Winnipeg.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto
Eckardt, H. P., & Co., Toronto.
Galbraith Wm. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Kyle & Hooper, Toronto.
Laporte, Martin & Cie, Montreal.
Lucas, Steele & Bristol, Hamilton.
Major, S. J., Ottawa.
Marceau, E. D., Montreal
Provost & Allard, Ottawa.
Renaud, J. B. & Cie, Montreal.
Robertson, Geo., & Son, Kingston.
Tanquay, Leon, Montreal,
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Luxfer Prism Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont
Rochester Lamp Co., Toronto.
Tobin Tent and Awning Co., Ottawa.
Walker Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Crain, Rolla L. Co., Ottawa.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Cheyne, John A., Winnipeg, Man.
Cream & Co., R. F., Quebec, Que.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Koopman, G. C., Amsterdam and Rotterdam.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McLauchlan, Joseph K., Owen Sound.
MacLaren's Imperial Cheese Co., Toronto
Mason & Hickey, Winnipeg, Man.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Rattray & Son, D., Montreal.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott & Bathgate, Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Tees & Persse, Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Thomas, J. P., Quebec, Que.
Watson, Stuart, Winnipeg, Man.
Western Cartage Co., Calgary, Alta.
Wiseman, R. B., & Co., Winnipeg.

Matches.
Improved Match Co., Montreal.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Merchants' Mfg. & Supply Co., Toronto.
Paterson's—Rose & Lanamme, Montreal.
Purnell, Webb & Co, Bristol, Eng.
Rowat's Pickles, Montreal.
Suaut Co.
Sutton, G. F., Sons & Co., London, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
James' Dome, W. G. A. Lambe & Co. Toronto.
Morse Bros., Canton, Mass.
Nickel Plate Polish Co., Chicago.

Polishes—Shoe.
Dalley, F. F., Co., Hamilton.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.
Hanson, J. H., Montreal.

Salt.
Canada Brokerage Co., Toronto.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Signs.
Martel-Stewart Co., Montreal.

Soap.
Albert Soaps, Montreal.
Hudon, Hebert & Cie, Montreal.
Royal Crown, Limited, Winnipeg.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
American Pure Food Co., Montreal.
Brantford Starch Works, Brantford.
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
Maple Tree Producers' Association, Waterloo, Que.
Ontario Sugar Co., Berlin, Ont.
Smith & Schipper, New York.
St. Lawrence Sugar Refining Co., Montreal.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville-Georgson Co., Winnipeg
Estabrooks, T. H., St. John, N.B.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Koopman, G. C., Amsterdam and Rotterdam.
Marceau, E. D., Montreal.
Minto Bros., Toronto.
Salada Tea Co., Montreal and Toronto.
Symington, T., Edinburgh, Scot.
Todhunter, Mitchell & Co., Toronto.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
White, Cottell & Co., London, S.E.
Wilson, W. H., Co. Tillsonburg, Ont.

Wall Paper.
Stauntons Limited, Toronto.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.
Reckitt's Blue—Gilmour Bros., Montreal.
Sawyer Crystal Blue Co., Boston, Mass.
Silver Dust Mfg. Co., Hamilton.
Winn & Holland, Montreal.

West Indian Products.
Gordon, Grant & Co., Port of Spain, Trinidad.
De Wolfe, Fred T. & Co., Halifax, N.S.
Jones & Swan, Barbadoes, W. I.
Watson, Boyd & Co., Trinidad, W. I.

Woodenware.
Hanson, J. H., Montreal.
Taylor, Scott & Co., Toronto,
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Twine, Etc.
Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto.
Hamilton Cotton Co., Hamilton, Ont.

Yeast.
Gillett, E. W., Co., Toronto.

The most Perfect Tea ever placed before the Public

HOVA

BLACK TEAS IN PACKETS

POPULAR PRICES

To introduce these high grade Teas the growers have packed 1/8-lb. packets for free distribution among the consumers.

For further information and samples, write to agents

Teas, Groceries, Provisions, Wines and Liquors

We carry large stock—do a big business.

New customers invited

S. J. Major, Limited

Wholesale Importers

OTTAWA, - - CANADA

Ask for our Catalogue

Dried Fruits, Figs, Raisins

Nuts, Honey

PACKING HOUSES

SAN FRANCISCO, Cal.	HANFORD, Cal.	FARMERSVILLE, Cal.
SAN JOSE, "	YUBA CITY, "	SELMA, "
GILRAY, "	FRESNO, "	SUISUN, "

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MAIN OFFICE: 211-213 CALIFORNIA STREET

SAN FRANCISCO, CAL.

WM. CLARK
PACKER AND EXPORTER
of MEATS
HAM
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MEAT
Wm CLARK
BEEF LOAF
BONELESS
PIGS FEET
W. CLARK
JELLIED
HOCKS
PORK
& BEANS
BOILED
WILLIE BRIGHTEYES MET A GROCER
OPENING UP HIS STORE
SAID 'BRIGHTEYES' TO THE GROCER
"I'M HERE TO GET SOME MORE"
SAID THE GROCER TO LITTLE BRIGHTEYES
"AH! - YOU LIKE GOOD THINGS TO EAT"
"YES, SIR, INDEED" SAID WILLIE
"I DO JUST LOVE - CLARK'S MEAT."
MONTREAL

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, MAY 25, 1906. NO. 20

Very few people are able to run a grocery store without

Keen's Oxford Blue

and please their customers. Keen's Oxford Blue has no competitors,—only imitators. Buy it—All jobbers stock Keen's Oxford Blue.

FRANK MAGOR & CO., 403 St. Paul St., MONTREAL, Agents for the Dominion.

To sell goods,
To satisfy your customers and
To hold their trade

is what

EDWARDSBURG
"SILVER GLOSS" Starch and
BENSON'S
"PREPARED" CORN

Always do—

Stock them— Every Jobber—

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. Works, CARDINAL, Ont. 164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

Your Soap Trade

Develop it.

Make the most of it.

Make it pay.

Properly handled, it's a profitable part of your business.

Soaps sell all the year round.

Soaps of quality—they please, not only sell more easily and in larger quantities but they carry more profit.

The Albert Oatmeal Skin Soap gives universal satisfaction by its unique qualities.

It's a real skin food.

As a general toilet soap for family use it is a very remunerative line to carry.

"Albert Oatmeal Skin Soap"

One of the excellent lines manufactured by

Albert Soaps Limited, Montreal.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - -	TORONTO
JOHN W. BICKLE & GREENING, -	HAMILTON
GEO. H. GILLESPIE, - - -	LONDON
JOSEPH CARMAN, - - -	WINNIPEG

Increase Their Faith!

"Price" is an argument for trade, but "quality" goes far ahead of it. *Quality holds* trade while price attracts for the moment only. Sell *standard goods* and you increase the faith your customers have in the service of your store. It pays to "increase their faith"

By Selling These Goods :

Felix & Co. Italian Macaroni

Always the same delicate, tender, Macaroni that makes for ***permanent*** trade. Most attractively labelled and packed. Macaroni that will "increase their faith."

"Thistle" Brand Maple Syrup

A rich, clear, pure **Maple Syrup** that reminds you of boyhood days way up among the sugar trees. Always the same, and always choice.

A Maple Syrup that will "increase their faith."

Griffin & Skelley's Dried Fruits

"The pick of the pack" from the finest vineyards and orchards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes. "Increase their faith" by selling them.

"Thistle" Brand Canned Fish

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, rich, delicate, appetizing. Prepared right at the water side where they are caught. The brand of highest quality and so recognized the world over.

Arthur P. Tippet & Co.

8 Place Royale, Montreal
20½ Front St. E., Toronto.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
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REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

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The Dominion Brokerage Co., Limited
Wholesale
Commission Merchants and Brokers
CALGARY and EDMONTON, ALBERTA
Excellent Trade Connection
Highest References

WESTERN CARTAGE CO.,
Cartage and Warehousing
Storage and Brokerage for Eastern Wholesalers.
Handling and Forwarding of CAR SHIPMENTS.
Largest and Best equipped STORAGE Facilities in the WEST.

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HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

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HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
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Highest references.

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TEL. MAIN 778. BOND 88.

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Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

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W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. EAST
TORONTO

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

TOMATOES
CORN
RAW SUGARS
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

W. G. Patrick & Co.
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and
Importers
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C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references - Commissions solicited

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

Winnipeg Storage in BOND or FREE
For all kinds of Merchandise.
Negotiable Receipts Issued.
Low Insurance
TEES & PERSSE Limited
Wholesale Brokers and Warehousemen
WINNIPEG CALGARY EDMONTON

(Continued on page 52.)

1906 PACK

Our 1906 pack Fruits, Vegetables and Meats will be, as usual, of the very best quality.

Our factories are now being overhauled, and the newest machinery is being installed where necessary.

We have now over thirty of the most modern-equipped factories in the world.

Our factories being situated in the midst of the Fruit and Vegetable Farms of Canada, ensures goods being packed when at their best.

Our processors have had over a quarter of a century's experience in canning and preserving.

Quality and Cleanliness is the policy rigidly enforced at each of our thirty factories.

Our 1906 pack will be the best ever packed anywhere. We guarantee the quality of all our goods.

Remember the brands, viz.: "Canada First," "Auto," "Little Chief," "Log Cabin," "Horseshoe," "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," "Grand River." "Jubilee," "White Rose," "Deer," "Globe," etc.

If you want pleased customers stick to our brands exclusively.

CANADIAN CANNERS, Limited

TEA CHARACTER

Like human nature, tea character is of infinite variety. It will live, or rather exist, in most diverse situations; but there is one country, one set of environments most conducive to fine character in teas, as in men.

Ceylon is that country, a country that affords every requirement of soil and climate for the production of teas of the very finest character.

The flavor, fragrance, fullness, body, stability of Ceylon Teas commended them from the first to the favor of the consuming world.

Every year has but served to demonstrate more emphatically the superiority of the Ceylon product.

Grocers who build their tea trade on the sound foundation of Ceylon Tea are going to reap the benefit in the confidence of satisfied customers.

Black and Green **Ceylon Tea** **Best Ever** **Black and Green**

Old Homestead Brand

OUR THIRD BIRTHDAY

Here we are again. In the spring of 1904 we set out to create a new standard for canned goods in Canada—the **Old Homestead** standard.

Away down on the Bay of Quinte in the far-famed county of Prince Edward is the town of Picton in the centre of the garden of Canada.

Here we located, erected our handsome pressed stone factory, installed the most up-to-date machinery to be had, and put up a line of canned goods that set the other fellows thinking. That line we named

OLD HOMESTEAD

If you tried a sample order you know how it went. The public liked the name. They liked the handsome label and they liked the **Old Homestead** quality. That brought them back for more.

Last year we doubled our capacity and the cry was still for more. This year we are preparing to meet a still larger demand. A great part of our prospective pack is already contracted for.

You will consult your best interests by placing your orders for Old Homestead goods now. **Old Homestead** brand will give an impetus to your canned goods trade that will surprise and gratify you.

THE OLD HOMESTEAD CANNING CO., LIMITED

PICTON

GILLARD'S PICKLE

One of the First and Best brands sold in Canada

Not Best because we are First
But First because we are Best

By warrants of appointment to
HIS MAJESTY THE KING
and
HIS ROYAL HIGHNESS THE PRINCE OF WALES, K.G., etc.

THE MOST DELICIOUS PICKLE MADE
A TRIUMPH OF SCIENTIFIC PICKLE MAKING

Sole Agent for Ontario—Mr. R. S. McINDOE, 120 CHURCH STREET, TORONTO.

"People all like PERRY'S SAUCE
And they never count the cost."

No! They never count the cost because when it is put alongside "others" it shows the necessity for their "coming down."

"How can

Perry's Worcestershire Sauce

be as good as the others and yet be cheaper?" you ask.

Just this way, Grocers: The makers of **Perry's Sauce** don't charge you for the English reputation or the "nobleness" of the recipe. They just charge you for the ingredients and the cost of production.

That means that you and your patrons save money by getting **Perry's Sauce**.

Say, you start the "Economical" ball rolling.

SELLING AGENTS

Taylor & Pringle Co.
Limited
OWEN SOUND, ONT.

Manufacturers of **Queen Quality Brand Pickles.**

Are you in the Market for Matches?

We can supply you

The Improved Match Co., *Limited*

HEAD OFFICE:
409 BOARD OF TRADE, MONTREAL

FACTORY:
DRUMMONDVILLE, QUE.

Tel. Main 3244

Why?

BLACK—MIXED—GREEN

"Salada" Uncolored Green Teas are displacing Japans wherever they come into competition.

They are better Teas in every way, that's why.

A Sample Order will demonstrate this, in double quick time.

Salada Teas have been accorded a sale without precedent in the annals of the Tea trade. **Why?**

Holding fast all tastes on a "cup draw." **Why?**

Earning every dealer's support and good-will throughout the entire American continent. **Why?**

Promptly winning the Highest Award and the Gold Medal at the St. Louis Exposition, 1904. **Why?**

"Draw your own conclusions"

Handle only the Best!

Gillett's Perfumed LYE

is the **Standard** article.

There are many imitations of it being offered. **REFUSE THEM** and handle only the **ORIGINAL** and **Best**, the kind that pleases your customers and gives you no trouble to sell.

E. W. GILLETT COMPANY, LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis Mo., 1904

A SATISFACTORY LINE FOR THE GROCER.

A SATISFACTORY LINE FOR THE CONSUMER.

The famous

STERLING BRAND PICKLES

made in Canada's greatest pickle factory of best grown Canadian vegetables.

THE T. A. LYTLE CO., Limited

TORONTO, CAN.

MAPLE SUGAR

We have received first consignments of

Choice Pure Beauce Sugar

In assorted sized blocks.

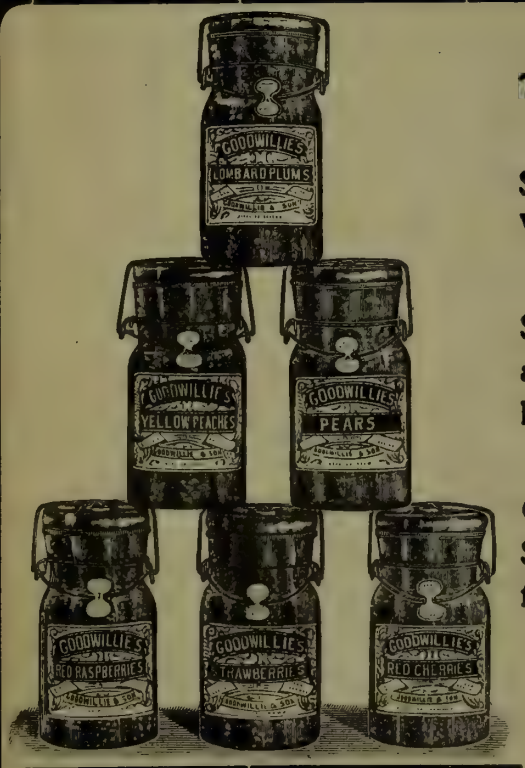
Write the QUEBEC OFFICE for prices

We guarantee our goods

ABSOLUTELY PURE

D. RATTRAY & SONS

QUEBEC Montreal OTTAWA



THEY

Sell Well

Show a Nice Profit.

Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

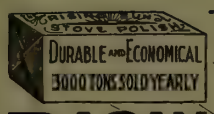
Your Customers

say that it is a fact that

Paterson's Camp Coffee Essence

is the acme of Coffee perfection.
This means sales.

ROSE & LAFLAMME
AGENTS
MONTREAL



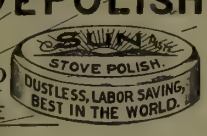
THE WELL KNOWN AND RELIABLE CAKE.

RISING SUN STOVE POLISH

&

SUN PASTE STOVE POLISH

TINS GUARANTEED TO THE TRADE



QUALITY COUNTS

Our goods are made perfect by forty years experience. It is worth something to the retail dealer to push goods that give the greatest satisfaction to the consumer. Our experience and special facilities developed over a long period at large expense enable us to produce the highest quality of stove polish. We pack our goods in the most attractive style. Largely increased sales prove our claims to superiority.

You make friends for yourself and for us when you push **RISING SUN** and **SUN PASTE**. They please the consumer.

MORSE BROS., Props., - - Canton, Mass., U.S.A.

NEW GLASSWARE

We have added a number of new patterns to our large assortment in Decorated Glass. Our new "Rose Blush" and "Rose and Gold" patterns are just what you want—good sellers and inexpensive. Write us for description and prices of the assorted packages. Mail orders are given careful attention.

Large assortment of Gold and Plain Glassware always in stock.

THE JOHN L. CASSIDY CO., LIMITED, MONTREAL

GREIG'S WHITE SWAN FLAKED WHEAT

The Flakiest Flakes and Finest Flavor of any Canadian Wheat

Pre-eminent for high-grade quality

100-lb. barrels
Ask for price delivered at your station

THE ROBERT GREIG CO., LIMITED
White Swan Mills, TORONTO

How is your stock of Canned MEATS?

This is the season for this line. We carry a full line of Clark's and Libby's Meats

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

"SWEET AS THE FLOWERS OF SPRING"

JAPAN TEA

with all the virtues and none of the debilitating effects of other teas is the Tea to offer to your customers—

Once Tried—Always Appreciated

GET IN LINE FOR SUCCESS

A PERFECT FOOD.
READY TO EAT.
CRISP AND TASTY
Guaranteed
PURE

MRS. RORER'S SARATOGA CHIPS

10c.
AND 20c.
MADE EXCLUSIVELY BY
Hamilton Saratoga Chip Co.
Three Sixteen King East
HAMILTON, - CANADA.

Sell the Food everybody is asking for.

Our proposition will interest you.

FACSIMILE OF BOX

HAMILTON SARATOGA CHIP CO., - Hamilton, Canada
MacLaren Imperial Cheese Co., Toronto, Sales Agents

THESE CANS CONTAIN PURE MILK

REINDEER BRAND | JERSEY BRAND

Sweetened | Unsweetened

Every Can Guaranteed

The skill exercised in selecting milk, the methods employed in its manufacture, the strict discipline and supervision of workers and details combine to produce the best product.

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

98-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Supplied under contract to the British and Indian Governments

Our Name, **WHITE, COTTELL & CO.**

Our Business, Manufacturers of

PURE MALT VINEGAR Highest Grade

Our Object, To supply **you** with the most satisfactory article it is possible to produce,—to secure and hold **your** business.

Our Address, Warner Rd., Camberwell, London, Eng.

A Day's Business Balanced in Five Minutes

Your present system allows the dollars that represent the profits of your business to slip away. You cannot keep track of all the money handled in your store, except with the most perfect system. You might not miss a half-dollar or dollar a day, but such a leak makes a big hole in your profits.

Our new system tells at any moment how much money you should have. Five hundred thousand retail merchants have used this system. Leaks and losses are reduced to a minimum where our system is used.

Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing ana places you under no obligation.

Tear off here and mail to us today

The N. C. R. Company
Dayton Ohio

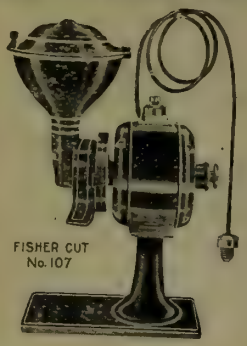
Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

THE AUER LAMP

200 CANDLE POWER OF CLEAR, STEADY LIGHT

The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. Send for Catalog.

AUER LIGHT CO.——————MONTREAL

The Need Supplied

Many Grocers have felt the need for a check book that had a white paper and a colored paper—one for originals, the other for duplicates.

SPECIAL DUPLICATING COUNTER CHECK BOOK

is just that kind of book. It is made in various sizes, too. You will find the book of much service to you.

Write and secure sample—free.

The Carter-Crume Company, Limited
TORONTO and MONTREAL

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discoun ts, address

COLES MANUFACTURING CO.

os. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros , Montreal.
Gorman, Eckert & Co., London, Ont

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

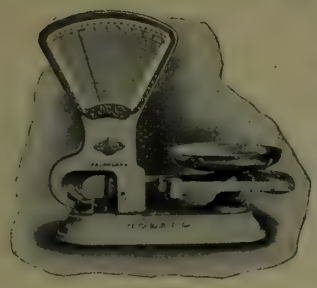
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

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HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

"M'sieur, he say like this Alphonse, you are a—what you call him—a economical cook.

Voila! it is not me—it is that delicieuse LEA & PERRINS' SAUCE,

I use up all—everything. A dash of LEA & PERRINS' and—presto; the left-overs are changed to the stew, and the ragout, and the croquette, and the dainty dish.

Nothing goes to the waste. Alphonse is—what you say—right all over, when he has the LEA & PERRINS' SAUCE."

Lea & Perrins' Sauce

The Genuine Worcestershire.

J. M. DOUGLAS & Co., - MONTREAL, - CANADIAN AGENTS.

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G.F. Sutton, Sons & Co.

King's Cross

London, Eng.

CANADIAN AGENTS:

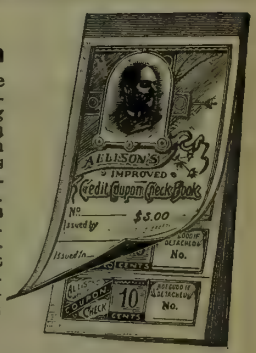
MACLURE & LANGLEY, Ltd

154 Pearl St., Toronto

30 Hospital St., Montreal

If you have Money to Burn

Why! Go burn it. There is 10 times more satisfacttion in burning money than in losing it in driblets, through carelessness of clerks or disputed accounts. Who that has "pass. book" customers has not had accounts disputed aud partially repudiated? The best way to avoid all complications and misunderstanding is as follows.



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

Do you Want to Buy a Boiler, Engine or Machinery?

If you are a subscriber to The Canadian Grocer you can insert a notice free in

CANADIAN MACHINERY

And Manufacturing News

MONTREAL TORONTO WINNIPEG

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing splendid results; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for "Diamond E." on our guarantee, and have fully justified our enthusiasm for the genuine merit of this coffee, by their repeat orders—You cannot make a mistake in ordering a tin on a trial basis—If the coffee does not prove a convincing argument—We stand the expense—"Diamond E." will put new life into your Coffee trade—Try it—Backed by a reputation of over half a century.

S. H. & A. S. EWING. MONTREAL

G. B. LODGE, - - WINDSOR, ONT.

THE SUCCESSFUL GROCER
is the man who gives careful consideration and daily attention to the details of his business—his customers' requirements, the condition of his stock, his facilities for prompt and satisfactory service and the appearance of his store.

THERE IS A DIFFERENCE
between the practical grocer and the man who sells groceries.

WALKER BIN FIXTURES
appeal to the practical grocer who aims at building up a substantial, permanent and profitable business.

WRITE FOR ILLUSTRATED CATALOGUE. "Modern Grocery Fixtures"

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.
Montreal Representative:—J. H. MAIDEN, 423 St. Paul St., MONTREAL, P.Q.

BEWARE OF IMITATIONS

TWO BIG SELLERS

Maple Cream Hearts
Twin Block Pure Maple Sugar

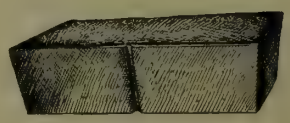
Maple Cream Hearts are put up in Pails of 18 lbs. each, and sell for 20 cts. per lb.

Price Per Pail - ***$2.16***

(No charge for Pails)

Profit to Retailers on one Pail - ***$1.50***

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 ¾-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c sale; in handling this Sugar there is no weighing or waste

Price per Case - ***$3.00***

Profit to Retailer in one Case - ***$1.00***

We are the originators and sole patentees of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify ***Twin Block Maple Sugar*** and ***Maple Cream Hearts*** and you will get the genuine.

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.

New Candied Peels

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

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To owner
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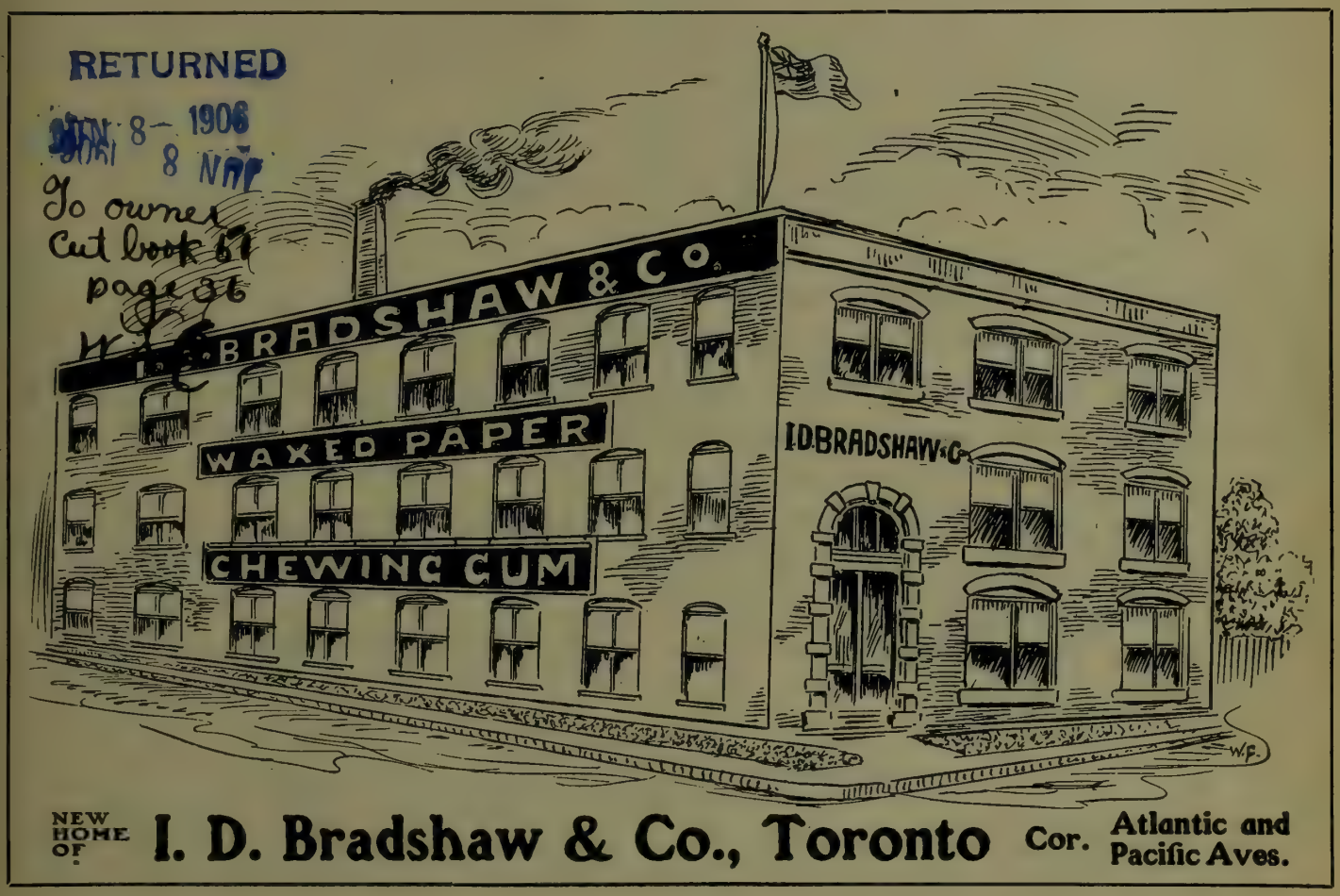
page 26



NEW HOME OF **I. D. Bradshaw & Co., Toronto** Cor. Atlantic and Pacific Aves.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

Extra Fancy Apricots

25-LB. BOXES

Santa Clara Prunes

25 AND 50-LB. BOXES.

Goods of exceptional value and quality. It will be worth your while to get prices and particulars.

W. H. GILLARD & CO.

WHOLESALE GROCERS

HAMILTON

SEASONABLE GOODS

Dalidet's celebrated **OLIVE OIL** in gallon and half-gallon tins, quarts, pints and half-pints glass, also C. & B. Lucca Oil, quarts, pints and half-pints. Royal and Old Virginia Salad Dressings, pints and half-pints glass, and Imperial Salad Powder in packages.

LUCAS, STEELE & BRISTOL

HAMILTON, - ONT.

RAYON D'OR

THE FINEST PURE OLIVE OIL

ON THE MARKET

A quick seller. A pleasure to use.

MENGERT CAGNOLI & CIE

Canadian Agency:
J. RUSSELL MURRAY, MONTREAL

BARRI, LUCCA, NICE

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

Don't Close Your Eyes

to **quality** or the world will seem full of cheap things.
Excellence our **Aim** in **Coffees.**

Our MECCA cannot be beaten. Ground or whole from 2-lb. tins or barrels to suit everyone.

In spite of fierce opposition sales of this Coffee increase by leaps and bounds.
We do no advertising to the consumer, we let the Coffee do that.

Command the respect of your customers by selling A1 Coffee.
Command the best Coffee Trade by selling Mecca,

JAMES TURNER & CO., Wholesale Grocers, HAMILTON

WHAT DO YOU READ?

Reading matter is a great gift to mankind. It is the choice inheritance of the age. Observation, reading, thinking; these three should go hand in hand and when they do, **then the man who reads widely has a weapon placed within his hands before which the man who does not read may well tremble.**

THE BUSY MAN'S MAGAZINE

contains the cream of the world's current literature condensed for busy people, besides giving its readers clever character sketches of the men who are developing the resources of the Dominion.

THE BUSY MAN'S MAGAZINE

IS A SUCCESS

Unsolicited comment from one reader—we have many similar letters. They arrive daily.

McDONALD & MURPHY, Saskatoon, Sask.
Plumbers, etc. January 16, 1906.

I received copy of **The Busy Man's Magazine** for which please except thanks. I lost the blank order, so take this means of ordering it for one year. I think it is the best magazine I have seen. No truck in it. W. MURPHY.

Send for Sample Copy

The MacLean Publishing Co., Limited
MONTREAL TORONTO WINNIPEG

Tartan BRAND

The Sign of Purity

Salmon—We can interest you.
Pickles—Large assortment, special prices.
Selected Valencias—Get our prices.
Barbadoes Raw Sugar Special line.

Consult our travellers re. supplies of above seasonable lines, or 'phone 596, our expense

---

BALFOUR & CO.
Wholesale Grocers
HAMILTON, ONT.

Salmon, King Fish of the Pacific Coast

Canned Salmon is regarded by most housekeepers rather as an emergency ration than as a staple and regular article of diet. This would not be so if they knew how to open the can to get the salmon out whole; how to broil the fish and how to prepare the liquor for it. Properly prepared, canned salmon is one of the most delicious and nutritious of our domestic food products. It is also one of the cheapest. Fifteen cents for a pound of rich, cooked food without an ounce of waste is surely an economical fish food. But the price has advanced and a question salmon packers are asking is, "Has salmon reached a permanently higher level of price?"

Last year was a "big year," that is, there was a big run of fish, and the pack in British Columbia was 1,167,460 cases, and on the entire coast, including Alaska, 4,667,816 cases. The year before the B. C. pack was only 465,894 cases, and the coast total 3,323,654. The pack this year is almost certain to be not as large by hundreds of thousands of cases as last year. The choicer brands of last year's pack are already scarce. The demand is increasing. With a short pack at least expected this year, the natural conclusion is, "How can the price recede to former levels?" The European demand is for "flats," and the likelihood is that this season a larger proportion of "flats" and fewer "talls" will be packed. It costs more to put up "flats" than "talls," but if the people in Eastern Canada would take to the "flats" more half pounds would probably be sold, because very often a pound is more than a person wants at one time.

Districts, Kinds and Shapes.

Perhaps a short statement in cases of last year's pack by districts and by kinds would not be uninteresting :

Fraser River—Sockeyes, 837,489; red and white springs, 5,507; humpbacks, 3,304; cohoes, 30,836; total, 877,136.

Northern Rivers — Sockeyes, 243,184; red and white springs, 22,852; humpbacks, 10,666; cohoes, 13,622; total, 290,324.

As to shapes, the division was as follows : 1-lb. talls, 405,606; 1-lb. flats, 432,654; 1-lb. ovals, 7,033; ½-lb. talls, 5,578; ½-lb. flats, 272,147; ½-lb. ovals, 8,816; squatts, 36,256.

The lb. talls were divided nearly evenly between the Fraser and Northern Rivers, but the flats, both lb. and ½ lb., were practically all packed on the Fraser. The ½ lb. talls were all from northern canneries. The ovals and squatts were all from the Fraser.

British Columbia Fisheries.

The chief authority on fish and fishing in Canada is Prof. Edward E. Prince, Dominion Commissioner of Fisheries. In a recent article in the Pacific Fisherman he said of the salmon industry :

"The position of British Columbia from a fishery point of view is, in many important respects, unique. Extending from the 49th parallel to Alaska, its coastal waters form vast areas like Hecate Straits, Dixon Entrance, Queen Charlotte Sound, and the Straits of Georgia, sheltered from the ocean, favorable for the pursuit of fishing operations and abounding in the most valuable economic species of fish. Vancouver Island and the group of Queen Charlotte Islands, form a barrier against the storms of the outside waters and provide the most extensive spawning and feeding ground in the world for the halibut, herring and numerous other food-fishes. The coast is also deeply indented, and remarkable inlets occur at every point where sea-fishing operations can be carried on. But more remarkable still is the fact that all the principal salmon rivers of the Pacific Coast take their rise on the western watershed of British Columbia, and the Fraser, the Skeena, and the Naas, in their whole course, flow through the province while others like the Columbia river debouch beyond its boundaries. If, as all fishery authorities are agreed, food fishes improve in quality in cold northern waters, it must be admitted that the province possesses an advantage in its geographical position. But the very plentitude of these fishery resources prevented for many years a proper appreciation of some of them. While the salmon canning industry has for a quarter of a century occupied a prominent place among Pacific commercial enterprises, it is barely fifteen years since the immense value of the British Columbia halibut banks was first understood, while the rich herring harvest of the province went to waste until five or six years ago.

King Salmon.

"Since salmon canning operations began in a small way on the Fraser River in the "sixties," until the present time, when about seventy canneries are operated on the coast, its growth has been gradual and healthy. The main operations have been confined to four centres, the Fraser, the Skeena, Rivers Inlet, and Naas River, each excepting the last, separated by a distance from each other of from two hundred and fifty to three hundred miles. At Lowe Inlet, Namu, Alert Bay, and at Clayoquot, on the west coast of Vancouver Island, canneries have also been long in operation, but the principal centre, with 42 canneries, has been the Fraser River. Twenty years ago, in order to guard against excessive fishing the limit of 500 was placed upon the number of fishing licenses issued; to-day over 3,000 licenses are issued, the licenses being required not for canning or packing but for fishing. During the greater part of the history of the industry one kind of salmon only may be said to have been handled, viz., the sockeye, the vermilion-fleshed salmon of the Fraser and of British Columbia rivers generally. Spring salmon or chinooks, cohoes, dog salmon, humpbacks, and steel heads, were plentiful though infinetly less so than the marvellously abundant sockeye, and these less important fish were frequently thrown away. Some were smoked, others salted or frozen, but the British Columbia salmon par excellence was the sockeye.

"A widely prevalent belief exists that every fourth year is a "big year" on the Fraser, and no doubt some foundation exists for the belief, though the periodicity is not perfectly confirmed. Large runs during the last thirty years have, indeed, occurred three times in 'fourth' years, twice in 'fifth' years, once in 'sixth' year, and three times in a 'third' year. There is, however, even less semblance of periodicity in the northern rivers of the province. With the increasing demand for fish, salmon, other than sockeyes, have been increasingly canned in British Columbia, and the last official statistics show that of the pack on the Fraser of 129,000 cases, over 51,000 cases were of these previously neglected kinds of salmon (1904). Formerly the pack was made up of 1-pound talls, whereas now the demand is for 'flats.'

Japs do the Work.

"Other changes are observable in the industry. The Indians and white fishermen have been largely displaced by Japanese. It is stated that 85 per cent. of the Fraser River fishermen are Japanese, and in some canneries 90 out of every 100 employes are from Japan. Chinese labor prevailed in the packing establishments owing to its cheapness,

but the price of that Oriental labor has immensely increased: $30 to $40 per month, in addition to board, being now paid by some canneries. There are signs of a general movement northward on the part of canners, who regard the Fraser River as in peril, owing to excessive fishing in the Straits of Georgia and Puget Sound. A great increase in the number of canneries in the north, and along the west coast of Vancouver Island, is certain, within the next two or three years.

Dog Salmon for Christmas.

"Perhaps the most remarkable development is that of the dog salmon industry. These fish until recently were regarded with contempt, but as great is the demand from the Japanese market that more than 3,000 tons, dry-salted, were shipped this year from the province. Just as the turkey is the universal dish at Christmas tide with us, so a salted dog salmon is the chief item at New Year feasts in Japan. The usual price is said to be 50 cents each in the Japanese markets. Certain Japanese firms are prominent in the British Columbia dog salmon industry, and one of them salted over 58,000 of these fish this year, a total weight of nearly 200 tons (the salt salmon averaging 7 pounds, i.e., 300 to a ton). Quinnat, a Spring salmon, cohoes, steelheads, etc., are also shipped frozen, smoked, and variously prepared; indeed one firm is known to have sent 150 to 200 tons each season to the German, French, and other European markets."

PRICE CONTRACTS ILLEGAL

Price agreements are a violation of the criminal law of Canada. That is the import of a judgment handed out by Mr. Justice Clute at Toronto last week in the case of Wampole & Co., manufacturing druggists, and the F. E. Karn Co., a retail drug firm of Toronto.

The Karn Co. conduct what is termed a "cut rate" drug store. Wampole & Co. claimed damages for breach of agreement to sell their proprietary medicines at a list price, and for an injunction to restrain the Karn Co. from further selling at reduced rates. The case was tried without a jury.

The Agreement.

In the course of the examination of Wampole & Co.'s manager, Judge Clute said:

"Apparently this agreement is the result, as you say at the top of it, of an agreement between the joint committees of the Wholesale Druggists' Association and the drug section of the Retail Merchants' Association?"

"Yes," replied the witness.

"And you entered into it by an agreement with the committee of the retail merchants who waited upon you?"

"Just so," assented the witness.

The Judge's Conclusions.

In his judgment Mr. Justice Clute, after reviewing the evidence, continues:

"Competition, therefore, in these articles is not only affected but entirely destroyed. The agreement exists not simply between the parties to this action, but affects the entire trade in the article. No one can buy an article for resale, whether wholesale or retail, unless he enters into one or the other of these agreements, as the case may be.

Agreements General.

"This agreement is used not simply in relation to these commodities between the plaintiffs and their various customers, but is the form adopted by the committees representing a large part of the wholesale and retail trade of Canada. It means that nearly every commodity in common use is to be subject to a hard and fixed contract which fixes the manufacturer's price, the wholesale price, and the retail price below which none can sell, and no one can purchase who is not a member of the association and agrees to sign the contract in question. It means that competition is not only unduly prevented or lessened in the purchase, barter and sale of this article, but is absolutely destroyed. In the present case the evidence also showed, I think, that the price was unreasonably enhanced by reason of this agreement.

What Statute was for.

"I think the statute was intended to provide against agreements similar to the one in question. The history of the law shows that it was passed at a time when the law relating to the protection of native industries was being introduced. As an objection to the protective tariff it was argued that combinations might be formed which would destroy competition and so enhance the price. That while on the one hand foreign goods were excluded, the introduction of which might moderate the price of the article in question, upon the other hand trade combinations might be formed which would destroy competition and greatly raise the price of the commodity to the consumers.

Absolutely Control Prices.

"To meet that objection the law against restraint of trade was passed. It was intended to prevent the very thing that was aimed at in the present contract, and it is difficult to conceive of a scheme more effective to destroy competition and to enhance prices than the contract sued on. It is the form adopted by the association of retail merchants in Canada and by the association of wholesale merchants in Canada. It thus includes to the extent of the membership of these various associations a very large part of the trade in Canada. The result is that, to the extent that these associations are able to reach persons engaged in the manufacture and trade, they will be able absolutely to control the prices of the various commodities and articles of trade; not only to limit but to destroy competition, and, in effect, to declare that no one will be permitted to deal in their commodity who will not first of all bind himself to sell the same only at a fixed price.

An Unlawful Conspiracy.

"I find," concludes the judgment, "as a fact from the evidence that the agreements in question and each of them were procured by an unlawful conspiracy between the plaintiffs, defendants and other manufacturing chemists and the association of wholesale and retail druggists, and that the conspiracy was entered into for the purpose of unduly preventing or lessening competition in the purchase, barter and sale of the articles in question, being articles of trade and commerce, and for the purpose of unreasonably enhancing the prices of said commodities, and are contrary to the provisions of the criminal code and are null and void."

Retailers Want it.

A leading Toronto wholesale druggist stated in an interview that five leading wholesale drug firms and several smaller ones were using the price contract, and that it was not confined to the drug trade, but was a standard agreement in use throughout the wholesale trade. The wholesale druggists, he held, were not in favor of the plan because it enabled retailers to push their own preparations at lower prices. The druggists' section of the Retail Merchants' Association are said by the defendent, Mr. Karn, to be responsible for the adoption of the agreement. A prominent member of the Toronto branch, speaking of the judgment, said:

"We had looked upon the contract as so invulnerable that we never dreamed we were outside the law. The Elliman Company sent that contract from England, where it has been sustained in a number of cases, and also in America, about thirty or forty altogether. Justice Kekewich held it legal in the case of Elliman v. Carrington. It has been held there is a perfect right to make an agreement about a proprietary medicine. In Philadelphia it was held that the contract was legal, but that it had been procured in a case there in an illegal way. We had no understanding with Wampole and the retail merchants did not contribute a dollar to Wampole's expenses, but I said to-day that as we are brought into it might we not be at liberty to put up part of the expenses of an appeal."

WINDOW AND INTERIOR DISPLAYS

SEASONABLE WINDOW DRESSING.

Window dressing within recent years has been studied to much good purpose and may be said to have attained almost to the degree of a fine art. As the number of lines handled by the grocer continue to increase so will he find wider scope for his talents in the way of window display. During the Christmas season the attention of even the most unobservant of persons is almost imperceptably diverted to a grocer's shop window, but during the Summer months there is no gainsaying the fact that the grocery windows lack variety. With the development of the green fruit trade, the grocer should find no difficulty in making his window attractive. Canned goods which, just now probably, are amongst the most saleable articles comprised in a grocer's stock in trade, certainly do not lend themselves to ornamentative effect, but as showing how even such unpromising materials as these can be turned to advantage, we can tell of an enterprising retailer who placed in his window some freshly-opened tins of lobster with an accompanying dish of salad, beside which was placed a bottle of salad cream and a bottle of olive oil, together with a bill bearing the printed words, "Try our lobster, for salads." Such a refreshing picture could not fail to attract the sympathetic attention of the hot and jaded passers-by, many of whom doubtless were tempted to purchase.

IN GO-AHEAD BRANTFORD.

The interior of the store of one of the most progressive grocers in Western Ontario is shown in the accompanying illustration. He is Fred Corey, of Brantford, Ont., and of Brantford in a very intimate way, for he is an alderman of the corporation and has been returned by Ward 4 at the head of the poll for six consecutive years.

Alderman Corey entered the grocery business five years ago and has made a record to be proud of. This is a new store located in a good residential section of Brantford, having sold his former premises to a bank. He opened his new store with a reception and furnished music and other attractions.

The Silent Salesman.

There are a lot of suggestions in the picture. Both sides of the store are fitted with the Walker bin. Mr. Corey says in a letter: "It was through The Canadian Grocer that I located the Walker Pivotal Bin Co., from whom I bought my store fixtures at a cost of $700."

Notice the artistic grouping of biscuits in the fronts of the counter bins and the pictures instead of posters on the end wall. There seems to be a place for everything and everything to be in its place. Just visible at the right-hand corner is a large potted plant, an uncommon addition to the adornment of a grocery store.

Answer This One.

What's the table for? Is it a demonstration by a manufacturer or tea merchant or is it a demonstration of his own goods by the grocer, or is it a thoughtful provision for the refreshment of customers? This last named plan was advocated in last week's Canadian Grocer. Many customers would enjoy a cup of tea tastefully served in this way. And if she liked it and it was the store's own blend on a special line there could be no harm in telling her. An arrangement of that kind would sell a lot of goods in a nice store like this and would create in the customers an interest that otherwise would be lacking.

Table for Buyers.

With the floor space available there wouldn't it be a good idea to have a table where customer and clerk could sit down and give and get an order comfortably? That's a little scheme of the departmentals, and they scheme for business, not for fun.

Without being personal, isn't it satisfying to see how well dressed everyone connected with the business is? Grocers handle food stuffs and should not look as if they worked in a glue factory.

Just one suggestion—is up against the handsome metallic ceiling the best storage for canned meats and vegetables? There are grocers—good grocers—who say not. It's the hottest part of the store and canned stuff does better in a moderate temperature.

A study of the illustration will show a grocer a lot of good points not mentioned. The store is a credit to Mr. Corey and to the trade.

The interior of Fred Corey's Store, Brantford, Ontario.

TWAIN CAUGHT THE GROCER.

The local grocer was once hoaxed by Mark Twain. Mr. Clemens had ordered an invoice of pepper. In the store a few days later Mr. Clemens casually remarked that the pepper was half peas. The grocer indignantly protested.

"How do you spell pepper?" drawled Mr. Clemens, in a lull of the objurgatory storm. It took some time for the grocer to discover the jest and a little longer to appreciate it.

Dupuis & Sweet have opened a general store at North Bay.

IDEAS FOR THE INDUSTRIOUS

AN EXAMPLE FOR YOUNG MEN.

Extreme attention to minute details has laid the foundation of many great fortunes; no fortune has been established without effective consideration of details. Such unfailing adherence to detail was the keynote to the character of the late Levi Z Leiter, capitalist in Chicago, gentleman of leisure in Washington, genial companion of great men in London. It enabled him to amass in fifty years a fortune whose top-notch figure was $22,000,000 in 1897, and which was not less than $15,000,000 at the time of his death some years later.

No Turning Back.

When he was the financial manager and spirit of the old Palmer dry goods establishment which he and Marshall Field took over, he started east one day (this was prior to 1871) to borrow money at a critical time in the affairs of the house. He was half-way to New York when he received a telegram from Chicago reading:

"Come home. No use borrowing; we can't tide over situation."

He wired back: "We can. I know the business."

And he went on. He raised the money, the house did not fail and the name of Leiter grew synonymous with the phrase "financial soundness."

Judgment, Not Guesswork.

He had the daring confidence of the man who leaves nothing to guesswork. He had not been averse in the early days to sweeping out other people's stores and he had even used the mop when occasion demanded. The time came when he had in his employ in Chicago four hundred scrub-women for night work in his office buildings. They were receiving $1.25 a day. They asked for $1.50. His manager refused. The demand reached Mr. Leiter's ears. He stayed in the city one night and talked with many of the women. They explained to him the difficulties of the work and the reasons why more pay should be given.

"I understand," he replied. "I know what the work is." And the advance in pay was made immediately.

Kept Account With Himself.

Mr. Leiter's touch upon his own affairs began when he was an obscure bookkeeper in Chicago. Accounts were not kept with the science that now controls them. "Staying late in the store one night," he said, as quoted by a writer in System, "searching for an error in a balance the thought struck me as to where I got off with my own affairs—how much was I worth, was I earning enough, what did I owe, what was owed me. I made the company's balance correct and then, taking a cheap note-book, started the accounting of Levi Z. Leiter. I cheated myself in nothing in opening that record of myself with myself and the world. From that day to this I have always known, better than my own employes, where I was at."

Kept Up To Details.

This was the evening when he formally announced the engagement of his daughter Mary to George Curzon, of Kedleston, now Lord Curzon, of England. He was standing in front of the magnificent library which he had accumulated at No. 4 Tower Place. I desired some personal reminiscences of himself — something characteristic of what had made him the sturdiest real estate factor in Chicago for more than a quarter of a century.

Knowledge of details—details—details!

"I never bought a stock of goods, I never gave a long line of credit. I never invested in land," he said with some show of pride, "without knowing as far as a man can know what I was doing. When I have wanted a piece of land, say, that was improved, before I laid down a dollar I have tried to know not only its past and present history, but to calculate what its future would be in my lifetime. If I determine that the purchase will only pay me for a long term of years 2 per cent. I buy on a 2 per cent. basis or not at all, for I never buy land for speculative purposes. I buy to hold and improve it. If the investment will pay 6 per cent. I buy with that in view. I want to know what I am doing before I undertake anything, and I want it in black and white before me before I decide. It may be a slow way of getting at results, but it is sure."

Always Sure of His Ground.

Nothing more characteristic of the methods of the man could be told than his attitude toward the currency question in 1896. He was a democrat of the old school. When it was proposed to nominate Bryan to oppose McKinley and the democratic free-silver platform was advanced, Mr. Leiter purchased every volume on currency of the old and the new worlds that he could obtain. I was with him one afternoon in McClurg's when his purchases in this direction exceeded the fat side of a twenty-dollar bill. He read the monetary evolutions and revolutions of France, of England, of Germany and even of Russia and the history of money in this country. I did not meet him again until the night that McKinley's election was assured. Then I called upon him at the Chicago Club. I asked him for an interview on the result.

"My boy," said he, "I read and studied everything on the subject that I could get hold of; then I thought it over for a month; then I talked with people whom I thought knew more about it than I did and thought over what they said for a month. After that my mind was made up. For this day and age Mr. Bryan was wrong and Mr. McKinley right. I voted for Mr. McKinley."

Honor Before Business.

One more point may be made as to his attention to details—he was proud of his name, proud of his family and proud of his honor. He never regarded an obligation as one of "business," but as one to which the name of Leiter had been pledged. He harked back to the days of pioneer merchandising when a man's credit was his name. In this he, Mr. Field and Mr. Palmer were never far apart. "What Leiter pledges, Leiter fulfils," was his motto. He upheld this sense of honor with knowledge of details.

WANTED SEA LION TEA.

"There's a man in 390 who says he wants some Sea Lion tea!" shouted the bellboy, as he rushed excitedly to the order clerk at the Hotel Victoria.

"What!"

"Sea Lion tea. I told him I never heard tell of no such tea, and he jest says, 'You tell de clerk what I want and bring it quick.' I guess de gent's some loose on de top."

James Jefferson Johnson walked off, still muttering, as the clerk wrote:

"Pot of Ceylon for 390."

EFFECTIVE ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

THE AD COMPETITION.

The ad competition is over and the prize has been awarded. Herewith is shown the winning ad, which speaks for itself.

It is just necessary to state that R. J. Donaghy, of T. A. Rowat & Co., complied with the full conditions of the competition, while, unfortunately, others did not. Rowat's ad was awarded the prize because it was timely, well worded, attractive in shape, and, taking the accompanying letter as authority, reliable.

GROWTH FROM ADVERTISING.

A merchant of a western city recently made a trip to New York. Calling upon a business friend, he was asked: "How does your store really compare with others in your line in your city? Are you setting or following the pace?" For reply the merchant took from his handbag several late issues of his leading home newspaper and said: "Look over these papers. I will mark for you my advertisement and those of my competitors for three successive days. Judging from these ads., what is your opinion of how my store stands in the race?"

After some consideration and the use of a measuring tape, the friend replied: "On the showing here made—if it represents the general average for a longer period—your store stands first in your line in your city." "Yes, it is true that in that showing I use eight inches more space than my next competitor—but is it safe to estimate a store's importance upon the space it occupies in its advertisements?" "Safe enough," replied the friend, "to make it a general rule among business men. Your newspaper advertising is an outlet for your enterprise, and big enterprise requires a big outlet." "Now, as a matter of fact," confessed the merchant, "my store is still second in volume of business done in my line in our city. But two years ago it was fifth. At that time I concluded that I would use as much space in our leading newspaper as my competitor used, although such a campaign seemed to be beyond my real resources. I was then doing less than half as much business as the biggest store in the city—employing less than half as many clerks, occupying a building a third as large.

At the end of the first year I found that I had had less worry over the big advertising bills than I had previously had over the small ones—and that I was fourth in the procession. Then I concluded to use a little more space in this newspaper than the biggest store was using—and for the year past I have done that. The result is that I am now a good second in the race—and a year from now the other man will be second and I will be first."—Selected.

WE SELL PURE
MAPLE SYRUP
This syrup is made for us by reliable syrup makers in Quebec, where the best is made nowadays.
We buy their season's make and pay the highest price to insure getting a superior article. It is put up in imperial gallon tins, perfectly sealed and sent direct from the sugar bush to our store.
Our guarantee goes with every tin, and you have the privilege of returning it to us if not entirely as we represent it.
Imperial Gallons, $1.45
Bottles, 30c
MAPLE SUGAR
What is more toothsome at this season than real old-fashioned maple sugar? Secure some soon, as we have only a limited quantity to offer. Each cake is stamped and we guarantee it genuine.
5c Cake
Telephone your orders.
Office 317. Store 1866.
T. A. ROWAT & CO.
234 DUNDAS STREET.

TRADE TEMPTERS.

(What Grocers are Doing.)

"Gold, silver, nickel and enamel watches given free with teas, coffees, spices. Come right along and let us show you how quick and easy you can get a beautiful guaranteed watch free."

"Girls: Just look this box of groceries over and see if you would not like one. It will be given free to the first bride, so get busy."

"Thin Japanese china cups and saucers free. We have just received 500 thin china tea cups and saucers which retail at 35 cents and 40 cents each. These were closed out to us at a big discount and to-morrow we shall give one absolutely free with each $1.00 purchase from our tea and coffee department—anything in teas, coffees, spices, extracts, baking powder, or cocoas."

"Free balloon ascension. Boys! Girls! You'll have to hurry! On the opening day of our clearance sale, and on each Saturday of our sale, at 12.15 p.m., we will send up a number of balloons from the street in front of our store. To each balloon will be attached a tag calling for some article of value out of our store. The person returning the tag gets the article free."

A Columbus grocer got a number of dollar watches and had a short message printed on the dial. To the first 50 people visiting his soap counter and making a purchase he gave a watch. The message on the dial ran "I am glad I deal at Thornton's for his groceries suit me fine," and, of course, every person who examined the watch saw the message.

J. B. Horrell & Son, Midland, Ont., tried a school scheme that proved very successful. Every pupil in the public school, Midland, was given a sheet of paper containing blank space for his name, address and favorite teacher. Two jingles appearing on the sheet had to be copied by the pupil and the sheet then forwarded to Messrs. Horrell & Son's store. Money prizes were given to the six pupils giving their answer in the best form. The three teachers getting the highest number of votes were each given a pair of shoes.

A. A. B.

BRITISH COLUMBIA FORGING AHEAD

Easily first in point of interest to the business public of British Columbia this week has been the announcement of Mr. J. J. Hill at Winnipeg that the coast-Kootenay line building by his company, or under its supervision, locally known as the V., V. & E. Railway, will be rushed to completion this Summer. The line is being built through from the Boundary district and across the Similkameen, thence via Hope Mountains into the lower Fraser Valley at Hope, whence it will presumably keep on the south side of the river till it reaches New Westminster. The coast portions of the line, connecting with the coast section of the Great Northern in the State of Washington, is now being extended from Cloverdale to Sumas, and the work is to be carried on from this end to meet the line being pushed through from the interior. It is possible that the two ends will meet at Hope or in the pass which has been located across the Hope Mountains. This line will give a day shorter connection to the southwestern interior of the province than by heretofore existing lines of communication.

The further announcements of Mr. Hill that he proposes to extend his system across the prairie provinces of Canada are of almost equal importance to the Pacific province, as by that means additional communication can be had with the Northwest, where lies a large market for products of British Columbia.

Vancouver's 100,000 Club.

With the laudable object of getting and holding employment for the hundred thousand people it has undertaken to gather into the limits of the city of Vancouver by 1910, the 100,000 Club has undertaken a "Patronize Home Industries" campaign with the intention of increasing local demand for local products and of fostering a home-building spirit. In addition, the field for industries not yet represented is to be very carefully and systematically exploited, with a view to presenting good openings for investors in industries to be established here.

Business in the Yukon.

Mr. A. L. Berdoe, general manager of the White Pass & Yukon Route, who has been spending some weeks in the north to get in touch with conditions for the coming season, has every confidence that there will be a greater traffic into the north this year than last. The fact that the ice is much thinner than in past seasons is indication that it will all be out early. It is out of the river now, below White Horse, and the White Pass boats will be running by June, it is expected. In addition to the Yukon trade, Mr. Berdoe points out the rapid forward movement at Conrad City, the centre of the new Windy Arm camp. Here the number of men employed already reaches several hundred, and more are to be put on as soon as it is possible to work. The new town is springing up very rapidly and many business places are being opened up. No less than six stores are in course of erection in the new town.

Salmon Futures.

Because this is to be an off year in the sockeye run of the Fraser River, the statement is made that as high as 40c. per fish will be paid for sock-eyes during the coming season. One trap-operator has contracted to sell all the fish he catches at his five traps, for 26c. each. Columbia River salmon packers have placed the price of futures in canned salmon at $1.50 per dozen.

The Canadian Fish Co., a new organization which will fish halibut in Northern British Columbia waters, has recently brought from England the steam trawler Celestial Empire. This is the first time that trawling has been attempted on this coast. The new fishing tug is 153 tons gross and has been used in the past for deep sea trawling, such as she will now be engaged in.

PRESENTATION TO MR. MEREDITH.

Chas. H. Meredith, for many years with the Cowan Co., Limited, has resigned his position as secretary of the company, to assume the management of the Stewart Co., Limited, in which he is largely interested. Mr. Meredith entered the services of the Cowan Co. when a young boy and by close application to the work and the exercise of good judgment, he soon became invaluable to the concern and his retirement is very much regretted, not only by his employers, but by his fellow employes. That his services were appreciated and that he was very popular was clearly evidenced on Saturday, May 5, when on behalf of the directors, Rev. Elmore Harris, D.D., presented Mr. Meredith with a very handsome set of knives and forks. In making the presentation, Dr. Harris spoke in glowing terms of Mr. Meredith's business ability and high character, and expressed deep regret at losing him from the company's service.

Mr. Cowan, president of the company, on behalf of the employes, presented Mr. Meredith with a very beautiful carving set, adding further words of praise to what Dr. Harris had already said. He expressed a very high opinion of Mr. Meredith's work while in the employ of the company and was indeed sorry to see him sever the connection. The employes had assembled in the office to witness the presentation and all joined in wishing Mr. Meredith continued success in his new sphere of action.

BUSINESS PERSONALS.

Geo. Wallbridge, of Wallbridge & Clarke, Belleville, intends shortly to take a pleasure trip to the Pacific Coast.

Amos Hilker, general merchant, at Inwood, Ont., recently underwent a successful operation in Hamilton Hospital and is again back at business.

Mr. George Hadrill, the secretary of the Montreal Board of Trade, has left for England, where he will attend the sixth congress of Chambers of Commerce of the Empire.

C. C. Cook, who recently succeeded N. B. Zinkan, Southampton, has had the store thoroughly refitted and made up-to-date. Mr. Zinkan is now devoting his whole time to his furniture factory.

Mr. Percy Cleave, one of the partners in Cleave's Devonshire Cream Chocolate Co., of Crediton, Devon, England, is a visitor to Canada, in company with Stanley Bristow, a trusted and responsible servant of the same company. Whilst the trip from Montreal to Vancouver will undoubtedly prove a pleasurable one, these gentlemen have their eyes open to business, and it is probable their trip will result in Cleave's Devonshire cream chocolate being vigorously pushed ahead.

R. Pratt, of the Red Rose tea selling staff, this month completes his tenth year with T. H. Estabrooks, St. John, N.B. He was one of Mr. Estabrooks' first two travelers. Five years he traveled the Maritime Provinces and the last five in Ontario. He said yesterday: "I have seen the business double year after year. That was in the early stages; of course it doesn't do that now. It has grown too large to double in a year. Since I have been with him, Mr. Estabrooks has moved three times, each time to a larger warehouse."

SAMUEL SCHOFIELD DEAD.

Samuel Schofield, head of the shipping firm of Schofield & Co., St. John, N.B., representing the Donaldson and several other steamship lines, died last week. Mr. Schofield was a prominent member of the council of the board of trade. No man was better informed in regard to all matters pertaining to the shipping and port of St. John.

George W. Davey has purchased the old established grocery of J. Proctor & Son, Queen street, west, Toronto. Proctor & Son have been in business in that vicinity over twenty years and were highly respected. Mr. Proctor, sen., died a year ago and Mr. Walter Proctor, who has since been conducting the business, decided to devote his energy to another branch of trade.

FREIGHTS AND CHARTERS

Business through the port of Montreal during the past week has been very good. According to steamship companies there has not been a great deal doing in butter and cheese, the shipments being rather limited, but other lines have been moving out quite freely. Great quantities of grain are shipped daily. Meats also constitute a goodly portion of the cargo of many boats.

The boat at present receiving the greatest attention in shipping circles is the C.P.R. Co's Empress of Britain, which sailed from Quebec last Saturday afternoon. She took with her a large cargo, including forty-two cars of meats and six cars of cheese, as well as a large consignment of grain. The new boat was visited during its stay in port by some eighty steamship agents from Canadian and American cities. All were very lavish in their praise of her, both as a freight and passenger boat.

The old Sovereign, which was engaged, up to the time it was burned, on the Montreal-Carillon service, has been replaced by the Duchess of York. The Ottawa River Navigation Co. has made the necessary alterations in the Duchess of York, and it is thought that it will now meet all requirements.

The Richelieu & Ontario Navigation Co. has decided to make several improvements in the Montreal-Quebec service. In the Fall of this year the Quebec, now running between these two cities, will be taken to pieces and rebuilt on a model eighteen feet longer. This will place the vessel in the same class as the Montreal.

Last Friday brought with it the first accident of the season on the St. Lawrence route. The steamship Campana ran aground at St. Valier, just below Quebec. The vessel is the property of the Quebec Steamship Co., for whom J. G. Brock & Co. are Montreal agents. A thick fog was the cause of the accident. The boat was on the way to Montreal from Charlottetown and Gaspe, carrying passengers and a cargo. Little damage was done to either the boat or cargo. The boat was floated the afternoon of the same day.

The Escalona, which left Cadiz April 27, arrived in Montreal May 18 with a cargo of wine and fruit.

One of the sailings last Saturday was the twin screw vessel Canada, of the Dominion line, which left for Liverpool carrying a large general cargo including butter, cheese, and some 90,000 bushels of grain. The Canada will touch at Queenstown, Ireland. This is a departure from the regular route via Moville, the latter being the shorter passage.

It is stated for a fact that the Allan liner Bavarian has been abandoned altogether and that the boat is shortly to be sold, for the wreck which it is, to the highest bidder.

In produce circles there is a great deal of dissatisfaction over the proposed change in the sailing day of mail steamers. The British Government desires to have the sailing day from Liverpool of the C.P.R. boats changed from Saturday to Thursday, which would necessitate a change of date on this side also. The Allan boats at present sail on Thurs-

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Antwerp.	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin.	Leith.	Aberdeen.	Cardiff.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels; Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases; Canned Meats; Pail lard and small packages weighing 35 pounds or under subject to additional rates, 2,240 lbs.	12/4½	17/7½	17/6	18/6	15/9	12/4½	15/	16/	15/9	17/6	.....	16/3
Canned Goods (gallon apples, fruit, soups, vegetables, etc.), 40 cb. ft	†10/6	13/1½	15/	†18/6	13/1½	†10/6	.....	.....	13/1½	15/	.....	16/3
Oil, lubricating and other; also Wax; in barrels, 2 240 lbs.	10/6	15/9	17/6	18/6	15/9	10/6	.....	.....	15/9	17/6	.....	16/3
Oil Cake, Cottonseed Cake, Flour, Oatmeal; Cornmeal, Split-peas, Starch and Grape Sugar, in bags, 2,240 lbs	* 6/	* 8/	*10/	10/	7/6	7/6	10/6	11/6	10/	12/6	9/6	12/6
Rolled Oats, Dog Flour, Flour Middlings, in bags, 2,240 lbs,	9/3	11/	12/3	13/9	11/	9/3	13/	14/	12/6	15/9	.....	12/6
Rolled Oats and other Cereals, papered, in cases, 40 cb. ft.	7/6	10/6	11/9	8/9	10/6	7/6	.....	.....	10/6	11/3	.....	11/3
Glucose and Syrup, in barrels, 2,240 lbs	8/9	11/3	12/6	11/3	12/6	8/9	16/6	17/6	15/9	17/6	.....	15/
Cheese in boxes; also Condensed Milk, 2,240 lbs.	20/	25/	25/	25/	26/3	20/	22/6	22/	25/	25/	25/	27/6
Butter, in cases and kegs; Cheese, in crocks, boxed, 2,240 lbs	25/	30/	.....	30/	31/6	25/	.....	.....	30/	30/	30/	32/6
Seeds, Timothy and Clover, in bags, 2,240 lbs.	12/6	17/6	18/9	17/6	17/6	12/6	13/	14/	20/	.....	.....	20/
" Beans and Peas, in bags, 2,240 lbs.	8/9	10/6	11/9	12/6	10/	8/9	13/	14/	10/	.. ..	.....	12/6
Apples, Flour and Meal, in barrels, barrel	2/6	2/6	3/	2/9	3/	2/6	.....	.....	3/	3/6	.....	3/
" and other Green Fruit in boxes, 40 cb. ft.	12/6	15/9	16/	15/	15/9	12/6	15/	16/	15/9	17/6	.....	15/
" Evaporated, in barrels or boxes, "	7/6	10/6	11/3	8/9	10/6	7/6	.... ..	.....	10/6	11/3	.....	10/
" Prunes and other dried fruit in boxes, 2,240 lbs.	15/	20/	20/	20/	21/	15/	.. ....	.....	21/	21/	.....	20/
Eggs, in cases and barrels, 40 cb. ft.	12/6	15/9	17/6	15/	15/9	12/6	.....	.....	15/9	15/9	.....	15/
	.... ..	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2,240 lbs, No Primage via Montreal.

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McLaren's, W. D., Montreal.

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Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Maclure & Langley, Toronto.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Old Homestead Canning Co., Picton.
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Empire Tobacco Co., Montreal.
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Maclure & Langley, Toronto.
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Gowans, Kent & Co., Toronto.

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Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
Star Egg Carrier and Tray Mfg. Co., Rochester N.Y.

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Bradstreet Co.

Fish
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
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Doughty, A. C., & Co., London, Eng.
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Hall, R. C., & Co., London, Eng.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
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Wickes, Hamilton, & Co., London, Eng.

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Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
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Cox, J. & G., Edinburgh, Scotland.
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Kirouac, Nap. G., & Co., Quebec.
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Nicholson & Brock, Toronto.
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Western Canada Flour Mills Co., Toronto
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Codville-Georgeson Co., Winnipeg.
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Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

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MacLaren Imperial Cheese Co., Toronto
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Tees & Persse, Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
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Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
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Greig, Robt. Co., Toronto.
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Old Homestead Canning Co., Picton, Ont.
Scott, Bathgate & Co., Winnipeg.
Star Egg Carrier & Tray Mfg.Co., Rochester, N.Y.
White, Cottell & Co., London, Eng.

PRICE CONTRACTS AND THE LAW.

Judge Clute's decision that all price agreements are illegal is not relished by the members of the Wholesale Grocers' Guild, but, on the other hand, they are not convinced that the learned judge is right in his interpretation of the law. Eminent lawyers assert, after careful consideration, that it is impossible to give a definite opinion as to the intention of section 520 of the criminal code, which is the enactment in question. The Dominion Government is understood to hold strongly to the view that any sort of trade organization or agreement is legal so long as prices are not enhanced. Believing that, it is not likely the Government will undertake to alter the law this session, or until some injustice has been worked by it. The actions now before the courts against the Grocers' Guild, plumbers' supply men and dealers in some lines of hardware, constitute, some think, another good reason why the Government should not act immediately.

But surely there is no sufficient reason for leaving a law in such an indefinite state. If the Government is assured of its meaning why not make it read so that business men, and even eminent counsel, have the same assurance? The law, and especially the criminal law, should be so plain that he who runs may read.

If the Government is right about it then the wholesale grocers have nothing to fear, because, according to a careful computation on the staples they sell under agreement—constituting fifty per cent. of their turnover—they make a net loss of two per cent. That is to say, the profit on half their turnover is two per cent. less than the cost of doing business.

The issue now seems to be, make the law clear.

CIVICS AND BUSINESS

Nova Scotia business men and the New Brunswickers, too, are progressive. They have the board of trade idea and apply it in a way Ontario merchants haven't thought of yet. They make a business of civics down by the sea and thereby make civics serve business. They don't let municipal affairs go to seed for lack of a little attention. And they don't ask to be the whole thing either.

Halifax has in operation an admirable plan for co-operative effort by the municipal council and the board of trade. It is a joint committee of the board of trade and city council. But let the chairman of the board, A. M. Bell, tell the story. In his address at the first quarterly meeting of the board he said:

"During the quarter there have been ten meetings of the board of trade council, besides seven meetings of committees and on these occasions the members of the council and of these committees have tried to do things.

"Decidedly the most important committee with which the board of trade is associated is what is known as the Commercial Committee, which is composed of members of the city council and members of the board of trade in equal numbers. The existence of such a committee ensures that harmony and co-operation between these two bodies, which is so much to be desired, and provides, whenever necessary, a representative committee to deal with matters of great importance to the welfare of the city. It is through the work of this committee, of which his worship, the mayor, is chairman, that much of the work of railroad extension has been accomplished.

"Among the many matters which are pressing for solution and which are engaging the attention of the council, is the endeavor to make Halifax a manufacturing and distributing centre. In connection with this, the commercial committee has recommended to the city council that a bill be submitted to the legislature by which new industries which may be started in the city shall be free from taxation for a term of years. I am pleased to be able to report that this has passed the city council and is now in the hands of a committee that is at work on the details of the bill, and it may reasonably be expected that during the present session of the house such a law will be put on the statute books as will lead to the greater development of manufacturing and distributing industries in our city.

"An effort of a different character, but with the same end in view, is that of an experimental business trip by the manufacturers and those engaged in the wholesale trade of the city to some of the towns on the Halifax and Southwestern Railway. A committee has made arrangements with the management of the road for a special train, and as soon as the weather is more favorable it is expected that a three days' trip will be taken as far as Liverpool and Caledonia, calling at Lunenburg, Mahone and Chester, during which an opportunity will be given to discuss with the merchants of these places, problems of mutual interest to those interested in the business of the several points and Halifax.

"Your council is looking with renewed hope to the time in the near future

when Halifax will reap the benefit of its splendid position as the finest gateway of Canada on her eastern seaboard. It must be apparent to every observer that the increased size, the greater speed and the immense cost of modern steamers is causing the owners of these splendid vessels to look for ports at which they can at all times lie afloat, and load and discharge without regard to tides, and which they can approach at all times at the highest speed with the least danger. It is the aim of your council to bring the advantages of Halifax to the attention of the great railroad, the steamship corporations, and they now have under consideration a plan which they hope will be of great benefit to the port.."

The commercial committee and the experimental trip are very suggestive departures. The business trip was over a new extension of the Canadian Northern's Nova Scotia system and might be only locally applicable. The commercial committee could be copied with very valuable results in every place where there is a council and a board of trade.

Consider the situation in Toronto, for example, where business men carefully avoid municipal politics. The board of trade's influence in the conduct of civic business is a cipher and wasteful, antiquated methods are in vogue; questions and undertakings of paramount commercial importance drag on from year to year without settlement or progress. Not an alderman and, probably, not a member of the board of trade can tell the financial position of the city. The government of a municipality ought to be simply business. A commercial committee, such as Halifax has, could remove many obstacles to progress not only of Toronto, but of most municipalities in the Dominion.

RETURNED DRAFTS.

There are times when the retailer does not seem to realize his relation with the wholesaler in the matter of accepting or returning drafts, and refuses to accept a draft on account of some trivial or imaginary reason. Perhaps, if the retailer could really see the amount of work entailed, and the unnecessary expense the non-acceptance of a draft puts the jobber or wholesaler to, he would be more considerate in the matter.

Complaints come to the notice of this paper from time to time, where drafts are returned with no other explanation than "goods not yet checked over," or "drawee out of town," and in some cases simply the word "refused" is written across the back of the draft without even an explanation. Surely it is not the fault of the jobber that the goods are not checked over. To the house making the draft these returns mean the loss of 25 cents collection, the making of new entries and the reversal of every entry put upon the books in connection with the transaction. And then there is the interest due the bank on account of "drafts returned," which is a direct pecuniary loss to the house.

Sometimes an irate letter follows closely on the heels of a returned draft, claiming a shortage or an overcharge of some small amount, in some cases almost charging the house with an attempt to defraud. If the writer would be less hasty in these refusals, and, if he has a grievance, send in a letter explaining the same, there is no jobbing house of any standing whatever that would not be glad to rectify the matter. But to ignore or refuse to accept a draft, unless for some good and sufficient reason, is an act of business discourtesy and a source of inconvenience and expense to the maker of the draft.

Sometimes a draft is returned on account of a small overcharge, the retailer thinking he will commit himself by signing; but he can have little confidence in the house if he feels that by acceptance he is signing away his chance of being credited with the amount, as it would indeed be a short-sighted firm that would take such an advantage. No doubt those who return drafts freely do so without the knowledge that it causes so much trouble, but it does cause needless trouble and work.

TRADE WITH GERMANY.

Canadians, with few exceptions, approve the German surtax as a reply to Germany's unfriendly commercial attitude; but our Government should be just as ready to reciprocate a friendly overture. Germany imports large quantities of food stuffs, and under normal conditions Canada should have a share of that trade. Last year Germany imported 2,288,600 metric tons of wheat, 1,620,000 tons of barley, 354,000 tons of potatoes, 966,300 tons of oats, 928,100 tons of corn, 21,400 tons of wheat flour, $27,000,000 worth of cattle, $6,000,000 worth of beef and veal, $10,300,000 worth of pork, bacon and hams, $16,500,000 worth of butter, $6,700,000 worth of cheese and $28,000,000 worth of eggs. This is the business in which Canada should share. Indications are not lacking that the Germans feel the loss of their trade with Canada and are about ready to remove the obstacle they placed in the way. Canada could not too readily respond by abolishing the surtax.

QUEBEC WANTS MORE MONEY.

Hon. Lomer Gouin, the Premier of the Province of Quebec, is doing his best to secure an increased subsidy from the Federal Government. In fact he was a prime mover in the concerted action of the various premiers who met at Quebec and agreed together that each needed and were entitled to more money from the Dominion House. However, Sir Wilfrid and his ministers seem to have shown a tendency to evade the question at issue. With his usually strong determination Mr. Gouin took another step and used his influence with the Montreal Board of Trade to get that body to appeal to the Government. They passed a resolution in support of the provincial demands for more money.

Now, whether the action of the Montreal Board of Trade was right or not, it is a fact that whoever gets Government money and no matter how it is spent the money comes out of the people. It seems contrary to economic wisdom that there should be any principle adopted of robbing Peter to pay Paul. The history of the Provincial Government life, in the Quebec case especially, shows many an instance of riotous living. Money had to be raised on two or three occasions, and it was raised sometimes by exorbitant interest-bearing loans which tended to shatter the credit of the province and other times by round-about taxation and it has always resulted in a spendthrift policy. While Quebec is in crying need of money for a better school system, better railways, better public buildings, etc., what will be the result of a Federal subsidy increase? The probabilities are that there is a gap for the money to fill. Then, too, it is a well known human instinct to take an active interest in what one pays for and raises money by effort to obtain. Montreal City Council is at present in the midst of a quarrel owing to the announcement by the chairman of the finance committee that there are funds in abundance to keep the city roads and all its interests in good shape if the patronage system was abolished in the doings of the civic government.

MARKETS AND MARKET NOTES

Quebec Markets.

FLUCTUATIONS—
Sugar—Declined 10 cents.
Fish—Revised.

Montreal, May 23, 1905.

The jobbing trade report a very good business during the week just past. Orders have been of good size and have come from representative parts of the country. The trade generally is in a healthy condition, with the exception, perhaps, of the collecting department. It is, according to some wholesale merchants, very difficult to obtain anything in the line of cash at present. It seems that money is tied up, making it impossible for merchants to meet their bills. It is not thought, however, that this condition of affairs will last very long, and once money gets into circulation again business will be on a normal basis. Canned goods present no new features. There is not such a strong demand for tomatoes. Orders are being taken for new stock at open prices. Since the decline in sugar, merchants have shown a disposition to hold off buying, seemingly in the hopes of seeing a further decline. Molasses is practically unchanged. Reports from primary markets state that the crop is just about cleaned out. Teas, on the whole, are moving very well. Coffee and spices are unchanged. Advices from California state that indications point to a light crop of the larger and smaller sized prunes. Other lines will be plentiful, however, it is expected. Very good business is being transacted at the figures now quoted. Other lines are normal.

CANNED GOODS—Canned goods are moving out fairly well. There may be said to be a healthy demand for all lines. Tomatoes are not so strong as they have been in some sections. Already many houses are booking orders for new goods. All orders taken are at open prices. Corn and peas continue to move out quite freely. Fruits are doing very well, although sales are not at present as large as they were some time ago.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pineapples—		
2's sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " heavy syrup		1 20
2½'s " " "		1 57½
3's " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins		0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz		1 30
Gallon tins, per doz		3 02½

FISH

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		0 95
½-lb. " less than 5 cases, "		0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.		1 20
Canadian kippered herring, 4 doz. ovals, per doz.		1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz		1 00
Canadian plain herring, per doz		1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

SUGAR—There has been a decline in sugar since last quotations. This amounts to ten cents all along the line. The New York market declined the same amount previously. Merchants show an inclination to hold off buying since the drop took place. Evidently they are waiting for a firmer market.

Granulated, bbls.		$4 00
" ½-bbls		4 15
" bags		3 95
Paris lump, barrels		4 55
" " half-barrels		4 65
" " boxes, 100 lbs		4 55
" " boxes, 50 lbs.		4 65
Extra ground, bbls.		4 40
" " 50-lb. boxes		4 50
" " 25-lb. boxes		4 60
Powdered, bbls		4 20
" 50-lb. boxes		4 40
Phoenix		3 85
Bright coffee		3 80
" yellow		3 75
No. 3 yellow		3 70
No. 2 "		3 60
No. 1 " bbls.		3 50
No. 1 " bags		3 45

SYRUPS AND MOLASSES—Molasses is under fair demand locally, according to wholesalers, the better part of the business being of a sorting nature. Reports from the Barbadoes state that the market there is very strong. The crop is now practically cleared up.

Barbadoes, in puncheons		0 30
" in barrels		0 32½
" in half-barrels		0 33½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls.		0 02½
" ½-bbls.		0 02½
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

TEAS—There is little change in the tea situation this week. Japans are well sold up at the primary market and the price is 5 per cent. higher than it was after opening this year. The quality, too, it is stated on good authority, both leaf and liquor, is poorer. Fair local business is being transacted in Japans. There is some demand for China greens and China blacks. Ceylons are about the same as they were last week. Greens continue scarce and consequently high, the quality poor. Indian blacks are moving very well.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32

COFFEE—Coffees are practically unchanged locally. A fair general business is being done by some houses, while other firms say that they are doing even better than this. Reports state that Mochas are scarce and very high. Other lines, however, are about the same as they were last week.

Jamaica	0 10½ 0 11
Java	0 18 0 22
Mocha	0 18½ 0 19
Rio, No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13½

SPICES—Latest advices from the primary markets report a firm market. Locally there is nothing new. Peppers are firm as are also gingers. Usual business is being done in nutmegs.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

FOREIGN DRIED FRUITS—Reports received from California state that the outlook for the large and small size prunes is not the most encouraging, as it is expected there will be a scarcity. Other sizes, however, from present indications, will be as plentiful as usual. There is a fair volume of business being transacted at the rates quoted, which seem reasonable.

Valencia raisins have advanced considerably in the primary markets. Stocks here are very nearly cleaned up, but so far prices are not affected. Currants are unchanged. Walnuts are firm and there is no change in filberts. Tarragona almonds have advanced and are now selling at 13½c.

Valencia Raisins—	
Fine off-stalk, per lb	0 04 0 04½
Selected, per lb	0 04½ 0 05½
Layers, "	0 05 0 05½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½ 0 14
Peaches, "	0 12½ 0 14
Pears, "	0 13½ 0 15
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" ½-boxes	0 80
Royal Buckingham Clusters," ½-boxes	1 10
" boxes	3 50
" Excelsior Window Clusters,"	4 50
" " " ½s	1 3
Californian Raisins—	
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½ 0 09½
" " choice seeded, in 1-lb. pkgs.	0 08½ 0 09½
" " 2 crown	0 07½ 0 08
" " 3 crown	0 08 0 08½
" " 4 crown	

Prunes—	Per lb.
30-40s	0 09½ 0 09½
40-50s	0 08½ 0 09
50-60s	0 08 0 08½
60-70s	0 07½ 0 08
70-80s	0 07 0 07½
80-90s	0 06 0 06½
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05

Currants—	
Filiatras, uncleaned, barrels	0 05½
Fine Filiatras, per lb., in cases	0 06½ 0 07
" " cleaned	0 06½
" " in 1-lb. cartons	0 07
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

RICE AND TAPIOCA—There is practically no change in the situation of the rice and tapioca markets this week. Some firms report having ordered lots of tapioca from London which they expect to arrive any day. The price remains unchanged.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	3 05
C rice, in less than 10 bag lots	3 15
Tapioca, medium pearl	0 06½

BEANS—Beans are easier this week. There is a good demand in some quarters, while at other points there is not a great deal doing. Prices remain unchanged.

Choice prime beans	1 60 1 65
Lower grades	1 55 1 60

EVAPORATED APPLES—Evaporated apples are still selling at the high figure which has been quoted steadily for the past month or so. The best quality fruit cannot be obtained under 12½c., and supplies are limited at that price. Inferior quality goods are selling at prices somewhat lower.

MAPLE PRODUCTS—Business in maple syrup and sugar is falling off as the producing season is finished. Good orders are still being shipped, however, although most grocers have already received their stock.

Maple syrup, in wood, per lb	0 06½ 0 06½
" in large tins	0 06 0 07
Pure Townships sugar, per lb	0 07 0 07½
Pure Beauce County, per lb	0 07 0 08

HONEY—Quotations on honey are unchanged and business is reported as being about fair.

White clover, extracted tins	0 7 0 08
Buckwheat	0 06 0 06½

FISH—Dealers report an excellent business being transacted in fresh fish. All lines are in great demand and it is very often hard to fill orders from the stocks arriving. Fresh lake and brook trout are now coming in more freely but not yet in quantities sufficient to easily meet all demands. Fresh haddock are arriving in increasing lots and are now obtainable at 4½c. Fresh steak cod and grass pike are also coming in better. The season for dore is again open and this line is now quoted at 9c. Oysters have been advanced to $1.50 per imperial gallon. Salt and smoked fish are subject to the usual demand at this season.

Fresh haddock, per lb	0 04½
Fresh steak cod	0 03½
" halibut	0 08
" grass pike	0 06½
Lake trout, per lb	0 08½
Whitefish, per lb	0 09
Dressed bullheads, per lb	0 10
" perch	0 10
Weakfish, per lb	0 08
B. C. Salmon, per lb	0 17
Brook trout	0 20
Dore, per lb	0 09
Fresh frozen fish—	
B.C. salmon, per lb	0 08
Large frozen Halifax herring, per 100 fish	2 00
Smelts, large	0 08
Mackere., per lb	0 09
Sea trout	0 07
Dore or pickerel	0 07
Smoked fish—	
Haddies, fresh cured express, 15 and 30-lb boxes, per lb	0 07
Kippered herring, per box	1 00
St. John bloaters, 100 in box, per box	1 00
New smoked herring, in small boxes, per box	0 13
" " salmon	0 20
Oysters and Lobsters—	
Standards per imp gal	1 50
Oyster pails, pints per 100	0 90
" " quarts, "	1 25
Prepared fish—	
Boneless cod, favorite, 1 and 2-lb. bricks	0 06
" fish, 1 and 2-lb. bricks, per lb	0 05½
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, 100-lb. cases, per case	5 75
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl	3 50
" " " per pail	0 80
" " salmon—	
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" half bbl	7 00
" mackerel, per pail	1 80
" large green cod, per lb	0 05
" medium, " "	0 04
" small, " "	0 03

Ontario Markets.

Toronto, May 23, 1906.

ABBREVIATIONS—
SUGAR—Down 10c.
DRIED FRUIT—Prices creeping up.
BLUE FISH—10c.
PINES—About the lowest.
RHUBARB—Cheap.
CABBAGE—Scarce and dear.
POTATOES—Firm.

GROCERIES—Trade has inclined to quietness this week, with here and there a house that is "busy enough." On all lines the market is firm. Canned goods are in good demand, and sugar is said to be subject to a strong consumptive demand. Stocks here have been very light because of the market uncertainty, but there is a firmer feeling and heavy purchasing in expectation of an advance is said by sugar men to have characterized this week. Dried fruits continue firm with advances lagging behind advances abroad.

CANNED GOODS—The demand for all lines continues considerable in excess of last year. Unlike other years, light stocks, it is said, are held by retailers, who are buying steadily to meet consumption. The effect, therefore, of the advanced price on tomatoes cannot easily be gauged. While the firmness continues there is no change in quotations for the week.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf" "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	2 77½	2 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	3 25	4 00
Cherries—		
2's, red, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, " not pitted	1 92½	1 90
Gallons, standard, not pitted	7 12½	7 10
" " pitted	8 62½	8 60
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole	2 72½	2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45

Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Strawberries—		
2's, heavy syrup	....	2 00

VEGETABLES.

Asparagus, California—		
2½'s	....	3 90
2's, Canadian	3 00	....
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	....
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 50	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	1 00	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 25	1 22½
Sweet wrinkle	0 85	0 82½
Early June	0 72½	0 70
2's, standard	0 62½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal., all kinds	....	3 75
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, 5 cases and over, per doz	1 65	1 75
1-lb. " less than 5 cases, "	1 62½	1 65
1-lb. Flat, 5 cases and over, "	....	1 75
1-lb. " less than 5 cases, "	....	1 77½
½-lb. " 5 cases and over, "	....	1 10
½-lb. " less than 5 cases, "	....	1 12½
Northern River Sockeyes	....	1 55
Cohoes, per doz	1 30	1 40
Humpbacks, "	0 25	1 00
Sardines, French ¼'s	....	0 14
" ½s	....	0 23
" Portuguese ½s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haadies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 35
" 2s, "	....	2 40
" 6s, "	....	7 20
" 14s. "	....	16 80
	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 65
" 1½'s "	2 40	....

SUGAR—Prices declined 10c. Thursday last, following a similar movement in New York, and the market looked weak. But rains in Cuba interfering with the operations at most of the 164 centrals grinding has created a better feeling, and there has been some buying in anticipation of a rise. Stocks, it is said, have been light, and the consumptive demand is considerable.

In Europe last week beet showed a decline of 1½d, and the weather reports are favorable for the growing crop. The prime factor just now is the weather in Cuba. If the weather fairs and a considerable number of centrals resume the market firmness would probably evaporate. Willett & Gray say: "The shortage in the crop is now made up, the visible production to date being 1,025,000 tons, with 164 centrals grinding, against 1,002,000 tons and 69 centrals at same time last year. Several large factories, favorably located, are expected to continue working this season much longer than usual."

The world's visible supply at the close of last week was 3,640,202 tons, against 2,669,113 tons last year, an increase of 971,089 tons.

Paris lumps, in 50-lb. boxes	4 73
" in 100-lb. "	4 63
St. Lawrence granulated, barrels	4 08
Redpath's granulated	4 08
Acadia granulated	4 03
Berlin granulated	3 98
Phoenix	4 08
Bright coffee	3 88
Bright yellow	3 93
No. 3 yellow	3 98
No. 2 "	3 78
No. 1 "	3 68
Granulated and yellow, 100-lb bags 5c. less than bbls.	

SYRUP AND MOLASSES—The market continues firm, but locally there are no developments and quotations remain unchanged.

Syrups—		
Dark	....	....
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	1 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts " "	....	6 60

TEA—Locally the market is featureless, with very moderate business doing. In London there is a distinctly healthier tone. The large blending houses have decided to utilize the penny-a-pound reduction in the duty in improving the quality, the price to the consumer to remain the same. It is therefore possible that the demand will run more strongly upon medium and good liquoring descriptions. Mail advices from London for the week ending May 11 show a firm market for all except common grades in best Indian and Ceylon.

The shipments of both Indian and Ceylon to America showed a slight decrease last year from the shipments of the year before. In 1904 the shipments of India were 15,294,509 pounds—over 3,000,000 pounds more than the highest previous record. Last year the total was 13,556,647 lbs. The shipments of Ceylons to America have declined two years. In 1903 they were 20,912,445 lbs., in 1904, 19,170,457, and in 1905, 18,998,373 lbs.

COFFEE—The situation is scarcely interesting. Locally there is nothing to report. From Brazil the news is unimportant. Willett & Gray report quite full receipts at Rio for the season of the year, and state that the crop for the year will likely come up to 3¼ million bags. At Santos the receipts show signs of diminishing, and the total crop net there will not exceed 10¾ million bags. It is still too early to judge the next crop, though there are intimations that the quality will not be equal to the last.

FOREIGN DRIED FRUITS — The situation is interesting because of the firmness in lines already alluded to. Locally jobbers seem loath to advance prices in keeping with the market abroad. California dried fruits are very scarce. The trade is very bare; 60-70's are about the most easily obtained. Apricots there are none. Next season's pack is being offered at a price that means about 17c. to the retailer. The Sultana raisin quotation is slowly responding to the sharp rise abroad. Valencias are in about the same class. There is a hardening of date prices. Hallowees are very scarce, but the Sairs are said to be of prime quality.

Prunes, Santa Clara—	**Per lb.**				**Per lb.**
90-100s, 50-lb boxes	0 06½	60-70s, 50-lb boxes		0 07½	0 08
80-90s "	0 07½	50-60s "		0 08	0 09
70-80s "	0 07½ 0 07¾	40-50s "		0 09	0 09½
		30-40s "		0 10½	0 10¾

Note—25 lb. boxes ½c. higher.

Candied and Drained Peels—			
Lemon	0 11 0 11½	**Citron**	0 18 0 20
Orange	0 11½ 0 12½		
Figs—			
Elemes, per lb	0 10	0 14	
Tapnets, "	....	0 04½	
Apricots—			
Californian evaporated, in 50-lb boxes	0 13½	0 15	
Peaches—			
Californian evaporated, " "	0 14	0 15	
Pears—			
Californian evaporated, per lb	....	0 13	
Currants—			
Fine Filiatras	0 05¾ up	**Vostizzas**	0 07½ 0 08½
Patras	0 06¾ 0 06¾		
Cleaned ½c. more.			
Raisins—			
Sultana	0 05½ 0 09		
" Fancy	0 10 0 14		
" Extra fancy	0 15 0 16		
Valencias, selected	0 05½ 0 06		
Seeded, 1-lb packets	0 09 0 10½		
California, loose muscatels—			
3-crown	....	0 07¾	
4-crown	....	0 09	
Dates—			
Hallowees	0 05	**Fards new choicest**	0 09 0 10½
Sairs	0 04	" new choice	0 09½
Domestic evaporated apples		0 13	

NUTS—Like dried fruits, local prices are creeping up to the level justified by the cost of importation. Otherwise the situation is unchanged.

Almonds, Tarragona, per lb	0 13½	0 14	
" shelled Valencias	0 27	0 28	
Walnuts, Grenoble, "	0 14½	0 15	
" Bordeaux, "	0 10½	0 11	
" shelled	0 26	0 28	
Filberts, per lb	....	0 10	
Pecans, per lb	0 14	0 17	
New Brazils, per lb	0 14½	0 15	
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)			
Selected Spanish	....	0 08½	
A 1's, banners and suns	....	0 08	
Japanese Jumbo's	....	0 08½	
Virginia "	....	0 10	

SPICES — The markets everywhere are firm, but consumption being low trade will be quiet till the middle of July, when the firmness will be more evident. The accompanying quotations are on a basis of pure goods.

Spices—	Per lb.	
Peppers, blk	....	0 20
" white	....	0 30
Ginger	0 18	0 25
Cassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 40
Cream of tartar	0 22	0 28
Allspice	0 16	0 25
Mace	0 80	0 90

RICE AND TAPIOCA — Quotations of last week continue to rule.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05¼
Japan	0 06	0 07½
Java	0 06	0 07
Sago	....	0 06½
Carolina rice	0 07½	0 10
Tapioca, medium pearl	....	0 06¼
" double goat	....	0 07¼

FISH — The small quantity of lake fish that are not marketed across the line are not yet sufficient to supply the local market, and consequently prices have declined but fractionally for trout and white fish. Blue fish are now quoted.

Fresh halibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb	0 07	0 08
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal	....	1 25
Whitefish, per lb	0 09	0 10
Salmon trout, per lb	0 08	0 09
Finnan haddies	....	0 08
Ciscoes	....	1 25
Perch, per lb	0 05	0 06
Herring, large, per lb	....	0 08
" medium per lb	....	0 04
Brook trout, per lb	....	0 25
Pike, per lb	0 05	0 06
Blue fish, per lb	....	0 10

DRIED AND CURED FISH — The market is unchanged.

Boneless fish, per lb	....	0 05
Cod fish, 1-lb. bricks	....	0 07
Quail-on-toast, per lb	0 05½	0 60
Pitched cod fish, cases of 100 lbs	....	6 50

BEANS—Prices are unchanged.

Beans, handpicked, per bush	1 85	1 90
" prime, No. 1	1 70	1 75
" Lima, per lb	0 06½	0 07

HIDES AND WOOL—The market is steady with little change in the situation. Prices are unchanged from last week.

Hides, inspected, steers, No. 1	....	0 11
" " " No. 2	....	0 10
" " cows, No. 1	....	0 10½
" " " No. 2	....	0 09½
Country hides, flat, per lb	0 09	0 10
Calf skins, No. 1, city	....	0 14
" " No. 1, country	....	0 13
Dekins	0 80	0 90
Sheep skins	1 50	1 85
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb	0 04½	0 05¼
Pulled wools, super, per lb	....	0 25
" " extra "	....	0 27
Wool, unwashed fleece	0 17	0 18

B. C. Markets

In groceries the firm and increasing prices of California dried fruits continue to attract attention. Of course it is presumable that the recent disturbances in California have had a strong effect on the market. It is to be noted, too, that the 1905 pack is about cleaned up. In very few weeks new crop packings will be offered. It is therefore because of the clean-up that stocks are better sized up, and shortages noted. In every line an increase of price is quoted. White cooking figs are quoted 1c. higher; prunes, all grades, are up fully ¼c., and are likely to go up again. Cots are up very high, 15c. being asked per pound for choice stock here. Raisins are up about ½c., the quotation being 9½c. to 10c. for choice and fancy stock. The increase in this line is not so strong on account of light demand at this season.

Canned goods stand firm, as for some time past. Demand is fair and anticipation of early northern traffic is causing orders to be prepared for shipment. The only change to note is a rise in tomatoes, which are now selling at $1.50 per dozen, though even that is lower than they could be laid down for on present eastern basis. Canned fruits are firm, but no increase is noted.

* * *

In produce hams and bacon show an upward tendency, being now quoted at 17½c. per lb. The season of big demand is arriving and the trade is not over well supplied with stock. The main proportion is imported, of course.

The eastern creamery butter supply is kept down by the fact that local stocks continue to increase and nearly fill the market. The local fresh dairy butter is quite a factor, too. Prices asked are 25c. for local creamery and 22½c. to 23c. for local fresh dairy. Eastern creamery brings about the same as local creamery.

There are some eastern eggs on the market selling for 23c., but local fresh stock is plentiful yet. It is bringing 25c. and 26c. per dozen. A small quantity of fresh eastern cheese has been received and sells at 15½c. and 16c. per lb. It will likely go down in price next shipment, the season advancing.

* * *

Everyone held potatoes to bring a fancy price, but there has been disappointment, for the expected shortage did not materialize. There has always been a good supply, and the quality is very fair, too. The price quoted for Ashcrofts is $25 per ton; for local lower mainland from $14 to $18 per ton. New potatoes, imported from California, are now quoted at 5½c. per lb. Local new potatoes are expected in shortly. Many lines of fresh bunch vegetables, such as radishes, onions, parsley, etc., are in liberal supply. From California, now that disturbances are over, shipments are regularly received. Cabbage has been brought in by the car, and the general price is 3c. per lb. String beans at 20c., green peas at 10c., asparagus at $2.75 for 15-lb. crate, cucumbers at $2.25 per doz., cauliflower at $1.75 per doz., are some of the lines of imported fresh vegetables. Lettuce is local and is still $1.50 per crate.

Rhubarb is plentiful from local sources at 3c. per lb., or $1.25 for 40-lb. crates.

* * *

In fruits, cherries and strawberries from California are the new features. The former bring $2.50 and $2.75 for 10-lb. boxes. Berries in 24-lb. crates are $5.50, and in 15-lb. crates $2.75 and $3 per crate. The cherries are so far all black tartarians. Reports from the local crop of strawberries indicate that it is going to be very good. It will hardly come in before June 1. Hood River, Oregon, is sending a few into the market already.

Oranges are becoming higher every week. Navels are, of course, almost out for the season. They are being followed rapidly by Mediterranean sweets and Valencias, with a few St. Michaels already in the market. Prices quoted are $3.75 to $4.50 for navels; $3.75, $4, $4.25 and $4.50 for valencias; Mediterranean sweets, $4; St. Michaels, $4.50 and $4.75. Lemons are quoted at $4.25 and $4.75 for choice and fancy. Bananas are held at 5½c. per lb. They have been coming forward of late rather green, and the past week's backward weather has not helped to mature them.

Local apples are practically off the market. The only good stock now in are imported Winesaps from Washington and Oregon. They are sold at $3.75 to $4.50 per box. The Oregon box is a little larger than that used in the Okanagan. Very few Tasmanian apples were received by the last Australian steamer, owing to short crop in the Antipodes.

N. S. Markets.

Halifax, N.S., May 22, 1906.

A record low price for strawberries at this season of the year prevailed here this week. American berries sold as low as fifteen cents a box. The berries were of very poor quality. A slightly better berry could be had for twenty cents per box, but the price is remarkably low for strawberries of any quality at this season. Trade generally is steady throughout the province, with prices very firm. The demand for canned goods continues very heavy, and there appears to be sufficient stock on hand to meet all requirements. Peas, beans, tomatoes and corn are the leaders. There is not so good a demand for preserved vegetables as in other seasons at the same period. This fact is accounted for by the bountiful supply of fresh vegetables in prime condition now on the market. Potatoes did not Winter any too well, and the stock now held is light. The New Brunswick and Cornwallis potatoes on the market find a ready sale.

BUTTER—The local receipts are increasing slightly, and as a result the price is easing off a little. During the week the farmers marketed quite a lot of fresh made butter, the best of which sold from 23c. to 25c. per pound. The poorer quality sold around 21c. and 22c. Some of the retailers have also dropped the price of creamery prints to 25c. Very few rolls are now on the market. The supply of creamery is not quite up to expectations.

EGGS—The demand for eggs continues good. There is no change in either the receipts or the price. Nova Scotia eggs are quoted at 17c., and Prince Edward Island stock at 16c. to 16 1-2c. The jobbers do not expect that the price will go any lower.

FRUIT—The market is well supplied with seasonable fruit. The Jamaica oranges, which are very small, are quoted at $6; Valencias, 714, at $6.50; 420, large, $5.50; ordinary, $5. Californias range from $4 to $4.50, and Mediterranean from $3.75 to $4. Lemons are quoted at $3 to $3.50, and bananas from $1.75 to $2.25. The quality of the latter has improved greatly.

N. B. Markets.

Office of the Canadian Grocer,
St. John, N.B., May, 1906.

Business is good. The lumbermen in particular are happy. As a rule each Spring, through lack of water, a large quantity of logs are hung up in the rivers. It looks this year as if not only those hung up last year would come out, but all of the present season's cut. As the outlook is for high prices the situation is extremely favorable. The farmers are not quite so fortunate. The Spring is backward, the weather has been cold and wet, and roads are still bad. In markets there are no particular changes. Prices are generally firm. The quantity of molasses so far imported, particularly Barbadoes, has been large. It looks as if this would be a record season.

OIL—This is the quiet season, but dealers continue busy. Orders are already booked for Fall illuminating. While shipments of it are light, lubricating oils are active and there is much competition. This year there is a very heavy demand for gasoline, which is largely new business. Paint oils are also in large demand at high prices.

SALT—Considerable stocks of Liverpool coarse salt are held. Sales have been good. Prices are rather firmer. In fine salt there is improved demand.

CANNED GOODS—The situation is unchanged. Corn is held in full supply. Peas continue low. The supply of tomatoes is limited, but while prices are firm at the advance, there is no further change. In fruit there is a steady business. Gallon apples are higher. Peaches and strawberries firmer. Salmon is firmly held, and there is a fair demand. Lobsters are high. Meats have an improved sale. American goods are being pushed. In domestic fish the situation is unchanged. Some sardines are still held, and there is little else.

GREEN FRUIT—Business is very active. Bananas are in heavy demand. While local prices are unchanged, the market is very firm. Oranges are firmly held. Messinas are chiefly offered in half boxes. Some very nice Jamaicas are seen. Lemons are firmer. Best apples are high. Poor fruit sells slowly. Strawberries are quite freely imported. Now that native rhubarb is here, prices are lower.

DRIED FRUIT—California prices are quoted earlier this year than usual. Raisins are well below last season's figures. Valencias, and particularly Malagas, are quite a factor here. Prunes are about the same as the early figures of last season. Considering the market will be bare, present prices should be attractive. Apricots and peaches are quoted high, particularly apricots. In spot goods prunes are very scarce. Apricots and peaches high. Dates higher. Peels are high. Evaporated apples are very scarce. Onions are lower.

SUGAR—Prices are off ten cents. The market is, however, considered fairly firm. There is a good demand.

MOLASSES — Since the last report there have been quite large arrivals of Barbadoes. Prices are higher and firmly held. Fancy continue to have a large sale. The importations of Barbadoes will be the largest for years. Further lots of Porto Rico are shortly expected. Importations will not be large.

FISH—The quantity of gaspereaux so far caught has not been large. A few shad are seen; there is also an occasional salmon. It is still early. Lobsters are quite plentiful. Dry fish are still high, though rather easier. Smoked herring are rather dull. Pickled herring are high.

FLOUR, FEED AND MEAL—While there is no further change in flour, the market is very firm. Feed is still quite high, and there is rather less demand. Oats are high. Oatmeal is unchanged. Cornmeal is easier. There are now three mills here. Beans are rather dull. Prices are firmer, particularly for hand picked. Barley and peas are dull. In seeds a fair sale is reported. Prices are unchanged.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

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Manitou—J. A. Jacobs, secretary.

Morden—Harry Meikle, secretary.

Melita—W. Hamelin, secretary.

Napinka—J. Kaiser, secretary.

Portal—N. D. McKinnon, Weyburn, chairman; E. P. Krogh, Newdale, secretary. Executive—S. Johnson, Rouleau; S. J. Taylor, Yellowgrass; J. Anderson, Milestone; J. E, Conant, Albright.

Red Deer—L. C. Fulmer, secretary.

Regina—J. W. Smith, chairman; T. B. Patton, secretary.

Souris—W. G. McLaren, chairman; J. McCuish, secretary.

Stonewall—W. H. Morgan, secretary.

Shoal Lake—C. E. McGrath, secretary.

Virden—E. J. Scales, secretary.

* * *

Several new sections have been formed during the last fortnight and in others the organization has been completed.

The Crystal City section has been organized, and it now includes eighteen merchants from the towns of Crystal City, Cartwright, Mather, Clearwater and Pilot Mound.

The new Carman section includes the towns of Carman, Sparling, Elm Creek and Roland. There are 22 merchants in this section.

The Manitou section includes the towns of Manitou, Darlingford, La Riviere, Snowflake and Mowbray. There are 15 merchants in this section.

Organization has been completed in the Boissevain section, and it now includes Boissevain, Whitewater, Deloraine, Medora, Napinka, Dunrea, Killarney, Holmfield, Minto, Margaret, Ninette, Elgin and Ninga. This is one of the strongest sections in the association, and it is working well. Harmony prevails and dealers are seeing the tangible benefits of membership in the association.

* * *

W. G. McIntyre has succeeded T. J. McCammon as secretary of the Moose Jaw section.

* * *

The Winnipeg butchers' section of the association at a recent meeting voted $100 as a subscription for the relief of the San Francisco sufferers.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Wednesday, May 23, 1906.)

FLUCTUATIONS—

Sugar—Declined 10c. per cwt. east Moose Jaw.

Clark's Roast Beef — Advanced 5c. per doz. for 1's, and 10c. per doz. for 2's.

In sympathy with a similar decline in New York, all refined sugars were reduced 10c. per cwt. last week after The Canadian Grocer had gone to press. This decline applies to all points west of the B.C. boundary, but does not go into effect on the other side of the boundary. California fruit houses are quoting local jobbers now for October deliveries of prunes and raisins. Contrary to expectations, the opening quotions on raisins are lower than last year, and prunes also show a slight decline. No other fruits are quoted yet. California dried fruits now in stock are held firmly at present high prices. General business is active, and collections show a marked improvement as compared with last year.

CANNED GOODS—From advices received from the Pacific Coast it is believed that very little of the best sockeye salmon will be packed in tall tins this season, the reason being that the demand outside Canada is almost entirely for the flat tins. Humpbacks, cohoes and the late run sockeyes will be packed in tall tins as before. Indications point to higher prices than last year. Clark's roast beef has been advanced 5c. per doz. for 1's, and 10c. per doz. for 2's. We quote :

FRUITS.

	Group No. 1.	Groups No 2 & 3
Apples—		
gallons, per doz.	3 35	3 30
3-lb. "	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Lawtonberries—		
" "	3 83	3 78
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries—		
new "	4 00	4 25

VEGETABLES.

Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 53	1 48
(No. 3) 2's "	1 68	1 63
Succotash—		
2's "	2 63	2 58
Tomatoes—		
All groups, per case	2 80	2 95
Salmon, Fraser River sockeye, per case		6 25
" Skeena River, " "		6 00
" River s Inlet, " "		5 90
" Red Spring, " "		5 75
" humpback, "		4 10
" cohoes, "		4 85
" Clover Leaf, Fall delivery, 1 to 4 cases.		6 30
" " " 5 to 9 cases.		6 20
Pork and beans (V.C.P. Co.), 1's, per doz.		1 25
" " 2's, "		1 90
" " 3's, "		2 60
Clark's 1 lb. plain, per case		2 10
" 2 " " "		1 80
" 3 " " "		2 20
" 1 " tomato sauce, per case		2 30
" 2 " " "		1 85
" 3 " " "		2 40
" 1 " Chili " "		2 30
" 2 " " "		1 95
" 3 " " "		2 40
Soups (Van Camp's), per doz.		1 25
Canned chicken (Man. Can, Co.) per doz.		3 25
" turkey " "		3 25
" chicken (Aylmer), per doz		3 30
" " (Delhi), "		3 20
" turkey (Aylmer)		3 30
" " (Delhi)		3 20
" duck (Aylmer)		3 30
" " (Delhi)		3 20
Corned beef " 2's "		2 75
" " 1's "		1 55
Roast beef (Man. Can. Co.), 2's, per doz		2 75
" (Clark's), 1's, per doz		1 55
" " 2's, "		2 65
Potted meats, ½'s, per doz.		0 55
Veal loaf (Libbey's), ½ lb., per doz.		1 25
" 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 50
Lunch tongue (Clark's), 1's, "		3 45
" (Aylmer), 1's, "		3 00
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.		1 80
" " " 1-lb. tins, "		3 10
" " " 1-lb. glass, "		3 35
Chipped " " ½-lb. tins, "		1 45
" " " 1-lb. tins, "		2 50
" " " 1-lb. glass, "		3 05
Sliced bacon, " 1-lb. tins, "		3 10
" " 1-lb glass, "		3 25
Corned beef (Clark's), 1-lb. tins, per doz.		1 50
" " " 2-lb. "		2 65
Lobsters (new), ½-lb. flats, per 8-doz. case		16 00
" " ½ lb. talls, per 4-doz. case		10 25
" " 1-lb. talls, " "		14 50

SUGAR—As noted above, there has been another decline of 10c. per cwt. in refined sugar, applying to all points as far west as the B.C. boundary.

Montreal granulated, in bbls.	4 75
" " in sacks.	4 70
" yellow, in bbls.	4 35
" " in sacks.	4 30
Wallaceburg, in bbls.	4 65
" in sacks.	4 60
Berlin, granulated in bbls	4 65
" " " sacks.	4 60
Icing sugar in bbls.	5 35
" " in boxes.	5 55
" " in small quantities.	5 95
Powdered sugar, in bbls.	5 15
" " in boxes.	5 35
" " in small quantities.	5 60
Lump, hard, in bbls.	5 45
" " in ½-bbls.	5 55
" " in 100-lb cases.	5 45
Raw sugar.	4 50

On Tuesday sugar advanced 10c. again from Moose Jaw west to British Columbia.

SYRUPS AND MOLASSES — As noted last week, there has been an advance in New Orleans molasses

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per gal.	0 40
New Orleans molasses in ½-bbls, per lb.	0 03½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" ½ gal. bets., each	2 25

COFFEE—

Whole green Rio, per lb.	0 10½ 0 11
" roasted " per lb.	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MATCHES—Prices are steady at advanced quotations noted last week.

	Per case.
"Telegraph,"	4 75
"Telephone"	4 65
"King Edward"	3 35
"Head Light"	4 20
"Rising Star"	5 50
"Eagle"	1 95
"Victoria"	3 10
"Silent," 200's	2 20
" 500's	4 70

FLY PADS, ETC.—Wilson's fly pads are quoted this year at the same price as last, viz., $3 per box or 3 boxes for $8.40. "Tanglefoot" is also unchanged, the quotations being 45c. per box or $4 per case of 10 boxes.

FOREIGN DRIED FRUITS — California fruit houses are quoting local jobbers on October deliveries of raisins and prunes. Opening quotations on raisins indicate a decline as compared with last year. Prunes are also slightly lower. These are the only fruits on which quotations have actually been made, but higher prices for apricots are confidently predicted as the crop is undoubtedly short.

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs).	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 35 1 50
" " selected	1 60 1 75
" " layers	1 70 1 85
California raisins, muscatels, 2 crown, per lb.	0 09
" " 3 "	0 09½
" " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 09
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 10½
" " fancy seeded, 1-lb. packages, per package	0 12
Prunes 10-120 per lb.	0 07½
" 90-100 "	0 08
" 80-90 "	0 08½
" 70-80 "	0 09
" 60-70 "	0 09½
" 50-60 "	0 10
" 40-50 "	0 10½
" choice silver, per lb.	0 11
" silver, per lb.	0 08
Currants, uncleaned, loose pack, per lb.	0 05½
" dry cleaned, Filiatras, per lb.	0 06
" wet cleaned, per lb.	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb.	0 05½
Figs, cooking in taps and sacks	0 05½
" " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb.	0 16½
Apricots, standard in 25-lb. boxes, per lb.	0 16
Slab apricots in 25-lb. boxes, per lb	0 15
Peaches, choice, per lb.	0 15½
" standard "	0 15
Pears, choice (halves), per lb	0 16
" standard "	0 15
Plums, choice (dark pitted) per lb.	0 12½
Nectarines, choice	0 14½

CANDIED PEELS—

Lemon, per lb.	0 11½
Orange "	0 11½
Citron "	0 20
Mixed, in 1-lb drums per doz.	2 30

EVAPORATED AND DRIED APPLES—Evaporated apples are selling at 13½c. per lb. in 50-lb. boxes. Dried apples are quoted at 9c. per lb.

BEANS—No. 1 white beans are quoted at $2.05 per bushel, and No. 2 at $1.90.

NUTS—

Almonds, per lb.	0 12½
" (shelled), per lb.	0 28
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 30
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " " "	0 12
Allspice, " " " 5 11½	0 15
Ginger, in 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb.	0 70

WHOLE SPICES.

Black pepper, per lb.	0 13
White pepper, per lb.	0 25
Cinnamon (ordinary), per lb.	0 18
Cinnamon (extra choice), per lb.	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb.	0 10
Allspice, per lb.	0 08½ 0 10
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz	2 50
" " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb	0 10

SAUCES—

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz	1 90

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO—Tapioca still maintains the high price quoted now for some weeks.

Japan rice, per lb., cwt. lots		0 05⅝
" " 50-lb. lots		0 05½
Rangoon rice, per lb	0 04	0 04½
Patna "		0 04½
Tapioca, per cwt	7 25	7 50
Sago, per lb		0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

OATMEAL AND CORNMEAL — As noted last week, there has been an advance of 10c. per sack on cornmeal.

Rolled oats, 80-lb. sacks, per sack	2 05
40-lb. " "	1 05
20-lb. " "	0 54
8-lb. " "	0 25
Granulated oatmeal, per sack	2 55
Standard " "	2 55
Cornmeal, "	70

GREEN FRUITS—Oranges and lemons are advancing owing to advices from California, and higher prices will be announced in a few days.

Fancy Cal. blood oranges, 200's to 250's	5 00
" " " 324's to 360's	4 50
Fancy Cal. navel oranges, 96's	4 00
" " " 112's	4 25
" " " 126's	4 50
" " " 150's	5 00
" " " 176's to 324's	5 50
Lemons, 300's and 360's	5 00
Strawberries, quarts, per 2 doz. cases	5 00
California cherries, per box	4 00
Bananas, per bunch	3 25
Apples, Ben Davis, per box	3 00

VEGETABLES—

Rhubarb, 40's, per box	2 00
Asparagus per box	2 50
Florida tomatoes (6 baskets to crate), per crate	3 60
Onions, Egyptian, per lb	0 04
" native, per lb	0 03
Lettuce, new, per doz.	0 45
Radishes, new, per doz.	0 45
Onions, new, per doz	0 45
Parsley, new, per doz	0 45
Cabbage, new, per lb	0 05
Cucumbers, new, per doz	2 00

BUTTER—Creamery butter is in good supply at present and is selling to the trade at following prices :

Finest fresh creamery, in 56-lb. boxes		0 21
" " in 28-lb. boxes		0 21
" " in 14-lb. boxes		0 21
" " in 1-lb. bricks (eastern)		0 25
" " " (western)	0 21	0 23

Local produce houses are paying 14c. per lb. for No. 1 dairy and 10c. for No. 2 dairy delivered in Winnipeg.

CHEESE—Prices are declining.

Finest Ontario, large	0 13
" Manitoba, large	0 12½
" " twins	0 12½
" " small	0 12½

LARD—Tierce basis is now 11¾c. per pound.

Tierce basis, per lb	0 11¾
Small packages take the following advance :	
50-lb. tin cans, per lb	0 00¼
20-lb. tin pails, in 80-lb. cases, per lb	0 00⅜
10-lb. " in 60-lb. "	0 00⅜
5-lb. " " "	0 00⅜
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00⅜

CURED MEATS—

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19
Backs, " " "	0 16
Hams, light, 10 to 12 average	0 15
" medium, 14 to 16 average	0 14¾
" heavy, 20 to 30, for slicing	0 14¾
" heavy skinned, 20 to 30 for slicing	0 14¾
Picnic hams, light, choice, 6 to 8	0 11¼
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 15½
" " clear bellies, 12 to 14	0 15
Clear backs, b bacon light	6 14½
" b bacon 12 to 14	0 14½
Spiced rolls, long if in stock	0 15
" short	0 13
Dried beef ham, sets	0 11½

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear	0 12½
" " " smoked	0 13½
" " " boneless backs	0 12½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
" " per ½ bbl	11 50
Standard mess pork, per bbl	22 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb 0 03½
" hocks, " " 0 04

CHEESE AND BUTTER BULLETIN.

The new season for cheese and butter has now fairly well opened, and, as was to be expected, prices of the new product are high and therefore remunerative for the farmers; the season's prospects are, however, as yet shrouded in mystery.

Our season is undoubtedly backward, and, owing to the lack of snow last Winter, our pastures are in poor condition. What the country is now mostly in need of is warm rains; we must have good grass to make good cheese and butter.

In most sections the dairy cows are now turned out during the day and housed and fed over night; the flow of milk is thus kept up, but the quality is as yet weak and foddery.

Last season's make of cheese was insufficient for the natural consumptive demand. Prices rose to a high point in consequence; the new season's make was wanted, and full prices are ruling today. This has stimulated farmers to extra feeding of their stock, with the result that receipts of both cheese and butter, and also the exports, show a marked increase over last year's figures. Whether this means an increased number of dairy cows, or is just the result of extra feeding to produce more milk, is not clearly established at present, but it is quite probable that both these causes may be accepted.

The dairy industry has undoubtedly been profitable for the farmers for the past two years. It is therefore only natural to suppose that the farmers have increased their dairy stocks and, further, getting good prices for the product of their milk, they are probably feeding their cows to get as much milk as possible at this season.

Receipts of cheese at Montreal since May 1 were 82,875 boxes against 46,908 boxes for the corresponding period of last year. The receipts of butter since May 1 were 28,056 packages against 20,349 packages for the corresponding period of last year. These figures show a wonderful increase of production of both cheese and butter, especially if the very backward season is taken into consideration, and only an increased number of dairy cows and also extra feeding of the dairy stock can be accounted responsible for this increase of production.

Meanwhile, British markets are bare of supplies and no matter what the price may be, they have some of our goods to supply their trade, but, if this increase in production continued, and probably augmented, when the condition of pastures improves we may get an over supply and consequently much lower price later on.

At present it looks like another season of high prices for both cheese and butter, but, whatever the market prices for cheese or butter may be, the farmers always get the best end of it; they get cash for their products and run no risk of losses.

The winding up of last season brought some disappointments to late holders of goods, as they did not realize the generally expected extreme high prices. The weakening and consequent decline in prices was undoubtedly caused by operators on this side, who, in their eagerness to dispose of the early fodder goods, kept offering them over the cable at rapidly declining prices. This resulted in bringing out a demand considerably in excess of the meagre supplies and the consequence was, a sharp reaction in prices at a time when a gradual lowering of prices should have taken place. Stocks in Great Britain are light and the consumption does not stop, but the fear of a big drop in values makes dealers cautious, so that present trading is only from hand to mouth, which policy is likely to be kept up until real full grass June goods come on the market.

There is quite a rupture at present between the Eastern Townships Dairy Association of Cowansville and the Montreal Produce Merchants' Association, the former being altogether too aggressive and offensive. The latter concluded to keep away from the old board and get up a new one, the main point at issue being "Montreal inspection" against "factory inspection." Owing to the large area, the latter is too expensive for Montreal merchants and they naturally feel that the producers should have sufficient confidence in them to concede this point. In the present age of keen competition for goods and trade, the Montreal merchants would not be likely to take unfair advantage of the men in the country ; in fact, it has been proven that Montreal inspection was in many cases fairer than factory inspection to the farmers, and a large number of creamery and cheese factory salesmen fully realize this, so that they are quite willing to join hands with their Montreal customers in establishing a new board at Cowansville, based on fairer business principles. A limited faction of the old board are still holding out, but if they find themselves left by the buyers, they will probably come around and join the board where they can readily dispose of their goods.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

AGENCY WANTED

LONDON agent, with great experience of the provision trade and thorough knowledge of the produce markets of the United Kingdom, is open to accept agency. Address, Fenwick, 3 Duke street, Tooley street, London, Eng.

A WELL-KNOWN firm of manufacturers with a complete organization, calling regularly upon and doing direct business with every good class grocer (wholesale and retail) in the United Kingdom, is open to negotiate for the representation of a high class grocery article on commission or buying terms Address "Agency," c/o Street's, 30, Cornhill, London, England. (21)

TO THE TEA TRADE

A 2,000 LBS. TEA BLENDER — In first-class working order; a 24-inch roller, milling machine, adjustable for hand or power use; also four "Ideal" packing machines, almost new. All the above to be sold at a bargain. Write for prices and particulars. Box 115, CANADIAN GROCER, Toronto.

NEW ZEALAND EXHIBITION.

We are prepared to supervise and give attention to exhibits at the New Zealand International Exhibition, and accept agencies for New Zealand.
Goods bought, or sold on commission.
ALFRED TYREE & CO., Ltd.,
Wholesale Merchants and Manufacturers' Agents,
CHRISTCHURCH
Also at Dunedin, Wellington, and Auckland, N.Z.

SITUATION WANTED.

YOUNG MAN of 30, good address, experienced grocery traveler at present traveling in B.C., desirous of going to New Zealand would take charge of exhibit at New Zealand exhibition and afterwards represent firm on salary or commission basis; has had experience in this line of work. Address, Box 117, CANADIAN GROCER, Toronto.

WANTED—By University student, position for summer as traveler. Three years in grocery store. Box 116, CANADIAN GROCER, Toronto.

Expert Bookkeeping

Investigating and auditing of all classes of accounts undertaken. Trading, profit and loss and balance sheets prepared. Set of books opened and office system devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT
Chartered Accountant
371 Elgin Avenue, Winnipeg

BUSINESS CHANGES.

A. S. Branston, grocer, of London, has sold out.

A. Broadhead Baker, of Ottawa, intends to move to Battleford, Sask.

Geo. W. Davey, grocer, of Toronto, has sold out to J. L. Scott.

W. D. Christie, flour, etc., Kemptville, Ont., has assigned to T. K. Allan.

Robt. Martin, general merchant, of Sudbury, is advertising his business for sale.

R. C. George, grocer, Port Arthur, Ont., has been succeeded by Shaver Bros.

Chas. H. Knowles, confectioner, Hamilton, Ont., has sold out to Mrs. Geo. Askew.

S. P. Hope & Co., general merchants, Adamsville, Que.; Moore Kelly sole partner.

N. Wickett, general merchant, New Liskeard, Ont., has been succeeded by F. Heasman.

E. T. Bush, dry goods merchant, of Winnipeg, Man., has sold his stock to M. Halperin.

The Canadian Grocer's correspondent at Ottawa has been informed officially there will be no change in the Criminal Code this session.

G. C. KOOPMAN

Commission Merchant,
Agent and Broker
AMSTERDAM AND ROTTERDAM

Offers on demand
All Products of the Dutch Colonies (East Indian)
AS
COFFEE, TEA
SPICES of all kinds
GUMS for Varnish Manufacturers
COCOA, COCOA BUTTER
Cassia Vera, Chinchona-barks, Rattans, Drugs, etc.

Also COCOALINE (substitute for Cocoa Butter)
VEGETALINE (Vegetable Butter)

Agents wanted everywhere in Canada.

WE GIVE advances of 75% against documents on consignments of all Canadian Produce fit for this market. Ask for reports about every article you wish to sell.

AND HOW ABOUT YOUR

FLAVORING EXRACTS?

You may not sell many—but—see that those you do sell are the best procurable and your repeat orders will come easy.

GOLD STANDARD FLAVORING EXTRACTS

"guaranteed the best," represent perfection in extract manufacture: The best ingredients, the most improved methods, producing the finest results.

WRITE US FOR QUOTATIONS

The Codville-Georgeson Co.
Limited
Winnipeg, Man.

FOR OVER 20 YEARS

in the Commission Business in

WINNIPEG

If you are not represented in Winnipeg or Calgary, place your goods with a live and progressive Commission House. We sell exclusively to the wholesale trade in the West. Storage for all kinds of goods. Cars distributed.

NICHOLSON & BAIN
WINNIPEG and CALGARY
Wholesale Commission Merchants and Brokers. Est'd 1889

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

From Top to Bottom

of this list, each and every article is benefitted by a liberal use of BON AMI, the cleaner and polisher at one operation.

These articles are to be found in every home, which shows the wide field of utility of BON AMI.

Therefore you run no risk in ordering BON AMI. It is bound to sell because every one wants it.

Agents in Canada:

HUDON, HEBERT & CIE.

Montreal.

The most liberally managed firm in Canada.

BON AMI

TRADE M'RK

Cleans all Surfaces
Polishes all Metals
Wears out neither.

GLASS and PORCELAIN
- Windows
- Mirrors
- Show Cases
- Lamp Shades
- Chimneys

METALS
- Brass
- Nickel
- Copper
- Tin
- Silver
- Gold

CELLULOID

MARBLE WORK

WOOD WORK

OILCLOTH

PAINTED SURFACES

BON AMI

TRADE MARK

Cleans all Surfaces
Polishes all Metals
Wears out neither.

PRODUCE AND PROVISIONS

OUR LONDON LETTER.

(By Our Own Correspondent.)

There is very little change to report in the position of the London produce markets. There is a good demand for colonial butters, considering the time of the year, and this is due, in all probability, to the fact that British and Irish butters have been curtailed in their production by the coldness of Spring and inclemency of the weather. Fortunately for home farmers, however, the temperature has risen within the last few days, and the change from cold to heat will be sure to have a beneficial effect upon pastures.

Meanwhile, choicest parcels of colonial butter are in demand, and secondary grades are finding a better market. Receipts have been small during April as compared with March, statistics showing that there was a decline of 87,000 boxes. Since July 1, 1905, to date, more than 2,000,000 boxes of colonial butter have been received into the United Kingdom. Of these 575,000 boxes came from Canada, 511,000 from New Zealand, and 982,000 from Australia.

Know the Markets.

Now that the Canadian butter season is drawing nearer, shippers will do well to gather as much information as possible about the individual requirements of each of the various British markets. In addition to the information which was published in the London letter of last week as to the coloring of butter, the additional advice is to hand that in Leeds and Hull consumers discriminate in favor of butter of a lighter shade. They prefer, also, to have less salt than the amount usually used by Canadian makers. In this district there is a ready market for Canadian hay in competition with the Dutch product.

High Commissioner Busy.

The high commissioner for Canada is circulating amongst the trade here an interesting paper on water in butter, wherein he states that well-made butter should not contain more than 15 per cent. of water, and should not, in reality, approach the Canadian limit of 16 per cent. About two years ago he analyzed samples of butter from various parts of the Dominion, and found the average of water to be 12.3. This Lord Strathcona considers satisfactory. What he has stated in this pamphlet he has confirmed in his evidence, quite recently, before the select committee on butter adulteration, now sitting at the House of Commons. He declared that he was against the addition of moisture to the butter, which was certainly being done at present, and he would make such practices a penal offence. Canadian butter should be sold for what it is, and if that were done he believed that exports of Canadian butter to this country would increase more than they had done in the past. He added that there were no margarine factories in Canada, as far as he knew.

Cheese Market.

There is little or nothing new to report in the state of the cheese market. A fair trade has been done and values remain unchanged. Receipts of Canadian cheese have been on a small scale, and stocks in warehouse are steadily decreasing. It is understood, however, that larger supplies may be expected before long. Meanwhile, the consumptive demand remains quiet, grades of "white" cheese having a slight advantage over colored. Stocks of New Zealand cheese are on a rather small scale.

The bacon market is very unsettled, and altogether on an unsatisfactory basis. In the early part of the week the demand was at its lowest. Prices were put away down to a most tempting figure, but buyers, in view of the bad consumptive demand, would not accept. During the last two days there has been a little more buying done, and the best that can be said is that things were no worse at the end of the week than at the beginning.

THE PROVISION SITUATION.

The produce market now has its gaze fixed on September and after. It is expected that then the supply of hogs will assume normal dimensions. It is now about 60 per cent. of normal and for the present shows no tendency to advance, and prices remain firm. At Toronto the live weight price is $7.40. Even with the decreased supply of hogs about 75 or 80 per cent. of the products are exported.

The domestic market remains very firm and then the provision men's margins are not as large, it is said, as when the output is large and prices are normal. Stocks are low and the season of consumption is at hand. Reports indicate a good demand throughout the Dominion for pork products.

NEW BUSINESS FOR SYDNEY, N.S.

Another evidence of the forward movement in Sydney, N.S., is the opening up of a branch there of the Maritime Dairy Co., Ltd., of Sussex, N.B. The company have leased a store for a term of years. It is proposed to carry in stock a large supply of the products of the company for the trade of Cape Breton Island.

The company manufactures creamery butter, having 28 factories and buying from six thousand farmers living along the St. John and Kennebecasis rivers and through the counties of Kings, Albert, Queen's and Westmoreland. They also manufacture cheese, pork products. They can peas and corn and can butter for the West Indies, Mexico and South America. They also manufacture ice cream which is sold all over the Maritime Provinces.

J. D. Frier, the manager of the company, is in Sydney completing the preliminary work in connection with opening the branch. A. J. Hart will be the manager of the Sydney branch.

MANIPULATING CANADIAN BUTTER.

Before the select committee of the British House of Commons, enquiring into the adulteration of butter, Lord Strathcona testified that at present Canadian butter was frequently manipulated after importation into England. The percentage of moisture was increased, and it was then sold as English butter. This was a practice which should be prohibited, as blending was not permitted in Canada. If the practices were prohibited he felt sure the sale of Canadian butter would increase.

Witnesses from the Australian colonies gave evidence on the same lines.

BIGGEST SEASON YET.

There will be a larger production of butter and cheese in Ontario this season than ever before is the opinion of H. B. Cowan, Ontario superintendent of Fall fairs, who is in close touch with the dairying districts.

Jos. Charbonneau, Plantagenet, Ont., has been appointed to the staff of dairy instructors for eastern Ontario.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Annual sales many times larger than all other fly poisons combined

ADVERTISED throughout Canada.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—In provisions there is very little new this week. Prices are firm. Compound lard has advanced a quarter of a cent. From orders being received it is evident that merchants have at last cleared their Easter stocks, and business is getting down to its normal basis. There is a good steady demand for provisions generally. Hams and bacon are going out much better than they have been. Pure lard is selling fairly well.

Lard, pure tierces	0 11½ 0 11¾
" 56-lb. tubs	0 11¾
" 20-lb. pails, wood (10½)	0 12¼
" cases, 10-lb. tins, 60 lbs. in case	0 12¼
" " 5-lb. "	0 12⅜
" " 3-lb. "	0 12½
Lard, Boar's Head brand, tierces, per lb.	0 08¾
" " ½-bbl., per lb.	0 09¼
" " tubs	0 09½
Cases, 20 3-lb. tins, per lb.	0 09¾
" 12 5-lb. tins "	0 09¾
" 6 10-lb. tins "	0 09⅝
20-lb. wood pails, each	1 88
20-lb. tin pails, each	1 78
Wood net, tin gross weight—	
Canadian short cut mess pork	$22 50 $23 00
American short cut clear	21 00 22 50
American fat back	22 50 23 00
Breakfast bacon, per lb.	0 18
Hams	0 13½ 0 15
Extra plate beef, per bbl.	12 00 13 00

BUTTER — The advance which occurred in butter last week had the effect of stopping the export demand and, as a consequence, the receipts last week are nearly all in store here. The receipts amounted to 12,000 cases, while only 3,000 boxes were shipped. While country prices are down ¼c., locally prices are unchanged.

Choicest creamery	0 19½ 0 20
Western dairy	0 17 0 17½
Fresh rolls	0 17½ 0 18

CHEESE — The cheese market is steady. Prices have been advanced in the country from ½c. to ¼c., but prices locally remain unchanged. Stocks locally are light, cheese being shipped the same week it is received. This accounts in a measure for the firmness of the market.

Finest new colored, Ont.	0 11½ 0 11¾
Finest new white, Ont.	0 11½ 0 11¾
Quebec, W. and C.	0 11 0 11½

EGGS — Eggs are coming in from country points quite freely, and dealers are storing heavily. Prices have not shown any inclination to decline, as egg merchants are now asking 16½c. to 17c.

AGENTS WANTED

We want the Calfskins, Hides, Sheep Pelts, Tallow Bones, etc., collected in your vicinity.

Can't you arrange to purchase these goods for us this spring? We will furnish the cash with which to buy; we will also furnish tags, advice sheets, taking off directions, cloth poste s to enable you to advertise the business, etc., etc.

We pay highest cash prices and keep our customers thoroughly posted on the condition of the market and pay the freight.

To any one writing us and mentioning this paper, we will mail full particulars.—Address,

CARROLL S. PAGE, Hyde Park, Vt.

TORONTO.

PROVISIONS—The situation here has not changed materially. Despite a somewhat larger delivery of live hogs and easier prices, products are all firm, and smoked breakfast bacon is quoted as high as 16c., which is 1-2c. to a cent advance. Light stocks just at the beginning of the season of heavy consumption have sufficed thus far to keep prices at the present high level. Comission men still hold to the view that there will be no backward movement for some months, and choice carcasses of beef are lower and yearling lamb and street hogs firmer.

Long clear bacon, per lb.	0 12
Smoked breakfast bacon, per lb.	0 14½ 0 16
Roll bacon, per lb.	0 12 0 12½
Small hams, per lb.	0 14½
Medium hams, per lb	0 14 0 14½
Large hams, per lb.	0 13¾
Shoulder hams, per lb.	0 11½
Backs, per lb.	0 16 0 17
Heavy mess pork, per bbl	20 50 21 00
Short cut, per bbl	23 00
Lard, tierces, per lb.	0 11½
" tubs "	0 11¾
" pails "	0 12
" compounds, per lb.	0 09
Plate beef, per 200-lb. bbl.	12 00 12 50
Beef, hind quarters	8 00 9 25
" front quarters	5 25 6 00
" choice carcases	7 00 8 00
" common	5 50 6 50
Mutton	0 08 0 10
Yearling lamb	0 13 0 14
Veal	0 10
Hogs, street lots	9 50 10 00

BUTTER — The market is holding pretty firm despite increasing receipts, but a rapid decline is looked for. Grass butter is expected next week.

	Per lb.
Creamery prints	0 20 0 21
" solids, fresh	0 18 0 19
Dairy prints, choice	0 16 0 17
" large rolls, choice	0 16 0 17
Baker's butter	0 14 0 15

CHEESE—Early in the week there was a hardening tendency in new cheese, but it was regarded as a temporary manipulation of the market to assist the sale of 40,000 boxes of old cheese said to have been sent forward for export last week. The supply is increasing

Why

Clark's Sliced Smoked Beef

Sells so Well.

Because it is wholesome, fine in color, flavor and texture, and sells at a price within everybody's reach.

It Stands Unequalled! The Best Goods at the Best Price.

EGGS HOLD THEIR OWN AND DO NOT BREAK

When ***Star Egg Carriers*** and ***Trays*** are used. ***Most Economical*** and practical device on the market. A permanent wooden ***Carrier,*** the paper ***Tray*** being left with eggs upon it, each time you deliver eggs. The ***Tray*** is only expense.

Wooden Carrier, Permanent Fixture

Pat. Mar. 10 1903

Send 30c. in stamps and sample No. 1 Star Egg Carrier with sufficient Trays to make tests will be sent you, prepaid.

NO BROKEN EGGS TRAY ONLY EXPENSE

STAR EGG CARRIER & TRAY MFG. CO.

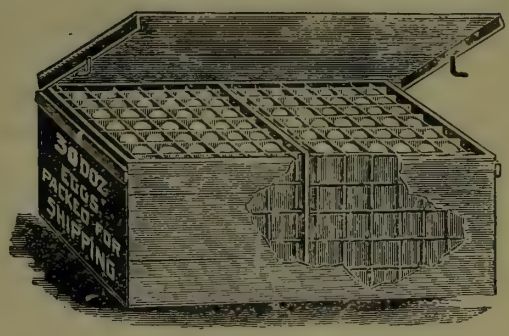
61 Cortland St., Rochester, N.Y., U.S.A.

MacLaren Imperial Cheese Company

Agents for TORONTO, HAMILTON AND LONDON, ONTARIO

Stock is carried by the following firms: Douglas & Ratcliff, Winnipeg, Manitoba; Provost & Allard, Ottawa, Ontario, Canada; Gunn, Langlois & Co., Limited, Montreal, Quebec; M. DesBrisay & Co., Vancouver, B.C.; Alexander Marshall, Vancouver, B.C.

EGG CASE FILLERS



HAND AND MACHINE MADE FOR

25, 30, 36 and 49 doz. egg cases with standard size egg spaces (1¾-in. sqr. x 2¼-in. deep)

Also

SPECIAL SIZE FILLERS

(Machine Made)

30 doz. Fillers egg spaces 1⅝-in. sqr. x 2-in. deep
" " " 1¾-in. " x 2⅜-in. deep
" " " 1¾-in. " x 2 7-16-in. deep

(Hand Made)

30 doz. Fillers egg spaces 1 13-16-in. sqr. x 2½-in. deep

The Miller Bros. Co., Limited

30-38 DOWD STREET

MONTREAL

Board Mill and Filler Factory at GLEN MILLER, ONT.

WE ARE JUST AS PROUD OF OUR

PORK

and

BEANS

AS ANY OF OUR CANNED MEATS.

Manitoba Canning Co.,

Grande Pointe, Manitoba. LIMITED

AGENTS:

Nicholson & Bain, WINNIPEG and CALGARY.

Galloway & Parnell, VANCOUVER, B.C.

SALES— **CHEESE** —PROFITS

Automatic Cheese Cabinets

WILL INCREASE BOTH SALES AND PROFITS

The cheese is temptingly displayed under glass, is kept as clean and fresh as when first cut, and is at the same time preserved from the ravages of mice, dirt and tasters.

Its simple operation, by which the cheese comes out automatically with the opening of the door and returns into the cabinet when the door is closed, makes it most convenient.

PRICE

$7 50

F.O.B. Factory.

The Cabinet is a very handsome glass, polished hard wood display case; a most attractive fixture.

Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.

WRITE FOR ILLUSTRATED FOLDER

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, CANADA

rapidly, and considerably lower prices are looked for very shortly.

	Per lb.
Cheese, large	0 14
" twins	0 14½
New cheese, large	0 11½ 0 12
" " twins	0 11½ 0 12½

EGGS—Climatic conditions till now have been exceptionally favorable for the storing of eggs, because the eggs have been of prime quality. The storing has gone on apace, for prices continue firm at last week's quotation, 16 1-2c. to 17c.

ST. JOHN, N.B.

PROVISIONS—In pork the market is still high. Mess is generally quoted rather higher than clear. Beef prices are firmer. Sales are light. Smoked meats are high. Pure lard is firm, Canadian is rather more freely offered. Refined compound is slightly advanced, but is still low and selling freely. Fresh beef is in good supply at fairly firm prices. Veal is lower and little lamb seen as yet. Mutton is high. Pork is firm and in rather less demand.

Mess pork, per bbl	$21 00	$22 00
Clear pork, "	20 00	23 00
Plate beef, "	13 50	15 00
Domestic beef, per lb	0 06	0 08
Western beef, "	0 08½	0 10
Mutton, "	0 06	0 08
Veal, "	0 06	0 08
Lamb, "	3 00	5 00
Pork, "	0 08	0 10
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 12½	0 13
" " pails, "	0 12½	0 13½
Refined lard, tubs	0 09½	0 09½
" " pails	0 09½	0 10

BUTTER—Prices are somewhat easier. Best grade is always in demand. Wholesale men report business quiet. With new butter offering, this is always the case, as both retailers and consumers get more or less by direct shipment.

Creamery butter	0 22	0 25
Best dairy butter	0 18	0 20
Good dairy tubs	0 17	0 18
Fair "	0 16	0 17

EGGS—Prices are lower, with just a fair sale.

Eggs, strictly fresh	0 25	0 30
Eggs, fresh	0 16	0 18
" case stock	0 15	0 16

CHEESE—Prices are still high, though easier. Twins are in demand and more freely offered. It is surprising more are not offered from Ontario. Local makes are beginning to come in.

Cheese, per lb	0 13	0 14

NOTES.

The London Dairymen's Exchange have elected these officers for the current year: President, S. P. Brown, Warwick; vice-president, J. H. Thomas; secretary-treasurer, J. A. Nelles; auditor, J. R. Isaac; directors, M. Kidd, D. Smith, J. W. Symington, T. Ballantyne, jr., and M. R. Brown.

ANOTHER B.C. BUTTER MAKER.

A new creamery has been added to the butter making institutions of British Columbia. The Ford-Saxton Co., of which J. E. Merryfield is manager, is now making butter in Vancouver with a very complete and well-kept plant. The company is turning out about 300 to 400 pounds per day, and expects to increase that considerably. The cream is brought in by rail and steamer from points up the Fraser River. In addition to manufacturing butter, the company is also dealing in a wholesale way in butter, cheese, eggs and produce.

DEATH OF MRS. CHAPUT.

Mrs. Helene St. Denis Chaput, relict of the late Mr. Leandre Chaput, founder of the house of L. Chaput, Fils & Cie, Montreal, in 1842, died on Saturday at her home, Montreal. Born in 1818 on Faubourg St. Joseph, now Notre Dame street, Mrs. Chaput was therefore in her 88th year. Her husband, Mr. Leandre Chaput, predeceased her five years ago. Mrs. Chaput leaves one son, Mr. Charles Chaput, head of the firm of L. Chaput, Fils & Cie, and five daughters. The funeral was held on Tuesday from the parish church at Notre Dame de Grace and was attended by many friends of the deceased and her family.

BUSINESS NOTES.

Chas. Leigh has purchased the grocery business of E. M. Fisk, Sutton.

A. L. Perkins & Co., Powassan, Ont., are building a large addition to their store.

C. W. Down, grocer, Queen street, Toronto, has sold his business to Wm. Down.

L. E. Morden, grocery traveler, has moved his family from Toronto to Simcoe, Ont.

J. W. Carlyle, Upper Melbourne, N.B., is building a new butter factory beside the present one.

McGillivray Bros. have opened a general store at Kennedy, Sask., a new town 35 miles south of Whitewood.

Robt. W. Vout, now making the New Ontario and Soo trip for Red Rose tea, states that business is very good.

Alex. McLean, of M. P. Greerson's grocery, Moose Jaw, Sask., has accepted a clerkship in the registry office at Regina.

Michael Scully, of Lloyd & Scully, produce and commission merchants, Owen Sound, is on a trip to the Pacific province.

M. H. Wallace is on a two months' trip to the Coast for the Toronto Pottery Co., and the Toledo Computing Scale Co.

T. H. Gothard, of Trenton, Ont., who sold his business recently, will start west on June 15 to locate a new place of business.

The grocery store of G. R. Rinn, St. Thomas, was badly damaged last week by fire supposed to have been caused by fire-crackers.

Mr. Potts, of E. Potts & Son, Woodstock, Ont., was in Toronto last week and called upon Manager Campbell, of Red Rose tea.

F. E. Deitch, grocer, Clinton street, Toronto, has sold to Jas. G. Smith, who was formerly in Eaton's. Mr. Deitch is thinking of going west.

Travelers will be interested to know that a new hotel has been opened at Powassan by A. Desjardins, in the store formerly occupied by M. Carr.

Lobster packers of the Little Bras d'Or district, Nova Scotia, have advanced the wages of fishermen from $2.50 to $3 per cwt. on the threat of a strike.

John McClelland, general merchant, Port Credit, has built a new brick dwelling that is an ornament to the port, besides affording much improved facilities for his business.

J. H. Murray & Co.'s old-established grocery, Brandon, Man., has been purchased by J. F. Price & Co. They will carry out extensive alterations to make the store one of the most attractive in the west.

N. T. Payne, formerly a school teacher, has bought out Dyer & Sons, general merchants, of Belmont. Mr. Payne is not the first teacher to devote his energies to commerce, and here's wishing him success.

The Dominion Produce Company have opened up in Brandon, Man., where they have secured commodious offices and warehouses. The officers of the company are J. Y. Griffin, president; J. Griffin, vice-president; D. W. Bole, M.P., and Kenneth McKenzie, directors.

Mr. H. J. Stevens, the Montreal commission broker, has been appointed agent for the Province of Quebec for "Beaver" oats. With the agency in Mr. Stevens' hands the province will be thoroughly covered as Mr. Stevens has a good connection with the trade, and knows what it is to hustle.

Fred Corey, grocer, Brantford, having sold his premises to a bank and built himself a handsome and commodious new store, held an opening the other day with some pomp and circumstance. And it's a fine store quite worth the effort. Situated in a good residential section, it is an ornament and attraction. Both sides of the store are fitted with Walker Bin fixtures, and in every other way he could Mr. Corey has provided for his business a thoroughly efficient equipment.

SARDINE FISHING AND CURING.

Sardines—French, Portuguese, Norwegian and domestic. These four principal varieties, with their numerous subvarieties, make a very interesting group, and stand for retail prices varying from 4c. a tin for domestic quarters up to in the neighborhood of half a dollar for the largest tins of the best French grades.

Sardines—or fish that can be packed and sold as sardines (for the word has come to have generic rather than specific meaning)—are found in nearly all oceanic waters.

French Sardine the Real One.

The really, truly sardines, however, belongs only to the Atlantic off the coast of France and to certain parts of the Mediterranean. His name in the scientific fish books is clupea pilchardus, and when he has grown too big for commercial purposes he takes the name pilchard. His nearest relative is a small fish found along the California coast rejoicing under the name of clupea sagax.

The sardine par excellence of the grocery stores is the product of French waters and factories; and this fact should always be remembered by the grocery buyer, for, while French sardines are necessarily imported, all imported sardines are not necessarily French. Indeed, unless specifically described as French, they are more than likely to be of Portuguese origin and much inferior in eating quality.

An Enormous Industry.

Brittany, the northwestern coast of France, is the centre of the French sardine industry. It is estimated that the business of catching sardines affords a livelihood in France to upwards of 30,000 fishermen, of which total more than 20,000 are included in the Brittany district alone. Particularly identified with sardine packing are the Brittany towns of Concarneau, Douarnenez and Nantes.

The Method of Catching.

Catching sardines is a most interesting piece of business. Great gill nets, dyed a greenish blue, to make them as inconspicuous to the fish as possible, are cast from the boats and set. Then the surface of the water is strewn with a specially prepared bait called rogue, made from the salted roe of cod and other fish. The fish, attracted by their favorite food, rise in dense schools, the nets are drawn and thousands are found caught in their meshes. The catch is marketed to the canners when the boats return to shore. The fresher the fish, the better prices they bring, of course.

Scarcity of bait is one of the most serious difficulties of the business. Nearly all the rogue used is imported either from Norway or the United States. In some seasons when the cod catch has been smaller than usual, rogue has risen to the almost prohibitive price of $18 a barrel. Even in ordinary seasons the bait item alone represents an expenditure of over $300,000. This fact, coupled with a demand that nearly always exceeds the supply, explains the high prices that prevail for French sardines of good quality.

Some years the sardines seem to forsake their accustomed waters. This was the case in 1902 and 1903, when the whole industry was practically at a standstill. However, the fish appeared again, and the market, for two years practically bare, has been fully supplied again.

The Curing Process.

As soon as the fish are landed they are cleaned, sorted as to size, soaked for a short time in strong brine, washed, dried, and then cooked in oil for a few minutes. When the tail fin breaks easily the cooking is considered done, and the fish are now ready for the final packing in tins.

Oil figures prominently throughout the entire canning process. In preparing the very highest grades, the very best olive oil obtainable is employed, but in the cheaper grades, peanut, sesame and cottonseed oil are largely used. The flavor of a sardine depends, indeed, very greatly upon the character of the oils used in the cooking and packing. It is believed that some packers whose products are of a particular flavor, use one kind of oil for cooking and another for packing. What is known as Bari olive oil is particularly esteemed for packing, and is largely imported for this purpose. As the oil costs very much more than the fish, the latter are crowded as closely as possible in the cans—a circumstance which has passed into a proverb. The cheapest fish are packed in the same oil in which they are boiled.

The superiority of French sardines over those from other waters is due principally to the flavor. Portuguese sardines and those of Mediterranean origin are always cheaper than the genuine French for this sole reason, and the Portuguese fish, even when put up in the cheapest oils, are still superior to the best domestic sardines.

Keeping Improves Quality.

Within certain limits, all sardines improve with time. This is particularly true of the aromatized varieties. These are packed with spices—a clove or two, a bit of bay leaf, a sprig of thyme, and the like—and it takes considerable time for the flavor of these ingredients to thoroughly permeate the flesh of the fish.

The Domestic Article.

Domestic sardines have a wide sale by reason of their cheapness. They go to market packed in oil, mustard, spices and tomato sauce. The fish used are not, strictly speaking, sardines, but are the young of herring, menhaden and other fish. Nevertheless, the demand for them is so great that prices are practically controlled within very narrow fluctuations.

What Makes Quality.

The value of a genuine French sardine depends primarily upon two conditions, namely, whether the fish are with or without bones, and what character of oil is employed. The number of fish to the can and the size of the can also affects the price. Take quarters, for example. The trade recognizes three or four styles of quarters, with values opposite them varying chiefly with the quantity contained within them.

COMPANIES INCORPORATED.

Provincial charter has been granted to Hunter Bros., Limited, to manufacture, buy, sell and deal in clothing, gents' furnishings, boots and shoes, dry goods and groceries, and to carry on the business of general storekeepers. The share capital of the company to be forty thousand dollars divided into four hundred shares of one hundred dollars each, the head office of the company to be at the town of Barrie, and the provisional directors of the company to be William Charles Hunter, Benjamin Wilbur Hunter and John Herbert Hunter.

Provincial charter has been granted to the Newbigging Cabinet Company, Limited, to manufacture, buy, sell and deal in house, store and office fittings, furnishings and furniture and to carry on a general business of wood and metal workers. The share capital of the company to be forty thousand dollars divided into eight hundred shares of fifty dollars each, the head office of the company to be at the city of Hamilton, and the provisional directors of the company to be Robert Preston Newbigging, John Butterfield and James Dickson.

Provincial charter has been granted to Spilling Bros., Limited, to carry on in all its branches the operation of a cigar factory. The share capital of the company to be forty thousand dollars divided into four hundred shares of one hundred dollars each, the head office of the company to be at the city of Toronto, and the provisional directors of the company to be Lawrence Shea, Patrick Joseph Mulqueen, David William Kennedy, William Hassard, John O'Neill, Jr., Edward Hyland and Lawrence Solman.

FLOUR AND CEREAL FOODS

The flour market is stronger and is finding support in the "weather" wheat market. On the strength of damage reports the market has advanced a cent. The flour situation is such that some dealers are already quoting an advance of 10c. Millers, however, are buying cautiously despite admonitions from the grain men that wheat is going to advance. Their purchases are all on the hand-to-mouth basis.

Rolled oats and oatmeal have advanced at Toronto to maintain the margin between the raw and finished product, but at Montreal the price is steady.

INFLUENCE OF CLIMATE UPON WHEAT.

Schindler has shown that the size and weight of the berry of wheats of different localities depend upon the length of the vegetation period, and more especially upon the length of the interval between blossoming and ripening. This, as he explains, is in accordance with the development of the grain as it matures, which is as follows: The glumes or chaff of the berry are first in order of growth; following these, the outer fruit coating and then the inner true seed coats develop, then follows the endosperm, which is the richest in gluten, and later still the storage tissues in the interior of the berry are formed.

In regions with a moist, warm climate the fruiting period is prolonged and abundant quantities of starch are formed in the large leaf surfaces which such a climate produces on the wheats. The starch thus formed is all transferred to the berry, which is thus filled up as is shown externally by the broadly expanded form. Such a wheat is relatively rich in carbohydrates and poor in protein.

On the other hand, a hot dry climate shortens the time for starch transference, and the native wheats of such a climate are in general richer in protein and lower in carbohydrates. As illustrations of this, he shows that the climate, and especially proximity to the sea, closely affects the amount of gluten in the wheat. The insular climate of England produces a robust wheat having large ears with numerous kernels, but with less gluten than the wheats of eastern Europe. According to this author, the wheats of England and other countries having a similar climate seldom contain more than 10 per cent. of gluten; while in the warm temperate zone, in eastern Europe, as well as in the western United States, in southern Russia, Roumania and Turkey, and in the subtropical zone, the gluten content may even exceed 20 per cent.

TO SEND GRAIN WEST.

Canadian Pacific coast cities are greatly interested in an attempt by the Alberta Pacific Elevator Co. to divert part of the grain produced in the North-West from eastern to western export channels. A through rate from the grain fields to Hong-Kong has been secured. The company plan the erection of a 500,000 bushel cleaning and sorting elevator at Edmonton and 15 or 20 farmers' elevators this Summer.

C.P.R. GRAIN FLEET.

Sir Thomas Shaughnessy, president of the C.P.R., has stated that when the line from Fort William to Winnipeg is double tracked and the air line from Victoria Harbor to Peterboro' is built, the company will have its own fleet of grain carriers on the upper lakes.

MONTREAL MARKETS.

FLOUR—Although there has not yet been any advance in the price of flour a rise is expected any day. The market for wheat is very strong. An excellent local business is being done but there is not as good a shipping trade as there might be.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 60
Glenora		4 10
Manitoba spring wheat patents		4 50
" strong bakers	3 90	4 10
Buckwheat flour	2 00	2 10
Five Roses		4 60

FEED—Bran and shorts are as scarce as ever, but the prices are unchanged. Feed flour continues in good demand.

Ontario bran	18 00	18 50
Ontario shorts	20 00	21 00
Manitoba shorts	20 00	21 00
" bran	18 00	18 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed flour	1 20	1 25

ROLLED OATS—The rolled oats market is on the quiet side this week. Some mills are receiving fairly good orders, while others are doing very little. Prices remain as quoted.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated "	2 40	2 50
Rolled oats, 90-lb. bags	1 95	2 15
" 80-lb. bags	1 85	2 15
" bbls	4 55	4 70

GRAIN—Since last report oats have advanced a cent. The market is stronger in tone than it has been for some time. Peas are also stronger at an advance of 1½c.

No. 4 barley, store	0 50
Rejected barley, store	0 48½
No. 2 white oats "	0 42
No. 3 white oats "	0 41
No. 4 white oats "	0 40
No. 3 yellow corn "	0 59
No. 2 peas, basis 78 per cent. points	0 81½

HAY—Hay is still very scarce and it is hard to fill orders in consequence. Hay dealers are now asking $10 for No. 1, and $9 for No. 2. The export demand is large, which is embarrassing considering the limited stocks. It is thought in some quarters, however, that next week will bring some relief in the way of increased stocks. Reports from the Old Country say that the market is steady and quotations are from 68s. to 69s. c.i.f. Liverpool.

No. 1		10 00
" 2		9 00
Clover mixed	6 00	6 50
Clover, pure	5 00	5 50

TORONTO MARKETS.

FLOUR—There is a stronger tendency to the market, but prices are ruling as last week despite an inclination in some quarters to ask more.

On track, Toronto.	
Manitoba patents, No. 1, per bbl. in bags	4 40
" " No. 2, " "	4 00
Strong bakers " "	3 90
Ontario patents, No. 1, " "	3 65
" No. 2, " "	3 40
Straight roller " "	3 30

GRAIN—The market has advanced on weather reports. How stable the advance will prove is a matter of opinion. The millers are buying from hand to mouth, which would indicate that they expect lower prices. There is an expectation that after seeding the grain in farmers' hands, said to be considerable, will move more freely.

(F.o.b. Georgian Bay elevator.)		
Manitoba wheat, Northern No. 1		0 86
" " " No. 2	0 83½	0 84
" " " No. 3, nominal		0 82
Red, " per bushel, 78 per cent. points		0 83
White, " " " "		0 83
Mixed, " " " "		0 81½
Spring, " " " "		0 76
Goose, " " " "		0 76
Barley, No. 1, " "		
" No. 2, " "		0 51
" No. 3x, " "	0 46	0 47
" No. 3, " "		0 46
Oats, white, " "		0 37
" mixed, " "		0 36

BREAKFAST CEREALS—There has been an advance in oatmeal and rolled oats owing to increased price of the raw product. The demand is about steady, but feeling the effect of higher temperature.

Oatmeal, standard and granulated, carlots, on track, per bbl.	nominal	4 65
Rolled wheat in boxes, 100 lbs.	"	2 25
" " 50 lbs.	"	1 25
Rolled oats, standard, carlots, per bbl., in bags	"	4 20
" " " " in wood	"	4 45
" " " " for broken lots	"	4 50

HOW CLOVES ARE PRODUCED.

The cloves received in every grocery store are the unopened flowers of a very small evergreen tree, which is a native of the Malay Islands, where so much spice comes from. This tree thrives in all tropical countries, however, and at present is cultivated in many parts of the world. The flowers, which are rather small, grow in clusters at the extreme end of the branches of the tree. The flowers are gathered before they open, or bloom, and are smoked, after which they are dried by exposure to the sun, and thus assume the shape in which they reach the grocers' shelves.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

Your Responsibility as a Grocer

does not end with making your business successful financially.

The Nation Looks to You

for its food and trusts you to supply the best and purest forms. You will win the confidence and support of your community by being equal to the trust.

Here is where Canada Flakes come in, a pure wheat food, perfectly digestible, appetizing and invigorating, a food you can recommend to your customers, and in so doing make them your friends.

THE

Peterborough Cereal Co. Limited

ROELOFSON & ROELOFSON, Ontario Agents

71 Jarvis Street, TORONTO

THE QUALITY—THE PRICE

No matter from what viewpoint you look your policy is to sell

SHIRRIFF'S FLAVORING ESSENCES

Other grocers are on the right track.

MANUFACTURED BY

IMPERIAL EXTRACT CO.

TORONTO

NICHOLSON'S MINCE MEAT

is the condensed kind, not the bulk Hence its keeping longer and retaining those rich qualities so essential to first-class mince meat. Are you selling **Nicholson's Mince Meat?**

And what about

N. & B. JELLY POWDER
N. & B. PUDDINE
N. & B. ICING POWDER
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK, 9 Jarvis St, Toronto, Ont.

TO ADVERTISERS

In order to ensure change of copy in your advertisement in The Canadian Grocer, matter should be in our hands by Tuesday morning of each week. Attention to this will assist our Mechanical Department in serving you to the best of their ability.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

SHREDDED WHEAT LUNCHEON.

The Canadian Shredded Wheat Co tendered a luncheon to the press of Montreal last Thursday at W. H. Scroggie Co's store on St. Catherine street. It was a unique experience for the press representatives present to partake of a luncheon entirely prepared from shredded wheat in its various forms and combinations. Mrs. E. H. Beattie, the lady demonstrator of the company, proved herself an artist, not only in the preparation of the dainty and novel dishes served, but in her capacity as a hostess. Her explanations of the methods of preparation, the variety of forms in which shredded wheat can be served—something over two hundred—was most interesting and showed a thorough knowledge of the art of cookery. The menu was as follows:

Creamed Beef in Shredded Wheat.
Pattie Shells.
Cold Chicken, Triscuits with Butter,
Triscuits with Imperial Cheese.
Strawberries in Shredded Wheat.
Baskets with Whipped Cream.
Shredded Wheat Ice Cream, Coffee.

Since the demonstrations commenced at Scroggie's, over 25,000 people had been served with shredded wheat luncheons and according to Mr. Lloyd, manager of the grocery department, the sale of this food had increased very much through the dietary educational course offered.

Mr. R. G. Enos, who was in charge of the mechanical department of the demonstration, explained to the guests the precess of manufacturing the shredded wheat and triscuit, showing a series of photographs of the plant at Niagara Falls.

The whole wheat is used in the manufacture of this food, as a miniature plant on exhibition shows. The method is to cook the grain for thirty minutes, and then cure it for twenty-four hours, a process which serves to make it light and pliable for the shredders. The latter machines are equipped with thirty-six pairs of rolls, each pair dropping its layer of shreds. The entire process is conducted in a perfectly hygienic manner, and the manufactured product retains the entire food elements of the wheat grain.

Those attending the luncheon were: Horace Davis, M. R. Nutting, and G. T. Perry, of the Standard; W. E. Playfair, the Star; R. Kinnard, the Herald; Chas. W. Davis, jun., the Witness; P. R. Bisaillon, La Patrie; M. B. de La Bruere, La Patrie; Jules Fournier, Le Canada; Tancrede Marcil, city editor Le Canada; C. D. Cliffe, Hardware and Metal; W. H. Seyler, Canadian Grocer.

CEREAL NOTES.

Local capitalists at Moose Jaw are organizing to establish a $100,000 brewery to employ 75 men.

Farmers of the Tenby, Man., district have organized a $15,000 milling company. Their mill will have a capacity of 75 barrels, and will be ready for this year's crop.

TROUBLE OVER TEA REPORT.

Considerable excitement has been caused in Japan tea circles over the publication of a report sent to Canada by the Government commercial agent in Japan. The report was as follows:

"The first shipments of the new crop have gone forward to Canada, and the tea interests are cheered by the prospects of a good crop. Large quantities of the old teas have been stored in warehouses, and when the new crop reaches the market in large quantities, the price of the older and inferior article is certain to depreciate."

This report is emphatically denied by tea merchants in Montreal, who are in touch with the Japan markets. Well-known houses handling Japan teas only are surely in a position to speak with authority on the situation of these teas in Canada. A representative of the Canadian Grocer interviewed one large importing house and found that much unnecessary confusion and discontent had been caused by the report sent in by Mr. McLean.

"Mr. McLean says that shipments have been made to Canada," said this house, "which shows that he is misinformed because it is impossible for any large quantity of new tea to reach Canada for at least a month or six weeks, by which time the stocks at present held by the retail merchants will have been exhausted. Again, he says that large quantities of the old teas have been stored in warehouses and predicts a decline in the prices when the new teas arrive on the market in large quantities. As a matter of fact there are no stocks of old teas held in Japan and besides this very little is held in Canada in first hands. Advices by cable from Japan state that the market has opened on a higher basis than last year, which is another fact.

"The trade is worked up about this report and it is hard to make them see that the writer was under a false impression of some kind. They believe that prices will go much lower and consequently hold off buying. From present indications, prices will not be lower. It is to be hoped that in future more accurate reports will be sent to Canada."

Scannell Bros. & Cooke, of Ottawa, have been incorporated under an Ontario charter with $10,000 capital stock. The provisional directors are E. Scannell, J. G. Scannell, W. Van D. Cooke, A. A. Moquin and R. P. Sparks.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

The McLEOD MILLING CO., Limited
Stratford, - ntario.
olicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

QUANCE BROS.
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. *DELHI, ONT.*

ALF. T. TANGUAY & CO.
Flour, Grain and Provisions
Commission
Quebec
Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.
REFERENCE, HOCHELAGA BANK.

ROLLED OATS
Get ready for the Summer trade. We put up our Rolled Oats in cotton sacks, 10, 20 and 40 lbs., very suitable for parties going camping.
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

SHOULD EMPLOYE WHO STEALS BE GIVEN ANOTHER CHANCE?

"What shall we do with this employe who has gone wrong?"

It is a question troubling the heads of more financial, industrial and mercantile establishments than the average reader will readily believe. One man at the head of a business employing 5,000 men and women has assumed to answer the question for his house.

"We figure in our business that two-thirds of the petty thefts in the house are traceable to the managers of departments and the management generally. Failing to judge character and the environment of the individual as we should, we discover that the temptations of the place into which the individual is put, have overcome him. He has taken money. Why did he take it? And how systematically and how much?

"Then from the management's point of view we raise the counter question, 'Why was that person put into that position of temptation and opportunity?' In two cases out of three our decisions have been that we have been responsible in more or less degree, and in this manner it devolves upon us to try to right the individual with himself and with us."

Why One Became a Thief.

As illustrating the position of this manager, one story of a defalcation may be told. The young fellow was 22 years old, and married. His salary was just $12 a week, and his position with the house at the time was in handling the incoming mail and opening that portion which contained inclosures of money.

There was no particular strength in the man's face and bearing. With a keen looking over before he was assigned to his duty, an experienced judge of human nature would have put him where he would have had to handle money in such a manner as it came to his hands. But he went to the work, and about the time that suspicion began to circulate against some one, the young man went to the general manager with a full confession.

The story was that of a man, hardly more than a boy, who had married a woman scarcely more than a child, and the two of them, in the necessity of eating, dressing respectably and maintaining themselves had found $12 a week an impossible income. But the young man had hopes of promotion and advance in salary, and on the strength of that hope had taken small sums of money, keeping a strict tabulation of them, and willing at the time of his confession to repay the full amount if only given a little time. The sum taken was under $100. It would have cost more to trace the amount through experts, than $200 would have been worth. The young man had confessed, fully and without reserve, promising wherever he might be in the future to make a restitution of the money. Every cent of the abstracted funds had gone to the needs of the family. Having an insufficient sum on which to live and facing wants and wishes of his young wife, he had become a thief, irresponsably.

Saved and Made Valuable.

The manager saw these things. He saw the responsibility of the house. To turn the young fellow out, disgraced, would be to ruin him when he was culpable in the least degree. Could the house keep him, putting him where, under pressure, if need be, he would earn enough for his needs?

It was found years ago that this proposition came in this form to the manager of a great business. To-day, using the words of the man, "You couldn't drive that fellow from the house with a club; or, if you could, the house wouldn't stand for it half a minute!"

Not only was this young man saved to himself and to the house, but in those four years twenty other persons discovered in small peculations have been given the same consideration and are fixtures in the business, removed from all temptations of money, and serving better in other capacities than they could serve where money is. Five individuals out of a pay roll of 5,000 is not a large percentage of the working force, but to the manager of the business these five persons have been worth while to save and worth while to keep.

But against this group of twenty-one persons the record of the house read plainly to all subordinate managers "before promoting John Smith, please see the general manager." It is the echo of that old first question, "What shall we do with this employe who has gone wrong?"

Problem Never is Solved.

In this way, considered from the position of the business man, the problem of the man who has gone wrong never is solved When the unsentimental business man has considered the possible ignorant part which he has played in the fall of the man, he is still handicapped in his amends. We will admit that the manager's negligence in sizing up his man has brought the employe into a lasting shame, leaving a scarred conscience that may never heal. Yet it would be absurd to consider the man of business in an attempt at making moral restitution. It is something done that cannot be undone. The victim has been a full party to it and the employer at most has been unfortunate in a hurried guess.

In a possible attempt to make a full material restitution for the ill, a general manager of a great business must consider first the keeping of the person in the same line of work in which he proved too weak in his bout with temptation. This in itself would involve a conscious risk against which the management would have little reassurance.

This would make an impossible situation at once. To the thousand honest, struggling ones would come the disheartened, demoralizing thought that honesty in the establishment is at a discount. And to the crooked one, left in his position which he has betrayed, there is the thought that he is indispensable to the business.

Is "Another Chance" Folly?

Here is the basis of the reasoning of many men, that an employe who has been unfaithful to a trust—no matter what his penitence and his determination to make restitution—must be summarily dismissed for the good of the service. It is folly, from his material point of view, for the sociologist to theorize that, having "burnt his fingers" once to his shame and disgrace, the man will not offend again. Practical experience in business has never borne out the theory. It becomes a concession in itself to retain such a delinquent anywhere in the business, and when this concession has been made it seems to be the only practical procedure to show the crooked one that there are positions in the house to which he never may aspire. After which, if he chooses to stay and make the amends that are in his power, he may be assured that the management during his good behavior is willing to forgive, but not to forget. To forgive may be humanitarian and unselfish: not to forget is business, however, and it is a business proposition after all has been said.

The field of speculation in business is so wide and the opportunities so diversified that the theft of $10 or $100 scarcely ever may be under conditions similar to another theft of like amount. Allowing for the difference in mental capacities and responsibilities, the theft of $10 by a paying teller in a bank never could be overlooked as the theft of $10 in postage stamps in some mercantile house could be. The first always would be deliberate theft

"The way of the transgresser is hard." Business, after thousands of years, has not tended to make the way easier. It promises to make it more stony and impassable than ever before. The young man in business cannot learn the truth of this too soon.—L. M. B. in the "Southern Merchant."

PINEAPPLES

Would recommend the trade to write for special prices on pineapples for preserving purposes. This fortnight will be the time to recommend your customers to do their canning and preserving.

LEMONS

Look out for advanced prices. We know that boldings outside the large direct importers are small, and we have enquiries for duplicate orders from customers who report quick sales for last lots, and regrets that they had not bought twice the quantity at the lower prices.

ORANGES

Can recommend the varieties offered on our price list and would draw the trade's attention to the Sorrentos and Ovals.

Strawberries (Daily)
Bananas
Tomatoes
CUKES PEAS BEANS POTATOES

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St. TORONTO, CANADA

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

The lemon market, which a month ago was in poor form, has not had to wait long for betterment. The feeling is now very strong. Crops everywhere are said to be light and comparatively few cases have been stored in Canada.

Otherwise the fruit trade is in a very gratifying condition. Pines are good crop, but the prices are being maintained and are thought to be at their lowest now. The quality, too, is all that could be desired. As an indication of the growth of the Canadian trade in pines, it is stated that the receipts at Toronto this year are at least 25 per cent. ahead of last. Up to last Saturday 10,000 cases had been brought into that one distributing point.

The outlook for the Canadian fruit appears to be everywhere satisfactory, though it is a little early for definite forecasts.

SPREAD OF CALIFORNIA FRUIT.

The sale of the cargo of Mediterranean fruit which recently arrived per SS. Bellona, says the Montreal Herald, revealed some interesting facts regarding the changed conditions in the fruit trade resulting from the improved methods of transportation established within recent years. The better facilities for carrying fruit by rail have been of great benefit to local dealers in one way, and yet Montreal has lost a large amount of valuable business since these improvements were inaugurated.

Five years ago instead of one shipload of Messina oranges and lemons arriving at this port in the early Spring there were at least five or six cargoes. The cool water way made it the favorite route in the early Spring and American dealers had most of their Mediterranean fruit consigned for Montreal. The California fruit trade was very much smaller than at present, and American dealers, not only in the east but in the middle west as well, relied chiefly on the orchards of the Mediterranean for their supplies of oranges and lemons.

In those days the annual auction sale of fruit at Montreal was an important affair. The American buyers turned up in droves from all parts of the United States, including many from the west and south. Five years ago there were over a hundred American buyers at the sale. This year there were none.

This change is due entirely to the improved facilities for transportation and the resultant rapid growth of the California fruit-growing industry. California now supplies practically all the oranges and lemons consumed west of Chicago, as well as a large proportion of the fruit sold in the Eastern States. All the American railways now have special refrigerator fruit cars which are never used to carry any other class of freight. These cars carry California fruit to every part of the continent. Montreal dealers now receive over 100 cars every season.

Prices obtained at the auction were as follows: Lemons sold at from $1.60 to $3.50 per box; Messina oranges at from $1 to $1.85 per half box, and Sorrento oranges at $1.75 to $3.50 per box. The sale realized in all about $70,000.

The principal local buyers were: Messrs. Hart & Tuckwell, John Barry & Son, John Caldwell & Co., J. J. Vipond & Co., George Vipond & Co., Montreal Fruit Exchange, J. R. Clogg & Co., A. Bowes & Co., H. E. Vipond, T. S. Vipond & Co., W. Vipond & Co., C. E. Plain, J. de McGregor and G. W. Hunt, of Ottawa; J. R. Dickson, of Hamilton; G. W. Ryerson, of Brantlord; G. McPherson, Winnipeg; R. H. Foy, of Kingston; J. B. White, R. McMillan, W. Everist and W. Clemes, of Toronto.

FRUIT OUTLOOK BRIGHT.

H. B. Cowan, superintendent of Fall fairs in Ontario, states that the outlook for a fine fruit crop in Ontario was never better. The Niagara district came through the Winter with less injury than usual, and the only real damage was to the strawbwerry plants in the Ottawa district.

ELECTRICS IN FRUIT DISTRICT.

It was stated by a representative of the Mackenzie-Nicholls Syndicate before the St. Catharines (Ont.) Council last week that it was their intention to build branch electric lines all through the Niagara peninsula, as feeders for the Toronto to Buffalo line.

EXPERIMENTAL SPRAYING.

Apple orchards in the Orillia (Ont.) district are said to have been deteriorating, and the Provincial Department of Agriculture has selected 11 for experimental spraying under the direction

of W. E. A. Reer. Portions of the orchards only will be sprayed so as to enable a contrast with the portions untreated. The spraying takes place before blossoming, after the blossoms fall, when the fruit forms, and, lastly, when it droops over enough to expose the stems.

A MARYLAND FROST.

A frost on Monday night is said to have practically destroyed the new tomato plants in Maryland. Commission men in Toronto say it will not affect the supply of tomatoes here, as they can be got elsewhere, but they have been expecting Maryland strawberries next week and usually depend on them for supplies during the month before the Canadian berries come in. Anxious inquiries are now being made as to the damage to the berry crop. Canadian berries will, it is said, be late this season and are not expected before June 15.

MONTREAL MARKETS.

GREEN FRUITS—Very good business is being done in fruits this week. There is a good demand generally with no call for any one line in particular. Navel, Messina and Jamaica oranges are all advanced more or less. Strawberries are quoted at 15c., and good sales are being made at this figure. Bananas are still selling from $1.85 to $2.25. Other lines remain about the same as they were last week.

Messina blood oranges, half box	1 65	1 85
Navels	4 25	4 50
Dates, per lb	....	0 04½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	....	3 25
Pineapples	....	3 00
Apples	4 00	6 00
Lemons, per box	....	3 00
Jamaica oranges, per bbl	....	5 00
Spanish onions, cases	....	2 75
Egyptian onions, per 112-lb. bag	....	2 50
New strawberries, per small basket	....	0 15

VEGGTABLES—A good general business is being done in vegetables. Local shipping is increasing as the weather becomes warmer. Already many houses have a good trade with many points along the St. Lawrence route between Montreal and Quebec. Parsley has been advanced to 40 cents. Southern cabbage has advanced, as have also Florida tomatoes and red onions. There has, in fact, been a general tendency towards higher prices during the week. Cucumbers are selling quite freely at the advance to $4 a basket.

Potatoes, per bag	0 70	0 85
Parsley, per doz. bunches	....	0 40
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	0 50
Southern cabbage, bbl. crates	4 00	4 50
Tomatoes, Florida	3 00	4 00
Red onions, brl	....	3 50
Turnips, bag	0 50	0 60
New turnips, per doz	....	1 50
Water cress, per doz	....	0 75
Grand Rapids lettuce, per box	2 00	2 25
" per doz	0 60	0 75
Boston lettuce, per doz	1 40	1 60
New Florida potatoes, per bbl	6 75	7 00
Florida celery, per crate	....	3 50
Spinach, per bbl	....	2 75
Cucumbers, per doz	....	1 00
" per basket	....	4 00
New potatoes, per bbl	7 00	7 50
Mushrooms, per lb	....	0 80
Carrots, per bag	....	0 50
New beets per doz	....	1 50
New carrots, per doz	....	0 75
Wax beans, per basket	....	4 50
Green beans, per basket	....	5 00
Asparagus, per doz	5 50	6 00

ONTARIO MARKETS.

GREEN FRUITS—Trade is brisk and nearly all the houses report business

Fresh Car Navels

JUST RECEIVED

All sizes, 96s, 112s, 126s, 150s, 176s, 200s and 216s.

Season about over. Order promptly.

Tomatoes, Pineapples, Cabbage

Our prices are lowest consistent with good stock.

WHITE & CO., LIMITED

TORONTO and HAMILTON

Positively Without an Equal

W. B. Stringer.
J. J. McCabe.

"ST. NICHOLAS"

W. B. STRINGER & CO., Sole Agents, **Toronto and Montreal**

FOREIGN AND DOMESTIC FRUITS OF ALL KINDS

Strawberries, Navels, Lemons, Bananas, Pines, etc.

THE F. T. JAMES COMPANY, Limited

76 Colborne St.
33 Church St.
TORONTO
Wire, Phone, or Mail your Orders

STRAWBERRIES and PINEAPPLES

We are receiving carloads daily. Prices right. Give us your orders.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

PINEAPPLES

In Beautiful Condition. **18s, 24s, 30s, 36s and 42s.**

HUGH WALKER & SON

ESTABLISHED 1861 GUELPH, ONT.

TRADE MARK

This design a guarantee of quality.

Manilla Paper
SMOOTH, TOUGH, BRIGHT, CLEAN
ALL SIZES AND WEIGHTS

Fibre Paper
THE TOUGHEST OF THE TOUGH
ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

YOU NOW KNOW THE LAW

A $25.00 fine was the penalty a Toronto grocer paid for selling adulterated Jam.

The chances are he didn't know the stuff was "doctored," but the law doesn't make much allowance for that.

There is no need of any grocer being in doubt. All he has to do is to get the goods that are **guaranteed** to be **pure**—

E.D.S. Brand

The Grocer then throws the onus upon E. D. Smith because the latter puts the **guarantee label** on his goods and must stand by them—a thing he is quite willing to do.

Sell the **E.D.S. Brand** and get sure trade.

W. G. Patrick & Co., 29 Melinda St., are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods. Open for Foreign and Domestic Agencies.

Highest References. ***Correspondence Solicited.***

214 PRINCESS STREET, - - WINNIPEG

SCOTT, BATHGATE CO., BROKERS AND COMMISSION MERCHANTS

COR. NOTRE DAME EAST AND VICTORIA STS.

WINNIPEG, CANADA

Storage and Warehousing a specialty. First-class facilities in a fully modern brick warehouse, centrally located on the railway track.

Manufacturers' Agents—Continued

JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Open for good Agencies. Correspondence Solicited.

STUART WATSON

Manufacturers' Agent and Wholesale Commission Broker.

Winnipeg, - Man.

Highest References. Correspondence Solicited.

JOHN A. CHEYNE

Wholesale Commission Broker and Manufacturers' Agent

Correspondence Solicited.

141 Bannatyne Ave., Winnipeg, Man.

Winnipeg Storage

We make a specialty of storing and distributing car lots for

Eastern Shippers

Negotiable receipts issued

Low Insurance Rates reasonable

R. B. WISEMAN & CO.

WINNIPEG

Warehousemen and Distributing Agents. Best of references.

W. A. TAYLOR

BROKER and WAREHOUSEMAN

243 Main Street

WINNIPEG, MAN.

HIGHEST REFERENCES

considerably ahead of last year. Ten thousand cases of pine apples arrived in Toronto this season up to this week. That is said to be at least 25 per cent. in advance of any previous record. The crop in Cuba is large and of exceptional quality, but prices here are said to be about at rock bottom, and wise housekeepers will do their preserving now. Retail dealers ordering quantities for preserving could probably shade somewhat under the prices quoted, but they should see to it right away. The fruit is now in heavy demand everywhere.

Lemons are 25c. higher, and throughout the trade still higher prices are expected. In both Italy and California crops are light. One dealer said $6 lemons would not surprise him this Summer.

Strawberries are arriving freely and prices are slightly lower. Maryland berries are expected next week, and the crop there is said not to be good. Hot, dry winds are doing much damage.

Oranges are firm and slightly higher. California Mediterranean sweets and seedlings are scarce this year and the crop will be largely absorbed in the Western states.

Oranges, California navels	4 00	4 50
" Sorrento	3 75	4 00
" Mexicans		3 50
Lemons, Messina, 300's 360's, per box	3 00	3 50
Limes, per crate		1 25
Apples, Spies XXX, per bbl	5 00	5 50
" " XX, per bbl		4 00
" Baldwins, XXX, per bbl		4 50
" " XX per bbl		3 75
" other Winter varieties, XXX, per bbl		4 00
" " " XX, per bbl	3 00	3 50
" farmers', per bbl	2 00	3 00
Bananas, per bunch	1 35	2 25
Red bananas per bunch	2 20	2 25
Strawberries 32 quart crates, per quart box	0 12½	0 14
Pineapples, Cubans 18's, 24's, 30's, 36's, per case	3 00	3 25
Grape fruit, Florida, 28's to 64's, per box		5 50
Cherries, California white heart, 20-lb. box		2 50

VEGETABLES — Imported stock is coming along slowly and prices have been high, but the prospects are for larger supplies and lower prices right away. Cabbage is scarce and higher. Onions are a little lower. Old potatoes continue firm. Canadian rhubarb is plentiful and asparagus is coming in freely.

Potatoes, kiln dried sweet, bushel hamper		2 00
" Delaware, per bag	1 10	1 15
" Silver Dollar, per bag	0 90	1 00
" Ontario, per bag	0 80	0 90
New potatoes, Bermuda, per bush		2 50
Onions, Egyptian, per sack 100-115 lbs.	2 00	2 50
" Texas Bermuda, 50-lb. crates	1 75	2 50
" green, per doz. bunches		0 12
Cabbage, new South Carolina, per crate	3 50	4 50
Wax and green beans, per bush. hamper		3 50
Beets, per bush el		0 50
" new, perdoz. bunches	1 00	1 25
Carrots, per bag	0 40	0 50
" new, 5 to 6 doz. in box	2 25	2 50
Lettuce, per doz. bunches		0 30
Radish, per doz	0 45	0 50
Cucumbers, Boston, per doz	1 25	1 50
" Florida, per hamper, 5 to 7 doz	3 50	4 00
Mushrooms, 1-lb. boxes, per lb		0 80
Celery, Florida, per case	2 50	3 25
Asparagus, per doz. bunches	0 75	2 00
Beans, white, prime, bush		1 75
" " hand-picked, bush		1 90
" Lima, per lb		0 07
Tomatoes, Floridas, 6 basket crates	3 25	4 00
Rhubarb, 1 doz. bndls	0 25	0 40
Spinach, bush	0 75	1 00
Leaks, per doz		0 25
Artichokes, per bag	0 60	0 90
Parsnips, "	0 50	0 75
Watercress, per doz. bunches		0 20
Egg plant, per doz		1 55
Peppers, green, per small basket	0 75	0 85
Parsley, per doz		0 20
Turnips, per bag		0 35
Mint, per doz		0 25

The packing house of G. R. Hand & Co. at Highland, California, has been purchased by the Stewart Fruit Co., who will operate it next season. W. B. Stringer & Co. are the Toronto agents of the Stewart Fruit Co.

We are now Delivering

NEW PACK

ICE CASTLE BRAND LOBSTERS
ICE CASTLE BRAND KIPPERED HERRING
BEAVER BRAND LOBSTERS
OAK BAY CLAMS

ANGLO-SAXON BRAND HALIBUT
GOLDEN RULE SARDINES
BELL BRAND CANNED MACKEREL

LOW PRICES QUICK SHIPMENTS

J. W. WINDSOR - - - Montreal

The Largest Handlers in Canada of all kinds of Canned Fish.

NEW PACK NEW PACK NEW PACK

OF THE FAMOUS

Brunswick Brand SARDINES

Now is the time to send your order for—

¼ Oils, Sanitary Can, 100 tins to case
¼ Oils, Handmade Can, 100 "
¼ Mustard, 100 tins to case
¼ Tomato, 100 "
¾ Mustard, 50 "

TO

Connors Bros., Limited

Black's Harbour, N. B.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

JAMES MARSHALL, Aberdeen, Scotland
Invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B C. 4th and 5th Eds.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods, to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

P. & F. Vincentelli Makers and Exporters of Candied Peels.
Daily capacity of our plant: ten thousand lbs.
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

James Methven, Son & Co., St. George's House, EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

FRESH SALMON

GOLDEN CROWN and GOLDEN KEY brands CANNED LOBSTERS

½, ¾, 1-lb. Talls. ½, ¾, 1-lb. Flats.

FRESH LOBSTERS

Golden Crown Canned Clams
Golden Crown Canned Mirimichi Salmon
Golden Diamond Canned Blueberries

ATTRACTIVE LABELS PROMPT SHIPMENT QUALITY GUARANTEED

If your jobbers do not handle these goods, write us direct for quotations.

W. S. LOGGIE CO., Ltd. - CHATHAM, N.B.

PACKERS AND EXPORTERS OF ALL KINDS OF FISH

HOW TO KNOW THE REAL

It's quite a habit now with makers to call any old stuff Swiss Milk Chocolate.

The surface of the "Pharisee" chocolate looks the same as the "Swiss-right-through" goods; and the wrapper is made quite dainty, you know.

If you want the "shadow" trade buy the make-believe chocolate.

If you want the "substance" trade buy the chocolate made in Switzerland—

TOBLER'S

You don't have to take our word for it. Write the Canadian agent at Switzerland, ask him if there is such a firm as Tobler & Co. in Berne and if they export any of their chocolate.

Maclure & Langley
AGENTS Limited
152-154 Pearl St., - TORONTO
30 Hospital St., . MONTREAL

THE SUMMER SEASON
brings
A DEMAND FOR THE BEST
IN YOUR STORE

STEWART'S
Chocolates and Confections
ARE THE BEST

PURE Materials.
Absolute Cleanliness.
Perfect finish.

New and beautiful packages for the Summer trade.

PRICES RIGHT

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Nothing to equal
and
None to surpass

MOTT'S Chocolate

Remember this refers to
"Diamond" and "Elite"
Brands of
Chocolate
Every Jobber

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL
R. S. McINDOE, TORONTO
JOS. R. HUXLEY, WINNIPEG

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

535. Oats and flour—Finland commission merchant wishes names of exporters, especially granular, to sell on his own account.

536. Bacon—Finland commission merchant wants to get in touch with Canadian packers. The duty on this article has been removed.

537. Hay, cheese, fruit, eggs—West of England firm wants to act as agent for Canadian exporters of hay. The firm can give highest references.

541. Dried fruits, sardines, olive oil, preserved vegetables — Bordeaux (France) firm desire to correspond with Montreal firm; willing to act as agents.

539. Coffee and tea—London firm desires buying agency in Canada for special coffee essence.

538. Eggs—London dealer requests to be placed in touch with Canadian exporters.

547. Hay and oats—Large English East Coast milling firm desires quotations from Canadian shippers.

555. Apples—Large East Coast firm desire to get in touch with Canadian exporters of reliably packed apples of all grades, in large quantities.

556. Hay—East Coast firm are desirous of hearing from exporters of Canadian hay in large quantities and regular shipments.

557. Soaps and feeding meals—Leading East Coast manufacturing firm desire to get in touch with Canadian importers.

558. Apples—East Coast firm desire to hear from Canadian growers or exporters of all classes of apples.

560. Eggs—Large East Coast firm invite correspondence with shippers of eggs in large quantities.

561. Cereals, breakfast foods and apples—Hull produce firm desires to get in touch with manufacturers of cereals and with exporters of apples.

562. Sugars—East Coast merchant, exporting all classes of Demerara, white, Scotch moist, granulated and loaf sugars, invites corespondence with Canadian buyers.

565. Agent—French factory of macaroni, vermicelli, in Lyons, desires to appoint an agent in Canada.

573. Frozen poultry—London selling firm wishes to correspond with Canadian exporters.

575. Canned lobsters — Copenhagen, Denmark, firm wishes names of Canadian packers.

581. Apples and pears—East Coast firm invite correspondence with Canadian exporters.

582. Apples and pears—East Coast firm desire correspondence with Canadian shippers.

585. Manitoba wheat—Yorkshire firm, requirements 300,000 bushels per month, desire to get in touch with shippers, c.i.f. either Hull or Liverpool.

586. Canadian peas, etc.—East Coast firm desire to get in touch with shippers of Canadian peas, clover seed, rape seed and flax seed.

587. Canadian tomatoes—East Coast produce firm desire to get in communication with growers or shippers who will meet their requirements with first-class packing.

588. Tomatoes—East Coast produce firm desire communication with shippers of tomatoes, and will be pleased to give quotations and style of packing required.

595. Dairy products— East Coast wholesale firm desire to get in communication with wholesale shippers.

596. Butter, etc. — Old-established East Coast provision firm are open to receive negotiations.

597. Canadian hog products, etc.—East Coast firm desire Canadian hog products, butter, canned meats and cheese, and invite correspondence and negotiations.

598. Manitoba wheat, etc.—East Coast grain firm desire to get in touch with shippers of Manitoba wheat, clover and flax seed.

NEW COMPANIES.

Notice is given in the current number of the Ontario Gazette of the incorporation of the Brethour Milling Co., with share capital of $250,000 and head office in London, Ont. The provisional directors are G. E. Coleman, tailor; B. V. Hole, contractor; R. Ferguson, physician; Jas. C. Thompson, commercial traveler; and T. P. Stewart. They are to manufacture and deal in lumber.

DESICCATED MILK.

Milk or cream is first rendered homogeneous and then evaporated by dryness under reduced pressure. In the case of milk the cream may be separated by centrifugal action, and then both cream and skimmed milk made homogeneous, after which they may be remixed, either during the evaporation or when dry. The skimmed milk may also be separately evaporated, then mixed with the homogeneous cream, and the desiccation continued.

Simon Stahl, confectioner and baker, Schomberg, Ont., has sold out to J. McDevitt, a farmer. Mr. Stahl is going into business in Haileybury, New Ontario.

The Good Trade is Worth Capturing

You will admit that, of course. But, perhaps you are not so sure as to just what biscuits will capture it.

We have but one opinion—**you must sell Perfection Cream Sodas** if you desire the good trade.

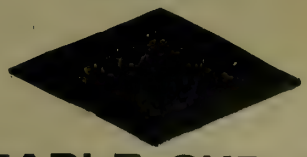
What makes us reason so? Just this :

have the Right-From-The-Oven-Flavor, the original sweetness, that palatable quality so many biscuits lose after entering the tin.

Order PERFECTIONS

THE **Mooney Biscuit & Candy Company,** LIMITED, **Stratford, - Canada.**

DIAMOND Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

MAKING IT EASY FOR THE DEALER

We make it easy for you to sell "MONTSERRAT" because we make "MONTSERRAT" the best Lime Juice in Canada.

All the natural, piquant flavor—the very soul of the lime—is retained in this perfect juice.

We keep up the quality—and that keeps up the sales.

Insist on your wholesaler sending you

MONTSERRAT LIME JUICE

Mixed Fancys

JACOB'S IRISH BISCUITS

In half-pound boxes.

Our "West End" box is a good sample. It contains a nice assortment of rich varieties, including :—

Keil Finger — Shortbread
Boudoir — Alexandra
Puff Cracknel — At Home
Macaroons

A compact package—easily handled—attractively put up—stock not exposed to air—no loss in handling.

Good for the Grocer.

Good for the Housekeeper.

W. & R. JACOB & CO., Limited

Canadian Agents:

Kenneth H. Munro
321 Coristine Bld. Montreal.
C. & J. Jones Bros.,
424-425 Union Bank Bld., Winnipeg
Wilson Bros.
Wharf St. Victoria, B.C.

DUBLIN, IRELAND

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

TO MANUFACTURERS' AGENTS :

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices hroughout Canada and in Great Britain without charge.

Address

Business Manager
THE CANADIAN GROCER
Montreal and Toronto.

Side by Side

These two brands are

BORDEN'S

Guarantee of purity, cleanliness in manufacture, and the best that can be produced in . . . . Condensed Milk and Evaporated Cream

"Eagle" brand — *"Peerless" brand*

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

TRAVELER WORKED THE HAND CAR.

Overtaking a train that has a good start is not an everyday feat even among commercial travelers, and they learn most of the tricks of traveling. But Norman Notter, a young grocery traveler, was in South Africa three years, and there or elsewhere he acquired the virtue of not knowing when he was beaten.

He was at Tory Hill last week, a small place, with one store, on the Irondale, Bancroft & Ontario Railway. The lone merchant is close to the station and Mr. Notter hustled over to get his order while the train waited. Usually this is a feasible proposition, because the limited expresses don't go around by the I. B. & O. This day, however, someone was in a hurry, and when Mr. Notter rushed back to the station the train had disappeared. The next one was the day after at the same hour. A gang of section men were at work nearby, their hand car in the ditch beside the track. It didn't take long to negotiate with them for a chase after the train, and soon Mr. Notter and three laborers were "pumping" hard and making record handcar time in the direction the train had taken. They caught it at Wilberforce, five miles down the line.

In South Africa Mr. Notter was for three years transport conductor in charge of the long convoys of native ox teams with ammunition and provisions which it was the special delight of the Boers to intercept and appropriate.

THE BIRTH OF RICE IN AMERICA.

The very introduction of rice into America seems almost providential, having been brought about by accident, when, in the year 1694, an English vessel, being storm-bound, put into Charleston Harbor. The ship, beaten by the storm and in need of repairs, was compelled to lay in harbor for some time; and it was while there that her captain gave to one of the citizens, Thomas Smith, a small quantity of rice, which principally constituted the cargo. Smith planted the grain in his garden, and the plant thrived and bore most abundantly; whereupon Smith gave seeds to his neighbors, which they also planted, and were successful in raising crops. Prior to that eventful occasion, the great stretches of lowland along the Carolina coast (now very valuable) had proven a barren waste and in the planting of this little parcel of the wonderful cereal and its successful harvest is found the logical beginning of rice culture in America.

One morning last week the "Salada" Tea Co. received orders for three and a half carloads of "Salada" tea from Boston, one carload from Buffalo and one carload from Winnipeg, and in addition a number of large local orders. These figures speak for themselves.

MAPLE Small's **SYRUP**

JUST MAPLE SYRUP THAT'S ALL

Pure Tested Maple Syrup only is sold under **Small's brand.** When customer asks for tin of **Maple Syrup** it's nice to be able to produce same, and particularly a world-renowned brand.

Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark syrup in the British Empire. 2nd—Small's Brand has been awarded with but one exception all Gold and Silver Medals ever offered in Canada, and many from abroad.

You certainly have a first-class line.—WOOD & STEVENS, New York.
Is superior to anything I have seen on the market.—H. MOCKFORD, London, Eng.

All Jobbers.

Product of THE CANADA MAPLE EXCHANGE MONTREAL

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

YOUR CUSTOMER

May not know that **COX'S GELATINE** has been on the market for sixty years. If you tell her this, and add that

STRENGTH and PURITY

have always been its leading qualities, she will applaud your recommendation of a good article.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

UPTON'S Jams, Jellies and Orange Marmalade

have the true fruit flavor.

The wise grocer always keeps them in stock, as they will please his most particular customers.

Payne's Cigar Policy

(BEING A CONTRACT ENTERED INTO BETWEEN J. BRUCE PAYNE, LIMITED, CIGAR MANUFACTURERS, GRANBY, QUE., AND ANY LIVE GROCER.)

CLAUSE A. J. Bruce Payne, Limited, covenants and agrees to ship Mr. Grocer 1000 assorted cigars, the assortment to contain the popular **Pebble** and **Pharaoh** Cigars.

CLAUSE B. Mr. Grocer agrees to pay for the shipment a price sufficient to cover the cost of the tobacco, plus manufacture—not one cent more.

CLAUSE C. J. Bruce Payne, Limited, agrees at the end of three months to take back at invoice price, all of the shipment unsold.

CLAUSE D. Mr. Grocer agrees to sell the **Pebble** at **5c** and the **Pharaoh** at **10c.**

Witnesseth the Hand and Seals this 26th day of May, 1906.

SEAL **J. BRUCE PAYNE, Limited**

(Fill in your name and attach your seal.)

CONCRETE EVIDENCE

What kind of evidence do you ordinarily demand before you give your opinion?

"Concrete evidence," we should say. "Certainly," you reply.

Concrete evidence is the kind we are glad to give you on behalf of that famous tobacco

T & B

You know the price. Here are some **Sales Facts:**

There's more **T & B** sold than any other tobacco.
There's more **T & B** consumed than any other tobacco.

"I came, I saw, I conquered," that's the song to T & B.

THE GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.

TOBACCOS, CIGARS AND ACCESSORIES

TOBACCO SMOKE AND MICROBES.

Whether or not tobacco smoke is a germ destroyer is discussed by the London Lancet, the leading medical journal of the world. It is often asserted that tobacco users are proof against certain contagious diseases because the smoke destroys the germs that find their way into the mouth and nose. It is a question of the chemical composition of the smoke of the weed. It is often said nicotine abounds in tobacco smoke, and nicotine is undoubtedly a powerful disinfectant. But the Lancet affirms that the quantity of this poison in tobacco is minute, if indeed it is present at all. It is certainly not present in quantity to be worth considering. There is, however, in smoke a very poisonous oil, pyridine, which accumulates in a pipe. There is present also carbon monoxide which is said to have germicidal properties. But the most important germicide in tobacco smoke is formaldehyde, which is present in very appreciable quantities.

If water through which a few puffs of tobacco smoke has been blown be tested, a strikingly positive formaldehyde reaction is obtained. One part of this substance in 10,000 parts of water produces a solution fatal to all microbes, but practically innocuous to the human organism. When it is considered that a vast number of microbes are hourly deposited in the nose, it is conceivable that these may be effectively destroyed by the frequent passage of tobacco smoke through that organ. In the same way the organisms exposed to tobacco smoke in the mouth would succumb. Formaldehyde is one of the most powerful disinfectants we possess. The cigar yields more formaldehyde than the pipe and the pipe more than the cigarette.

GROWING MORE IN ESSEX.

Tobacco growers of Essex county, Ont., are reported to be this year planting more than ever before. The Government's announcement regarding an experimental tobacco farm has stimulated interest.

The growers themselves have been carrying on experimental operations for years, and believe themselves able to grow better tobacco this year than ever before. Certain kinds of the leaf grown have heretofore obtained a ready sale to Canadian manufacturers.

A PROFITABLE CROP.

John Little, of Harrow, Ont., on scant six acres raised last season 11,842 pounds of tobacco, which was purchased by the Empire Tobacco Co. at 8 1-2c., in all $1,006, or over $167 an acre.

ESSEX AND KENT CROP.

The value of the tobacco crop of Essex and Kent counties, Ontario, have been estimated for the 1905 crop at $104 per acre, or a total of $686,400 for a total production of 8,580,000 pounds, from 6,600 acres. The average yield was 1,300 pounds an acre, and the average price was in the neighborhood of 8c. The average yield per acre in the United States last year, as estimated by the department of agriculture, was 830 lbs., and the average price 7 1-2c.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

The best in the world are made by—

McDOUGALL

Insist on this make.

D. McDOUGALL & CO., Glasgow, Scotland

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Surprise

Soap Has Been Sold on the Market for Over 20 Years

This statement is of interest only to show that **Surprise** has stood the test of time.

To-day it is sold over all Canada, in Newfoundland and some parts of the West Indies.

Quality—High-grade laundry soap, a pure hard soap, is the reason why it keeps on satisfying and selling.

Peculiar qualities for washing clothes by the "Surprise" method: Economy—labor-saving—cleanliness—most satisfactory—a real practical way of washiug.

You can use this feature of **Surprise Soap** to show your customers it is to their advantage to have **Surprise Soap.**

The ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper

The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 24, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
6-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebra paste, ¼-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg 0 08
" " 7-lb. cotton bags, per bag.

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's $4 40
5-case lots. 4 30
Canada Flakes, "Jumbo" case, 24/25's 4 90
Canada Flakes, "Jumbo" 5-case lots. 4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins, per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	0 30
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" ½-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 5
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins,	½ doz. to case	per doz.,
1 "	4 " "	$ .90
½ "	2 " "	2.40
¼ "	1 " "	4.75
		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors, 30c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ¼-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins. .36c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins. .36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	

Sweet chocolate powder—

5-lb. tins, 10 tins in case ..... 25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. .26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 28c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. .30c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .28c.
100 2-cent pieces in box, each $1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box $1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins. .26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins. .25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs. .26c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. .. 22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs .. 22 .
6-lb. " 12 " " ¼-lb. " 22c.

Gold Medal chocolate powder—

5 lb. tins, 10 tins in case ..... 36c.
10 lb. tins, 10 tins in case ..... 32c.

XXXX chocolate powder

5-lb tins, 10 tins in case ..... 27c.
10-lb. tins, 10 tins case ..... 25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.

	Per lb.
Mecca	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 15½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

"Batger's"

Lemon Squash, & Lime Juice Cordial

When your customers come in and ask for a ***Good Summer Drink*** sell them ***Batger's*** Lemon Squash or Lime Juice Cordial——They give the satisfaction that brings repeat orders——***No Sugar Required,*** but just add water. Very ***handy*** and ***economical.*** Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme
Montreal and Toronto

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

Are you satisfied with the Coffee you are using? If not, try

Braid's Best Coffee

a triumph of the Coffee blender's art.
It pays.
It gives satisfaction.

WM. BRAID & CO., - Vancouver, B.C.

BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 08½
½-bbls.	0 08½
Tubs	0 08½
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09½
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " / 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross		$10 20
" black, "		15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
"traw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 8-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel, per box	1 25 to 2 50

The Agricultural Schoolmaster

is abroad, and the farmers are learning the important truth that the better the seed the better the crop.

The Grocer may take a lesson from this newest beneficent enterprise. Use none but pure, superior goods in your store, and you will raise a great crop of customers.

The selected Coffee beans that form WOOD'S COFFEES will make one important department produce a great harvest of trade.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½

Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08½

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry— 3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—

Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—

1-lb. packages, boxes 40 lb.	0 06½

No. 1 Brantford Prepared Corn—

1-lb. packages, boxes 40 lb.	0 07

Crystal Maize Corn Starch—

1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

Packed in cases of 56 lbs. each (cases free)

No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	6½c.

Blue, white or assorted.

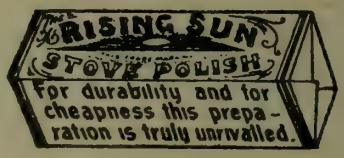
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label— 2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 12½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, 1's and ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c.		0 22
Green Label, " 40c.		0 28
Red Label, " 50c.		0 35
Orange Label, " 60c.		0 42
Gold Label, " 80c.		0 55

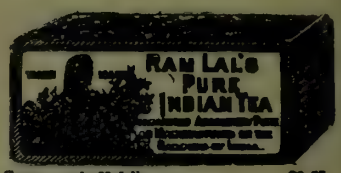
Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

		Wholesale.	Retail.
Brown Label, 1's and ½'s		0 20	0 25
Crimson "	1's and ½'s	0 22	0 30
Green "	1's and ½'s	0 25	0 35
Blue "	1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s	0 36	0 50
Gold "	1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Embossed Label, 1's, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.	$0 25
" " 60 ½-lb.	0 25
" " 30 1-lb.	
" " 120 ½-lb.	0 25

"CROWN" BRAND

	Wholesale.	Retail.
Red Label, 1-lb. and ½s.	$0 35	$0 50
Blue Label, 1-lb. and ½s.	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas— "Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 30-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 30-lb. "	....
" V 30-lb. "	....
" XXXX 30-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 30-lb. "	....
" XXX 30-lb. "	....
" XX 30-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....
"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ¼s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 25
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 25½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities.

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 00
Gillett's cream yeast, 3 doz.	1 05

Purnell's

Genuine Worcestershire

Sauce

Shews a good profit

Never fails to give satisfaction.

Do You Stock it?

If not, mail your order to-day.

PURNELL, WEBB & CO., Limited

BRISTOL, ENGLAND

ESTABLISHED 1750

EVERY USER OF TIN CANS

is invited to get ready for the coming season by ordering now.

You will make no mistake in placing your order with

The Acme Can Works

We have had your interest in view and have spared no expense in equipping our factory with the latest and best machinery for making cans. With our new building, which is now almost complete, we will be able to double our capacity of former years and will supply the ***best*** cans available—cans made from British tin plate of the best quality and best workmanship — ***Prices Right, Liberal Treatment, Prompt Shipments.***

Acme Can Works, - Montreal

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.

Price, postpaid, - $2.00

BOOK DEPT.

THE CANADIAN GROCER

10 Front Street East, - - Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week -- therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

TUMBLERS

Sure to be a rush for drinking tumblers soon.

Are you ready?

Write for prices of any or all kinds; or, better still, send us a mail order now.

GOWANS, KENT & CO.
LIMITED
16 FRONT STREET EAST
TORONTO

BEFORE BUYING
Canned Fruits and Vegetables
WRITE US.

LAUREL BRAND
In Quality, Leads the Market.

WHAT ABOUT YOUR REQUIREMENTS?

J. H. WETHEY,
LIMITED
ST. CATHARINES, - - CANADA

C & B
SPANISH OLIVES

PUT UP IN A NEW AND ATTRACTIVE
OCTAGON LEVER STOPPERED BOTTLE

Crosse & Blackwell, Ltd.
LONDON, ENGLAND

Agents,
C. E. COLSON & SON
MONTREAL

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, JUNE 1, 1906. NO. 21

Raised On It.

Did it ever occur to you

that the selling of

Robinson's Patent Barley

will gain you a class of customers well able to pay for the Best of everything?

Never tried it! Well send us a list of your family customers, we will send them samples — then watch how they will ask for Robinson's Patent Barley.

There's good money in it for you. Try it. Send us your list.

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

YOU CANNOT AFFORD TO ANNOY YOUR CUSTOMERS

FOR COOKING PURPOSES, PUDDINGS, DESSERTS, BLANC MANGES, Etc.

Benson's "Prepared" Corn

is your most reliable recommendation.

"THE ORIGINAL YELLOW PACKAGE"

RECOMMEND

Edwardsburg "Silver Gloss" Starch

when you are asked for the

Best Laundry Starch

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

There's Money In It.

There's a large business to be done in Burton's All-Healing Tar Soap.

1. It is a pure high-grade antiseptic soap.

2. The ideal soap for Doctors, Surgeons, Dentists, Medical Students and Nurses. With this class of people it sells largely.

3. Every home is visited by sickness or accident; therefore, Burton's All-Healing Tar Soap has a place in every home.

4. For cleansing the hair and scalp it is very beneficial.

5. It is used by many of the leading hospitals throughout Canada.

6. It bears a good profit and is a good seller.

Vital reasons why you should sell

Burton's All-Healing Tar Soap

One of the excellent lines manufactured by Albert Soaps Limited, Montreal

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - -	TORONTO
JOHN W. BICKLE & GREENING, -	HAMILTON
GEO. H. GILLESPIE, - - -	LONDON
JOSEPH CARMAN, - - -	WINNIPEG

Four Famous Brands

that are "On the Square"

Codou's Macaroni

Made only from Russian wheat from Taganrog. Light, white, tender, delicate Macaroni put up in handsome packages. Macaroni that never varies its high quality. Macaroni that is always "on the square."

"Shell Brand" Castile Soap

Contains 67 per cent. of pure oil, instead of 60 per cent. as in the ordinary Castile Soap of trade. In Bars and Pressed Cakes. The leading brand of highest quality in the Dominion.

Griffin & Skelley's Seeded Raisins

No other special patented process for seeding raisins compares with that owned by Griffin & Skelley. It is almost human in its workings. Grown, picked, cured and packed in the largest vineyards on the Pacific Coast. Always highest quality and always "on the square."

"Thistle" Canned Fish.

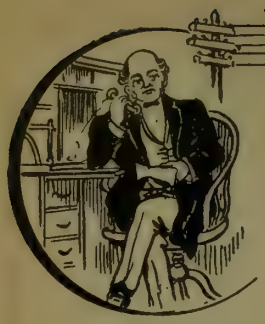
Canned Haddies, Kippered Herring, and Herring and Tomato Sauce. Clean, delicate, rich in flavor. The "Thistle" Brand stands at the head of all others because it belongs there.

Beware of imitations.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal

20½ Front St. East, Toronto



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CALGARY

The Dominion Brokerage Co.,
Wholesale Limited
Commission Merchants and Brokers
CALGARY and EDMONTON, ALBERTA
Excellent Trade Connection
Highest References

WESTERN CARTAGE CO.,
Cartage and Warehousing
Storage and Brokerage for Eastern Wholesalers.
Handling and Forwarding of CAR SHIPMENTS.
Largest and Best equipped STORAGE Facilities in the WEST.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOTREAL.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. EAST
TORONTO

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

Offer Few Cars
CHOICE
CORN
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

Winnipeg Storage
in BOND or FREE
For all kinds of Merchandise.
Negotiable Receipts Issued.
Low Insurance
TEES & PERSSE Limited
Wholesale Brokers and Warehousemen
WINNIPEG CALGARY EDMONTON

(*Continued on page 54.*)

You'll never tire of selling

"GOLD MEDAL" COFFEE

Your customers will never tire of using it

To meet the demand for a high-class **COFFEE**—in a small package—
We are now packing **GOLD MEDAL** in ½-lb. tins.

You'll do well to stock it. It pays well and brings new trade.

Every tin guaranteed by

The EBY, BLAIN CO. Limited

Coffee Importers, Roasters, Etc.

Toronto

It's easy to discover the reason why

"NORKA"

Is such a favorite amongst the legions of breakfast foods

It's

—different from all the others
—flavor is approached by none other
—**the only cooked OAT** on the market
—an all-year-round seller, and
—profitable for you to handle.

A trial case will bring repeat orders

Sold by All Live Jobbers

If your wholesaler does not handle it write direct to

The Western Milling Co. Limited

TORONTO

Merit tells

For standard of QUALITY

BLUE RIBBON TEA

BEATS THEM ALL

from 25c. to $1.00 per lb.

It's a trade winner

TRY A SAMPLE CASE

The Blue Ribbon Tea CO., Limited

12 Front St. E.

TORONTO

THE 20th CENTURY TEA

It is almost superfluous to explain that the tea of the 20th Century is **Ceylon Tea.**

Every grocer who has watched the development of the tea trade knows that from its first introduction

CEYLON TEA

has appealed to the taste of consumers in a remarkable way. Other teas have fallen away and given place to the Ceylon product wherever they have come in contact.

There is only one explanation for this —the inherent merit of the tea of Ceylon. Otherwise Ceylon tea could not have maintained the precedence it so pre-eminently enjoys.

The Grocer who specializes on Ceylon tea is building on a sure foundation.

Black and Green **Ceylon Tea** **Black and Green**

The Tea of the Century.

1906 PACK

Our 1906 pack Fruits, Vegetables and Meats will be, as usual, of the very best quality.

Our factories are now being overhauled, and the newest machinery is being installed where necessary.

We have now over thirty of the most modern-equipped factories in the world.

Our factories being situated in the midst of the Fruit and Vegetable Farms of Canada, ensures goods being packed when at their best.

Our processors have had over a quarter of a century's experience in canning and preserving.

Quality and Cleanliness is the policy rigidly enforced at each of our thirty factories.

Our 1906 pack will be the best ever packed anywhere. We guarantee the quality of all our goods.

Remember the brands, viz.: "Canada First," "Auto," "Little Chief," "Log Cabin," "Horseshoe," "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," "Grand River" "Jubilee," "White Rose," "Deer," "Globe," etc.

If you want pleased customers stick to our brands exclusively.

CANADIAN CANNERS, Limited

HAVE STOOD THE TEST

Old Homestead Brand Canned Fruits and Vegetables have stood every test to which they have been subjected and with every test stand higher in the estimation of the trade.

The reason of this stability is simple—**QUALITY.** The Old Homestead Canning Company built their factory when they did and where they did because they believed they could put up a better line of canned goods than had yet appeared on the Canadian market.

Old Homestead Brand CANNED GOODS

were to stand for what was best in the Canadian Canned Goods trade.

There was no doubt that the Picton district produced the finest vegetables and fruits in Canada.

There was no doubt that the factory erected by the Old Homestead Canning Company was the most up-to-date and sanitary factory in Canada.

There is no doubt in the minds of those who have used the Old Homestead Canned Goods that the Old Homestead people know how to handle their choice fruit and admirable factory to get the best results.

Those best results have been materialized in the

OLD HOMESTEAD BRAND

Old Homestead Brand goods are found from the Atlantic to the Pacific.

They have given the best satisfaction wherever used. If you have never sold Old Homestead try them this year. Don't delay. Get your order in early.

THE OLD HOMESTEAD CANNING CO., LIMITED

PICTON, ONTARIO

14,000,000

PACKETS ANNUAL SALE

This is a certificate of Character, "Indisputable'

Therefore,

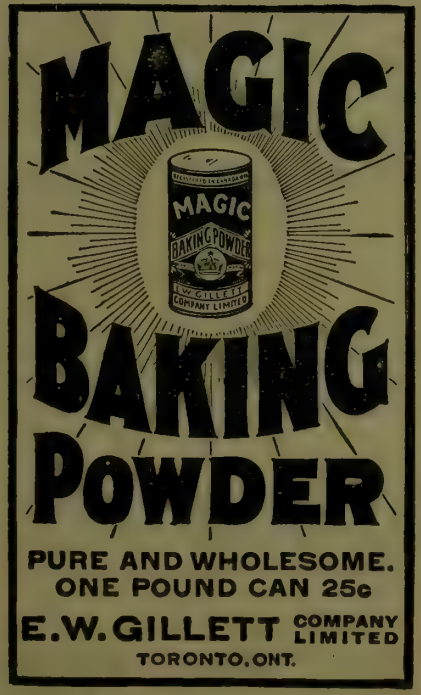
To use "SALADA" Ceylon Tea as a Leader — ***"IS WISDOM"***

To accept substitutes — ***"IS FOLLY"***

As every grocer requires a brand that sells and pleases all classes, "not to ornament his shelves." — **ISN'T THIS LOGICAL?**

Black, Mixed or Natural Green } Sealed Packets only.

Wholesale Terms and Samples from "SALADA," TORONTO or MONTREAL



Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

Prepare for the outing and picnic season by keeping well-stocked in

STERLING BRAND PICKLES

None will give greater satisfaction. None count more in cultivating a pleased customer.

—Sold by all jobbers.

Made in Canada by

THE T. A. LYTLE CO., Limited

TORONTO, CAN.

The Salt that Saves Money and Time for You

"Time is money"—save time then, and you save money too. Waste no time and you waste no money. Is it really worth while to spend useless energy in an endeavor to push inferior articles of trade? We think not.

Windsor Salt is the standard because so often used for comparison—you hear "as pure as Windsor Salt" used everywhere to-day. You don't have to argue with a customer over its merits—its quality is too well known. It's pure white, dry, crystalline. It is nothing but salt.

You lose more than we do by not stocking up with it—lose time, lose money, lose trade.

Windsor Table Salt

THE CANADIAN SALT CO., Limited
Windsor, Ont.

"Queen Quality Sweet Pickles are full of spice, And that is what makes them extra nice."

Of course there's not too much spice—just the right quantity. The pickles are solid and firm too, and never lose their original flavor. The vinegar used is the purest pickling vinegar obtainable—not commercial acid vinegar with colorings and other substitutes. This latter forms a part of so many pickles that one is justified in designating them "Bottled Poison." You can sell

Queen Quality Sweet Pickles

at the same price as the inferior goods and yet get a handsome profit for yourself.

Does the opportunity to do a profitable and satisfactory pickle trade appeal to you?

TAYLOR & PRINGLE CO., Limited

Sole Agents for
"Perry's Worcestershire Sauce"
Owen Sound, Ont.

Matches

If you want to be well matched we will match you.

The Improved Match Co., *Limited*

HEAD OFFICE:
409 BOARD OF TRADE, MONTREAL

FACTORY:
DRUMMONDVILLE, QUE.

Tel. Main 3244

The letter quoted opposite is one which makes a man feel that there is something more in business than the mere taking and filling of orders.

The favors accorded this customer were only such as I hope to be always willing to grant to anyone who is dealing with me.

T. H. ESTABROOKS

.....N. S., May 22/06.

T. H. Estabrooks, Esq.,
St. John, N. B.:

Dear Sir,

In reply to your favor.....

.....

Referring to your ad. in The Maritime Merchant, April 19th, I have not read any more truth in as few lines as I found in these, especially the part "Reasonable favors are granted pleasantly."

I applied it to myself, but added "unreasonable favors as well."

Thanking you very kindly,

Yours truly,

_____

RED ROSE TEA "is Good Tea"

GREIG'S
WHITE SWAN
PREPARED
COCOANUT

In cocoanut you want something true in flavor, fine in texture, bright in color, good in appearance, and pleasing in taste. Something that will not grow rancid quickly, thus causing you loss and annoyance.

That's the kind we make—beautiful long threads that will satisfy the most exacting.

An important point, too, is that it does not cost you any more—perhaps not as much—than inferior and poorly-made cocoanut.

Our **WHITE SWAN** guarantee is behind every pound.

Try a lot, and if all we claim for it is not abundantly proved, send it back at our expense.

Samples and quotations cheerfully sent on request

THE ROBERT GREIG CO., Limited, WHITE SWAN MILLS, TORONTO

MAPLE SUGAR

We have received first consignments of

Choice Pure Beauce Sugar

In assorted sized blocks.

Write the QUEBEC OFFICE for prices

We guarantee our goods

ABSOLUTELY PURE

D. RATTRAY & SONS

QUEBEC **Montreal** **OTTAWA**

THEY

Sell Well

Show a Nice Profit.

Give Satisfaction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

Make a Specialty of Specialties

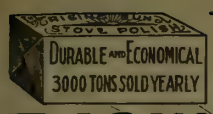
Money is made in handling good specialties, such as

Paterson's Worcestershire Sauce.

It pleases your customer, is easy to sell, because low in price, and there is money in it for you.

ROSE & LAFLAMME

Agents - Montreal.



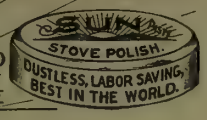
THE WELL KNOWN AND RELIABLE CAKE.

RISING SUN STOVE POLISH

&

SUN PASTE STOVE POLISH

TINS GUARANTEED TO THE TRADE



Don't Take Any Chances

Neither RISING SUN Stove Polish in cakes nor SUN PASTE Stove Polish in tins contains anything inflammable or explosive. They are absolutely safe in the hands of the user. The sale and use of inferior stove polishes often result in fires, explosions, burns and disfigurement, sometimes horrible suffering and death. You run a considerable risk in selling these dangerovs stove polishes put up by inexperienced or unscrupulous manufacturers, as the injured have repeatedly brought suits at law against the dealers who sold the dangerous stuff. Don't take any chances.

MORSE BROS., Props., - - Canton, Mass., U.S.A.

CROCKERY

Our stock is complete and "up-to-date" in every respect. We are offering many new and exclusive lines in **DINNERWARE** and **TOILETWARE**.

UNPRECEDENTED VALUES IN

CHINA—GLASS—SILVERWARE—CUTLERY

CUT GLASS — LAMPS — LAMP GOODS

MAIL ORDERS are given careful attention. If in doubt just name your price and allow us to supply our "Best Sellers." Our long experience enables us to know what the public likes best.

THE JOHN L. CASSIDY CO., LIMITED, MONTREAL

Classical Metal Ceilings

are a necessity in every store. They do not cost much to instal. They never cost anything to repair.

Not only are Metal Ceilings fireproof, but they are also Everlasting, Sanitary and Ornamental.

They can be put up at any time of the year, and over plaster or wooden ceiling.

We would like you to get a copy of our Beautiful Catalogue.

METAL SHINGLE & SIDING CO., Limited
PRESTON, - - ONTARIO

A satisfied customer is a grocer's best ad. It's your look-out to see that every one of yours is pleased and satisfied.

"MELAGAMA"

CEYLON TEA

is the line to do it with. Let us send you along a trial lot. We know full well you will be satisfied, as well as your customers.

MINTO BROS., (See back of GROCER for prices) **TORONTO**

A thorough trial by yourself and your customers cannot fail to convince you that for absolute purity, deliciousness and healthful enjoyment and benefit

JAPAN TEAS

are positively unequalled.

As for profit in selling they will prove a good investment for you.

GET IN LINE FOR SUCCESS

A PERFECT FOOD.

READY TO EAT.

CRISP AND TASTY

Guaranteed PURE

MRS. RORER'S SARATOGA CHIPS

10c. AND 20c.

MADE EXCLUSIVELY BY

Hamilton Saratoga Chip Co.

Three Sixteen King East

HAMILTON, - CANADA.

Sell the Food everybody is asking for.

Our proposition will interest you.

FACSIMILE OF BOX

HAMILTON SARATOGA CHIP CO., - Hamilton, Canada

AGENTS—Rose & Laflamme, Montreal, P.Q.; MacLaren Imperial Cheese Co., Toronto, Ont.; Stuart Watson, Winnipeg, Man.; Dominion Brokerage Co., Calgary, Edmonton and Victoria.

THESE CANS CONTAIN

PURE MILK

REINDEER BRAND **JERSEY BRAND**

Sweetened **Unsweetened**

Every Can Guaranteed

The skill exercised in selecting milk, the methods employed in its manufacture, the strict discipline and supervision of workers and details combine to produce the best product.

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

LOOSE-LEAF SYSTEMS
CRAIN
OTTAWA, ONT.

YOU REQUIRE

something up-to-the-hour in the Loose-Leaf line. The

Crain Continuous Ledger
Patented

Crain Foldover Invoicing System
Patented

Crain Foldover Bills of Lading
Patented

Crain Monthly Account System

Crain Statement System

are all recognized leaders. We manufacture everything in the Loose-Leaf line. Write us or call up any of our representatives.

BRANCHES AND AGENCIES

TORONTO OFFICE—18 Toronto St.
MONTREAL OFFICE—74 Alliance Bldg., 107 St. James St.
WINNIPEG OFFICE—Sylvester-Willson Bldg.
ST. JOHN, N.B.—Schofield Bros.
VANCOUVER, B.C.—White & Bindon.

THE Rolla L. Crain Co
LIMITED.
OTTAWA, CANADA.

A Day's Business Balanced in Five Minutes

Your present system allows the dollars that represent the profits of your business to slip away. You cannot keep track of all the money handled in your store, except with the most perfect system. You might not miss a half-dollar or dollar a day, but such a leak makes a big hole in your profits.

Our new system tells at any moment how much money you should have. Five hundred thousand retail merchants have used this system. Leaks and losses are reduced to a minimum where our system is used.

Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing and places you under no obligation.

Tear off here and mail to us today

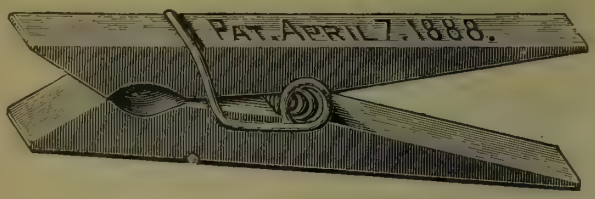
The
N. C. R.
Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men



Dominion Spring Clothes Pin

The Dominion Spring Clothes Pin is the finest and most durable clothes pin manufactured, made of hard wood, with a strong galvanized spring, which holds the clothes to the line so tightly that the wind is powerless to blow them off. If you have not already handled them place an order with your jobber. You will experience no difficulty in placing large quantities. Packed two gross in a wooden box, twenty-five boxes in a case.

WHOLESALE SELLING AGENT

J. H. HANSON

422 and 424 St. Paul St. MONTREAL

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discoun ts, address

COLES MANUFACTURING CO.

os. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros, Montreal.
Gorman, Eckert & Co., London, Ont

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—***We have it.***

No. 103 DAYTON

s constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

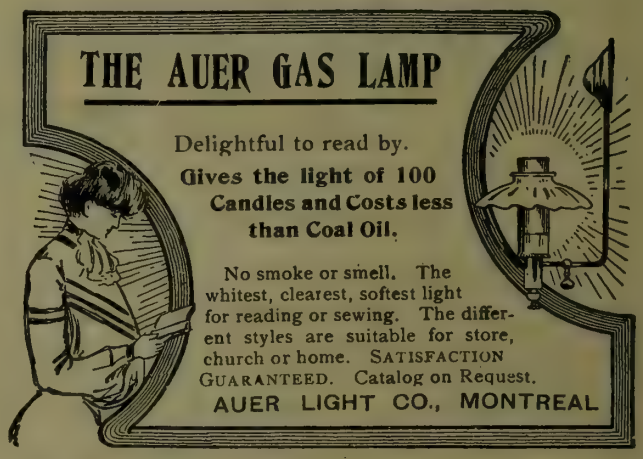
A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

THE AUER GAS LAMP



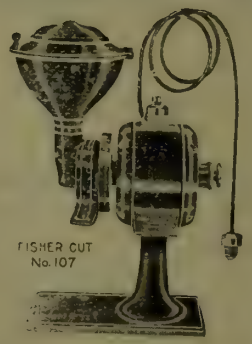
Delightful to read by.

Gives the light of 100 Candles and Costs less than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼ H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

—OFFICES IN CANADA—

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

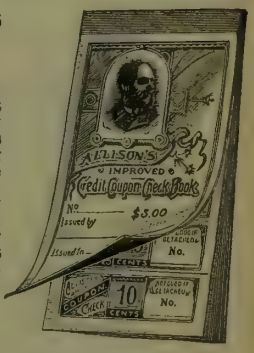
Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.
King's Cross
LONDON, ENGLAND

CANADIAN AGENTS:
MACLURE & LANGLEY, Ltd
154 Pearl St., Toronto
30 Hospital St., Montreal

They Cost Less Than Nothing



Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

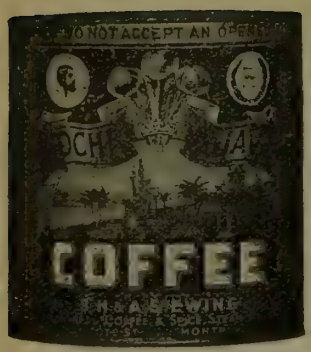
for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,
Manufacturers
Indianapolis, Indiana.

W. P. KAUFMANN
19 Caer Howell Street, TORONTO
Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.



"PRINCE OF WALES"

MOCHA AND JAVA **COFFEE** Packed in 1 and 2-lb. Tins

It is RICH, AROMATIC, DELICIOUS—prepared by a special process that removes all the chaff, parchment, etc. This costs us a little more ; but the improved quality and steadily increasing demand show the wisdom. Are you handling it? A trial will convince you.

S. H. & A. S. EWING. MONTREAL

G. B. LODGE, - - WINDSOR, ONT.

THE SUCCESSFUL GROCER
is the man who gives careful consideration and daily attention to the details of his business—his customers' requirements, the condition of his stock, his facilities for prompt and satisfactory service and the appearance of his store.

THERE IS A DIFFERENCE
between the practical grocer and the man who sells groceries.

WALKER BIN FIXTURES
appeal to the practical grocer who aims at building up a substantial, permanent and profitable business.

WRITE FOR ILLUSTRATED CATALOGUE, "Modern Grocery Fixtures"

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

Montreal Representative :—J. H. MAIDEN, 423 St. Paul St., MONTREAL, P.Q.

BEWARE OF IMITATIONS

TWO BIG SELLERS

Maple Cream Hearts
Twin Block Pure Maple Sugar

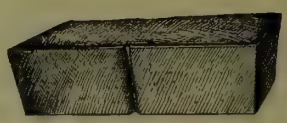
Maple Cream Hearts are pu up in Pails of 18 lbs. each, and sell for 20 cts. per lb.

Price Per Pail - ***$2.16***

(No charge for Pails)

Profit to Retailers on one Pail - ***$1.50***

3-4-lb. TWIN BLOCK



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 ¾-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c sale; in handling this Sugar there is no weighing or waste

Price per Case - ***$3.00***

Profit to Retailer in one Case - ***$1.00***

We are the originators and sole patentees of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify ***Twin Block Maple Sugar*** and ***Maple Cream Hearts*** and you will get the genuine.

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.

WE BOLDLY CHALLENGE

COMPARISON

NOT WORDS

NOR PUFFED PRICES, BUT COMPARISON ALONE WILL CONVINCE YOU THAT

HOLBROOK'S

GENUINE WORCESTERSHIRE

SAUCE

IS THE BEST VALUE ON THE MARKET. THAT IS WHY IT HAS THE

LARGEST SALE IN THE WORLD

Rep ½ pts. (25c. bottle) $2.15 dozen in case lots (6 dozen).
Imp ½ pts. (35c. ") $3.00 " " (4 "). Mail your order to-day to

HOLBROOK'S LIMITED PACIFIC BUILDINGS, COR. FRONT & SCOTT STS. **TORONTO**

Which Lime Juice?

are you going to handle this summer—the one that you must "push" to sell—or the one that sells itself?

MONTSERRAT LIME JUICE

A staple hot weather money-maker. A favorite with dealer and customer.

EVANS & SONS DISTRIBUTORS **MONTREAL**

Supplied under contract
to the
British and Indian Governments

For Salad or Pickles,

A *good* vinegar is as essential as wholesome green stuff.

Our Vinegar—White, Cottell's Pure Malt—

is 100 per cent standard, with no adulteration, no acid: A perfect vinegar with natural flavor and aroma. Standing absolutely in the front rank. Its delicate bouquet gives the final perfecting touch to a salad. Let us mail you samples. Send us a card.

White, Cottell & Co., Warner Rd., Camberwell, S.E., LONDON, ENG.

THE UNITED ALKALI COMPANY, LTD.

LIVERPOOL, ENGLAND

NOW IN STORE—

Greenbank Chloride of Lime

¼s, ½s, and 1s tins

BEST DISINFECTANT.

Greenbank Lye, Solid and Powdered

½s, 12 oz., and 1s tins

SOLD BY ALL DEALERS.

L. CHAPUT, FILS & CIE

WHOLESALE IMPORTERS

Agents - - - MONTREAL

As far back as 1750 was the firm of Purnell, Webb & Co , Limited, founded in the old city of Bristol, the historic seaport, whence, in the 15th century, CABOT, in the good ship 'Matthew' sailed in search of AMERICA.

Right across the same track Purnell, Webb & Co., Limited, are to-day sending their products, which are still made by the descendants of the firm from the original recipes.

150 years' proved merit ! ! What better testimony to their excellence can you have ?

World-wide trade. All goods guaranteed of the best ingredients.

PURNELL, WEBB & CO., Limited

Malt Vinegar, Sauce and Pickle Makers, - - BRISTOL, ENG.

WEEKLY SHIPMENTS TO CANADA PLACE YOUR ORDERS WITH OUR AGENTS:

J. W. GORHAM & Co.	HALIFAX, N.S.	J WESTREN,	630 Ontario Street, TORONTO
R. JARDINE,	ST. JOHN, N.B	BICKLE & GREENING,	HAMILTON, ONT.
H. HAZZARD,	CHARLOTTETOWN, P.E.I.	J. CARMAN,	WINNIPEG, MAN.
A. J. HUGHES,	1483 Notre Dame Street, MONTREAL	C. E JARVIS & Co.,	VANCOUVER, B.C.

Barbadoes Molasses

VERY FINE SAMPLE. ½ BARRELS.

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

UNIFORMITY

That's what makes and holds a Coffee trade.

Our Brands are **ALWAYS** uniform.

Our Prices are as low as is consistent with best quality.

Chase & Sanborn

The Importers - - MONTREAL

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

98-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 521

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Telephone orders receive prompt attention.

Extra Fancy Apricots

25-LB. BOXES

Santa Clara Prunes

25 AND 50-LB. BOXES.

Goods of exceptional value and quality. It will be worth your while to get prices and particulars.

W. H. GILLARD & CO.

WHOLESALE GROCERS

HAMILTON

In Store

Choice Behring Sea Dry Cured Cod Fish, whole—Packed in 50 lb. cases.

Just the thing for this season of the year—no water.

LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON, - ONT.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.

Cor. Church and Colborne Sts. Toronto.

ROWAT'S

The name that applied to

PICKLES and OLIVES

means

Quality—the best

Profit—satisfactory

Business—increasing

You can't wish for more.

All jobbers.

SALMON

Everything points to higher prices for 1906 pack.

Prices on 1905 pack have already advanced.

We have a large stock of popular brands, which we will continue to offer for a limited time at old prices.

Now is the time to buy.

Our travellers have full particulars. If they do not call on you call us up.

JAMES TURNER & CO., = = HAMILTON

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

A Book of Service is a Joy Forever

Let no Grocer perpetuate old methods for want of "enquiry." We offer a

SPECIAL DUPLICATING COUNTER CHECK BOOK

particularly suited for the grocery trade. We offer the book knowing it is a proven success.

If you want to enter credit items with less chances of error, this book will appeal to you.

Manufactured by

The Carter-Crume Company, Limited

TORONTO and MONTREAL

Manufacturers of Counter Check Books of Every Description.

Tartan BRAND

The Sign of Purity

Salmon—We can interest you.

Pickles—Large assortment, special prices.

Selected Valencias—Get our prices.

Barbadoes Raw Sugar Special line.

Consult our travellers re. supplies of above seasonable lines, or 'phone 596, our expense

BALFOUR & CO.

Wholesale Grocers

HAMILTON, ONT.

COOL CURING OF CHEESE

Dairy Commissioner J. A. Ruddick's evidence before the standing committee of Parliament on agriculture and colonization, has been issued by the department as a bulletin, and parts of it are of interest to every one associated with the provision and dairy industry. Regarding the central cool curing rooms for cheese, established by the Government a couple of years ago, the evidence was as follows:

It has been definitely decided that the coming season will be the last year for the Government to carry on this work. At one time it had been practically decided to drop the work at the end of last season, but during my visit to Great Britain last year I obtained information which made me think that it was advisable to recommend operation for another year. Of course, you know that one of the objects of carrying on this work was to provide a sufficiently large quantity of cheese to have an appreciable effect upon the market; to put the cool cured cheese on a commercial basis so that those who deal in those goods would get a clear idea of the difference in value. I found while in England during the months of July, August and September, that very few of these cheese were coming forward at that time. They make good stock for holding, and the result has been, apparently, that a large percentage of them are held during the Summer months and shipped over in the Autumn, or in the early part of the Winter, so that those who receive them are comparing them with Fall-made cheese instead of Summer-made cheese, as the comparison should be made. They have, therefore, not realized the full value of the improvement due to cool curing. I think something can be done in the way of having the cheese go forward a little earlier during the coming season, and if that can be done it will have a good effect in educating the trade on the other side to the importance of this question.

Cheese Factory Improvements.

Many cheese factories in Canada are improving their curing rooms. We have very many demands for information concerning the building of improved curing rooms, and the alteration of old ones. I would not undertake to say how many of these new cheese factory curing rooms have been built, but I know of a large number, and they are already having a very marked effect on the average quality of Summer-made cheese.

By Mr. Armstrong:

Q. What is the increased value that the farmer will receive, or should receive, for his cheese sent from the cool curing rooms to the British market?

A. Well, I do not think we have realized yet what the full increase in value is. In the Old Country, where cheese is cured at a temperature of about 60 to 65 degrees, it matures with such a mild flavor that there is a great demand for it and it sells for prices at from a cent to a cent and a half and even two cents a pound more than the best Canadian. The important difference between that cheese and the cheese which is produced in Canada during the Summer months is that there is a difference in the temperature of curing.

What the Farmer Gets.

Q. What I am anxious to know is the estimate you place upon the increased value per pound of the cheese that goes from the cool curing rooms?

A. Well, so far, the increased value in actual sales has amounted to about one-quarter of a cent, but it will be more when the real value is better known. Then there are other differences. There is a saving of shrinkage which means about one pound per box. This is a distinct gain and the cheese are all the better for it. Then there is this other point. Many of the cheese cured at ordinary temperatures go off flavor and in consequence a loss is sustained when they are sold. Cool curing will not make good cheese out of bad ones, but it will prevent many good cheese from going wrong.

An English Testimony.

Q. Would the cheese buyers pay a quarter of a cent a pound more for the cheese from the cool curing rooms?

A. Yes, they have paid that much more. I know that contracts for the cheese have been made on that basis. There is no doubt that these cool cured cheese are worth more money. Let me read you a letter which I have here. It was written by one of the large firms in Manchester to a firm in Montreal, and the writer sent me a copy of it and I have permission to use it. The letter is as follows:

Manchester, October 24, 1905.

"Dear Sir,—On going through cheese marked 'Hollybush 20-30' with one of our most prominent customers this morning, we were much struck with the lots marked No. 23 and 26. On examining these we found that the difference between these two lots and the others appears to arise from the fact that they have been cured in a cool room. The No. 27 also have been treated in the same way, but are much riper. Altogether these three lots of cheese stand out from the others such a long way that we thought it worth while writing you about them, and if you can impress upon makers to have all their cheese cured in this way, you will confer an enormous benefit on the trade. Cheese like these are a treat to handle, and it is astonishing that the old system should be continued in the face of such a marked improvement."

Two days later the same firm wrote:

"Dear Sir,—Further to our letter of Tuesday regarding cheese cured in a Government cooling room. We have weighed these for average and find that they gain in weight over box weights, and we think this is as it ought to be. The customer who buys them is delighted when he gets full weight, because in ordinary Canadian cheese he does not, after he has made allowance for the cloths. We are so impressed with the value and the out-turn of these cheese that we want you to do all you can to have all cheese cured in the same way. The trade would be so much more pleasant, and we believe the consumption of cheese would be increased by goods of this kind."

Good Time Coming.

The cool cured cheese suits the taste of the consumers better and there will be a tremendous increase in the consumption, and that means a higher price. It is certain that the relative price of Canadian cheese will be raised very considerably when a large proportion of it is cured at a proper temperature. I have some other information to give you on that point if you will allow me to go on, and when we come to it I will take it up.

By Mr. Telford:

Q. What is the proper temperature for curing cheese?

A. We find that a temperature between 55 and 60 gives the best practical results. Experiments in curing cheese all the way down to the freezing point of water have been conducted, but while it has been shown that a temperature of 40, in some cases, has produced a rather milder flavor in the cheese than a temperature of from 55 to 60, there are practical difficulties in the way and it does not appear to me to be advisable, judging by our experience, to go below a temperature of from 55 to 60 degrees. If you reduce the temperature too much it means that a long time must be taken for curing, and that would be a serious drawback to the farmers who want their money promptly. The expense of maintaining a low temperature would also be very considerable. A temperature of from 55 to 60 degrees can be maintained in a curing room at very little expense. The ordinary cheese factory can maintain a temperature of between 55 and 60 at the cost of from 20 to 30 tons of ice and even less in some places.

By Mr. Blain:

Q. What temperature is required in the Government cool curing room?

A. We maintain a temperature of about 58 degrees.

By Mr. Sproule:

Q. Would you recommend that the same temperature be maintained in the cooled air compartments?

Plans for Factories.

A. That is about the temperature which is maintained. In this connection I would like to draw attention to plans which I have prepared. After the experience gained in the operation of the cool curing rooms, we are able now to give cheese factory owners plans of buildings which will enable them to adopt cool curing successfully, and we find there is a great demand for this information at the present time. These plans are quite complete and they will shortly be published with specifications and full information so that any builder can make use of them.

By Mr. Cochrane:

Q. How long does it take to cure cheese at a temperature of from 55 to 60 degrees?

A. That, of course, depends upon the character of the cheese; but we have found that it takes about a week or ten days longer, on the average, than it does at ordinary temperatures.

By Mr. Wright (Renfrew):

Q. Is it advisable that every factory should have its own cool curing room, or should there be a central station where all the factories would send their cheese?

Each Factory for Itself.

A. I think the plan of each factory having its own cool curing room will be adopted almost entirely. It was never expected that any other system would be followed. The central stations have been useful for the purposes of demonstration and for impressing the importance of the question upon those engaged in the business. The chief objection to the plan is that it involves considerable expense in the handling of cheese without adding anything to its value that cannot be added at the cheese factory if the facilities are provided. In certain cases and under certain circumstances, it is possible that it is advisable to follow the central system. If the cheese business was being reorganized entirely, or if it was being newly started, it would be a somewhat different matter, because then if a central curing room was provided it would not be necessary to build any at the factories and a saving would be effected. The curing rooms of all factories can be, with very little expense, made just as good for the purpose as the central cool curing rooms.

Q. As a matter of fact, a deputation has already come to us to see if we could not do something of that kind, and if so, what we would charge them for doing it. They do not want to incur this additional expense for a cool curing room; their factory is a small one, and they thought it would cost them no more to deliver that cheese at our curing room than it would to deliver it at a railway station.

A. But there would be the additional cost of handling it in your curing room and from there to the station, and they would not save any of the expense in handling it at their factory. Where the factories are large enough so that the wages of one man might be saved by having the cheese cured in a central cool curing room, it would be different. It is entirely a commercial consideration, and there are of course some places where I think it might be found that that system will work out better than the other.

MODERN METHODS ON THE PACIFIC COAST.

The British Columbia Market Co's premises in Victoria are undergoing alterations and improvements that will make them one of the most modern meat and fruit emporiums on the coast, or indeed, in the Dominion. An entrance is being constructed from Yates street in addition to the one on Government street, necessitating the removal of the fruit department to another location.

The principal improvement is the installation of a large refrigerator chamber, 16 feet by 30 feet, in the centre of the store. It is capable of being regulated from 36 to 38 degrees and will be fitted with steel railroad tracks and sidetracks which will enable the carcasses to be run in from the wagons with little handling, and with great economy of labor into this central storehouse.

From this chamber, glass counters of the most modern type will extend, within which, protected from dust and flies, but visible to the customer and easily accessible to the counter man, will be arranged the supply of cut joints, etc., for the day's trade supply. Underneath these glass counters, cold air is conveyed in pipes by which meat will be kept chilled to 40 degrees while exposed for sale, the temperature being capable of regulation by valves for the purpose.

Altogether, the plant is very complete and said to be the only one of its kind on the coast at present.

Another addition will be a steel smokestack, to replace the present structure, for the curing of meat and sausages. Beyond this the premises are undegoing a complete course of cleansing and renovating.

TOOK THE TRAVELER'S ADVICE.

A. E. Brend of Clinton street, Toronto, was burned out at an early hour a week ago Monday, and his case presents a strong argument in favor of insurance. The stock was a total loss, not so much as a can of vegetables surviving, and Mr. Brend and his family had a very narrow escape. They were hemmed in by the flames and were assisted to safety over the roofs of the outhouses by neighbors before the firemen arrived.

A few months ago a grocery traveler asked one day if they were insured, and Mrs. Brend, who was in the store, said "No. I'm willing, but Brend thinks it's foolish." The traveler urged the wisdom of insurance and sent a friend in the business to see them. He got the risk after a fortnight's work, and Mrs. Brend afterwards told the traveler she was ashamed to see the agent coming. The agent told the traveler after the fire he had worked harder for the risk than for any other business he ever got."

IN THE SWIM AGAIN.

Wingham, Ont., Board of Trade has been re-organized. Officers were elected as follows: President, R. Clegg; 1st vice-president, W. J. Greer; 2nd vice-president, Abner Cosens; secretary, T. Hall; treasurer, A. E. Smith.

WINDOW AND INTERIOR DISPLAYS

A STORE TO BE PROUD OF.

Is there a grocer in Canada who wouldn't be proud to own a store like the one shown in the accompanying illustration? It looks like a model, doesn't it?

The owner is Peter Anderson, and it is situated in the old royal town and new loyal city of Guelph. These fixtures and those on the opposite wall for crockery and fruit are of quarter-cut oak and plate glass, and they cost Mr. Anderson something like $1,000. They were designed and installed by Jones Bros., Toronto.

The lower section of the wall fixtures is half bins and half open spaces for weighed out packages. One of the bins is shown in the illustration. They are for tea and cereals, and are tin lined and absolutely dust and vermin proof. For ordinary access the top slides back, but the front is movable and the whole bin may be lifted out.

The Upper Works.

Above the bins are two tiers of spice drawers. The shelves above are adjustable and that explains why the goods fit them so well. The fact is, they fit the goods. Notice the carving on the cornice and the border on the wall decoration.

The beauty of the quarter-cut oak is not shown at all in the picture, but the silent salesman that occupies the foreground of the illustration is evidently a handsome piece of furnishing. The frame is also quartered oak, and the rest, including the shelves, in plate glass. The doors are mirrors. The contents are the finer lines of package goods, with the position of honor on the second shelf from the top, reserved for a choice display of confectionery.

A Dandy Counter.

The counter, too, is quartered oak, and is glass fronted with eight double compartments. The glass, here again, is British plate. The display space is six inches deep. At the back of the counter the space is utilized for drawers. The top is beautifully polished, and the illustration shows the reflection of the goods on it.

A manager in one of the largest groceries in Canada told The Canadian Grocer not long ago that between the shelving and the ceiling was not a good location for canned goods. He said it was too warm, and that the goods were apt to swell and cause a very undesirable aroma to pervade the store, and was he right? If grocers who have an idea on the subject would send them to The Canadian Grocer the trade generally would arrive at a better understanding of the subject.

Neatness Next to Profit Making.

It is worth noticing that the floor space in front of the counter, at any-rate, is not blocked with barrels or boxes. But to the practical grocer the picture tells its own story best. The scales, the cash carrier, the lighting, everything seems to be of the most modern type, but, above all, the store looks tidy and clean. Cleanliness is the basis of all best storekeeping.

How They Do It in Guelph.

VALUE OF WINDOW DISPLAY.

How many dealers really recognize the value of their display windows? It is true that the importance of keeping the windows attractive is being felt more and more each year by the retailer, but still there are a number who are somewhat negligent in this respect, and do not seem to fully understand the value of their windows as an advertising medium. Did you ever stop to think how many people see your window during a day? If you watch for a couple of hours some day and see the number who pass your store and glance at your window, you will get a rough estimate of the advertising value of your window.

The window should always be used in connection with your newspaper as an advertising medium, as in the window you can show as many lines as you please, and they can be displayed as attractively as the nature of the goods will allow, while in newspaper advertising only cuts can be shown, and cuts are not always perfect representations of the goods themselves; so if you want the public to know all about your goods the best way is to show them in your window space. Of course we do not mean to say that newspaper advertising alone does not get trade. Without it no dealer can be successful, but use your windows in connection with your newspaper advertising, and when you call attention to some special lines, mention the fact that they can be seen in your store windows.

When you are conducting a newspaper advertising campaign, you prepare new copy for every issue of the paper containing your ad. You do not let the same ad run week in and week out because you know it will not bring any returns, and it is the same way with your windows. You cannot expect results from a display which is put in the window and left there for a whole season without any change of stock or arrangement. New things in the windows attract just as much more attention as new items in your newspaper ad. If a customer reads your ads and sees only the same goods advertised day after day, and the same prices quoted, he naturally begins to think that you have only those in stock.

EFFECTIVE ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

TOUCHING THE CHORD IN ADVERTISING.

The popular song of the day appeals to a vast number of people. It is pleasing, interesting and, most of all, easily understood. It may have little rhyme, rythm or reason, yet it possesses certain human qualities which make for success; in short, it touches the chord.

The successful play, whether drama or opera, depends on more than gorgeous scenery and fancy stage setting for its popularity.

The highest priced "star," clever situations and witty talk are all futile unless the play possesses that mysterious but magnetic "heart interest."

The keen playwright combining these constructs a play which—touches the chord.

The popular store touches the chord. It may not be the largest nor most prominent establishment in town, nor have the best and most convenient location.

As often noticed, the store that makes heroic efforts for trade does not always win out.

Well arranged windows, fancy signs, good lighting and a generally inviting exterior somehow do not invite.

A store to "touch the chord" must have a personality of its own; it must have an "atmosphere" peculiar to itself, so that the stranger on his first vivit will feel a vague but pleasant magnetism.

The advertising must have the same "feeling" that pervades the store itself. It does not necessarily follow that a metropolitan style will fit the country merchant. Advertising need not be "smart" to be effective. It need not create a sensation to sell goods.

It must faithfully, accurately, absolutely represent the store it is intended to represent, then and then only will it "touch the chord." J.A.M.

QUALITY IN ADVERTISEMENTS.

When a grocer writes his first ad, and it is the means of bringing in new customers, naturally the grocer thinks he has struck the right vein, and, therefore, can "tie up."

When a grocer ties up to one style of ad writing he begins to pave the way for a "rut." The fact that copy "takes" on one occasion is no proof that it will always take.

People change as well as the weather. What influences them to-day may fall flat in six months' time.

Therefore, a grocer instead of being elated over the results of his first effort should merely use those results as a sort of foundation stone for making a series of tests as to which kind of copy is most effective on the majority of occasions.

Do this and you will write better ads and people will enjoy reading them.

"HIGHER" ADVERTISING.

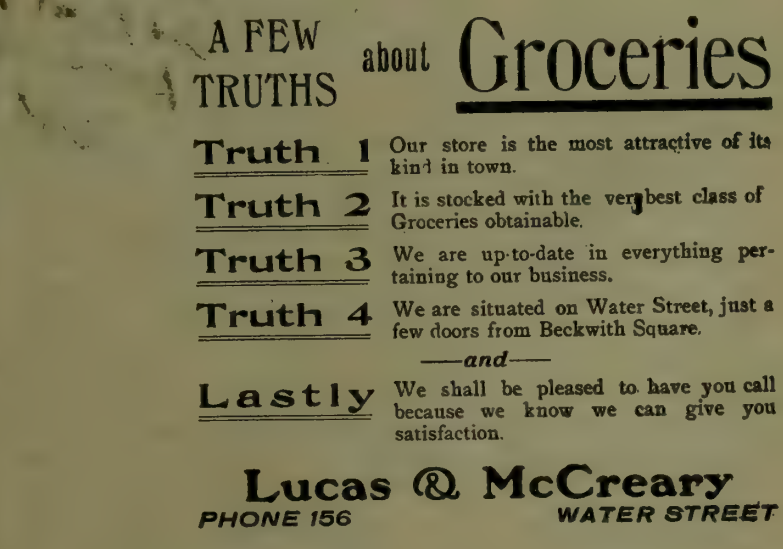
Lucas & McCreary's ad is a good specimen of the "higher" style of retail advertising—the men and their methods, first; the goods, second.

While the style is not as yet popular, its popularity is increasing, and likewise its effectiveness.

The "higher" advertising is really in the category of general publicity; but the only way a grocer can build up a continuous custom is by calling to his aid this much-denounced general publicity.

Merely selling goods advertised is not necessarily indicative of a permanently growing trade. When the advertising stops, perhaps the orders will too. If the lines brought before the people always represent specialties, goods on which the margins do not permit of advertising are apt to suffer.

Lucas & McCreary, by taking the slow but sure course, will in time become known for the very characteristics they advertise, and consequently will secure a "complete" patronage.


A FEW TRUTHS about Groceries
Truth 1
Our store is the most attractive of its kind in town.
Truth 2
It is stocked with the very best class of Groceries obtainable.
Truth 3
We are up-to-date in everything pertaining to our business.
Truth 4
We are situated on Water Street, just a few doors from Beckwith Square.
—and—
Lastly
We shall be pleased to have you call because we know we can give you satisfaction.
Lucas & McCreary
PHONE 156
WATER STREET

AN OPPORTUNITY.

When the "pure food show" propaganda is spreading from one city to another why not avail yourself of the opportunity to blend your newspaper advertising with the popular fancy?

In this way you can help give a double force to the purity campaign and personally share in the benefits.

BE ON TIME.

Get your copy into the newspaper office as early as possible. The earlier your copy is in the better it will be displayed, and if your contract calls for no particular position, the better it will be "placed."

Last minute copy is seldom presented attractively, and often is marred by one or two typographical errors. Should any of these errors be amongst prices they are destined to cause considerable confusion.

HINTS.

When a customer asks for something you do not carry make a note about it.

Never be afraid to try a new line of advertising.

Use the experience of yesterday as a partial guide for to-morrow.

Do not attempt to force your own blends of tea on customers when they ask for a certain brand.

Say "No" to the man who wants to sell you ready-made advertisements.

Give all suggestions a hearing.

BIRTH OF A NEW PACIFIC CITY

By Our British Columbia Correspondent

That the Grand Trunk Pacific Co. is in earnest in locating "Prince Rupert," its name-chosen capital, on Kaien Island the famous, by the shores of Tuck's Inlet, is very apparent from all present indications. The engineering staff is located at the old Indian mission village of Metlakatlah, and from that temporary base movement is being made upon the site of the terminus. Mr. W. D. Hays, a brother of the general manager of the company, is in the north superintending the erection of a saw mill by a company of which he is the head, and which has a large contract for ties and timbers for the G.T.P. On the site of the new metropolis, Chief Engineer Pillsbury, in charge of northern operations, has located a wharf and it will be erected at once. Survey work, both on the townsite and on railway work eastward from Kaien Island, is in progress with a large staff of men.

And so a new coast terminal city is born.

Northern Canning Activity.

Northern coast canneries are getting well along with their preparations for the Spring and Summer pack of salmon. The last of the tin plate supplies has been shipped north, the steamer Ventura taking out 50 tons quite recently. Fishing boats for use in the service of many of the northern canneries, especially the newly built plants, have been made by wholesale at local shipyards and are awaiting room on the northbound coasting steamers to be shipped. The run is expected in the north to be on very quickly now.

Halibut Fishing.

Halibut fishing is becoming a very prominent industry on this coast as there will be three well-equipped companies in the business very shortly, and the purchase of the fishing steamer Manhattan by the New England Fish Co. is adding one vessel more to that company's fleet. The new vessel will reach port from the Atlantic in about three months' time.

Montreal merchants note the opening of a direct supply market there for British Columbia halibut, the fish being shipped in car lots from Vancouver. Hitherto the fish has all been consigned direct to Boston by the New England Fish Co., which operates from this port. Now Messrs. Leonard Bros., of Montreal, have made arrangements to handle car lots in Montreal, distributing from there to all parts of the east. Five days is the time taken in shipping the iced cars of halibut from Vancouver to Montreal, the cars being attached to the eastbound express trains.

Opening of the Yukon.

The lower Yukon River, from Lake Laberge down to Dawson, is open for steamer travel, but the ice not being out of the lake, there is no through traffic north from White Horse to Dawson yet, though the ice is expected to move out of the lake before the end of the month. If it does, it will make an early season record for the Yukon since navigation has been conducted there. The steamer Thistle, which wintered at Hootalinqua, followed the ice down the river from that point, reaching Dawson last Saturday.

In preparation for the opening freight season large quantities of goods are going north. Mackenzie Bros. have put another steamer, the Themis, into commission, and are shipping full cargoes by both this steamer and the Henriette.

Worried About a Market.

Vancouver citizens still worry over the proposed market and site. It is now suggested that a central location on Cordova street, and running back to Water street, be secured, and a large building built on the property for the benefit of both merchants in the business portion of the city and the incoming ranchers, as well as the buying public, who will, it is asserted, find it irksome to go out to the southern side of the city to the proposed Westminster Avenue site, which was, however, selected by plebiscite at last civic elections.

Grocers' Clerks Busy.

The Retail Grocers' Clerks' Association announces that its committee has secured the co-operation of all but one grocer in Vancouver for the proposed Wednesday half-holiday. A canvass of the proprietors of all the stores in the city was made and the result obtained. The clerks in the grocery stores in New Westminster have also secured the mid-week half-holiday for the season, the employers being particularly courteous in their expression of willingness to co-operate.

NEW GENERAL MANAGER.

The general managership of the Canadian Canners, Limited, is a position that, at any season of the year, entails no small amount of concern, but for the next few months during the preparation for the season's operation, and the campaign itself, the position is one of great responsibility.

The gentleman who has succeeded Mr. David Marshall as manager is one whose experience has well fitted him for the onerous and responsible duties he is called upon to perform.

Junius J. Nairn, whose portrait is reproduced herewith, was, it might be said, born into the canning business, his father having been in partnership with Mr. Marshall, one of the pioneers in the canning business in Western Ontario.

The new general manager is a Canadian, born in Aylmer, Ont., where he received his early education. On leaving school Mr. Nairn entered a dry goods store, where he received his first lessons in business. Some time later he decided to leave the commercial for the financial side of business and entered the Aylmer branch of the old Exchange Bank of Canada, where he remained for two years, going thence to the head office at Montreal for a period of three years.

Believing that the Western States offered better inducements, Mr. Nairn, like many another young man, went west

RETURNED JUN 4- 1906

Junius J. Nairn,
New General Manager of The Canadian Canners, Limited.

and spent five stirring years in private banking in the City of Cheyenne, Wyoming.

The death of his father recalled the young western banker to Aylmer, where he took his father's place in the canning business of Marshall & Nairn. That was seventeen years ago. Since that time Mr. Nairn has made the canning business his study.

When the consolidation of the majority of the Canadian canning factories took place some few years ago, Mr. Nairn remained in charge of the Aylmer factory.

On the death of Mr. Ferguson, something over a year ago, Mr. Nairn was called to the head office to act along with Mr. Marshall, and on the resignation of the latter gentleman this Spring, his

logical successor was found in the quiet-mannered gentleman who had been closest in touch with the work.

Mr. Nairn is mayor of his native town of Aylmer and has been for the past three years. This makes a service of five years in the office of mayor, as Mr. Nairn filled this honorable position for two years on a previous occasion. Mr. Nairn has a fond spot in his heart for his native town of Aylmer and although his business now keeps him in Hamilton for most of the time, he always manages to spend the week end in the East Elgin town, in which he has extensive property interests. His faith in his handsome little town is evidenced by the fact that he last year erected there a fine new brick business block of five storeys.

Mr. Nairn's favorite recreation is driving his auto, as he is an enthusiastic motorist. This fact may throw some light on the origin of the canner's new brand of "Auto" canned goods.

WORCESTER SAUCE IN COURT.

The Grocers' Gazette, of London, Eng., contains the following report of the conclusion of a legal action relating to Worcester sauce:

Worcester Sauce.—Lea & Perrins vs. Holbrooks, Limited.—A motion by the plaintiffs in this action for an interim injunction to restrain the defendants from advertising Worcester sauce in a manner alleged to be an infringement of the plaintiffs' rights came before Mr. Justice Swinfen Eady in the High Court on Tuesday. Mr. Sebastian, for the plaintiffs, said the injunction asked for was to restrain the defendants from advertising their Worcester sauce as the original, the genuine, or the only original and genuine. The defendants some weeks ago gave an interim undertaking, and they now agree to make an end of the whole matter. It has been arranged that the motion should be treated as the trial of the action, the defendants admitting that the plaintiffs were the original makers of Worcester sauce. The defendants also submitted to a perpetual injunction in terms which were in writing, in effect restraining them from using in connection with the sale of their sauce the words "original," "genuine." "the original" or "the genuine." The written terms contained some further language, but it only expressed the same thing in a different way. The defendants would pay the plaintiffs £10 as damages, deliver up all documents containing the offending statements, and pay the taxed costs of the action. Counsel for the defendants stated that everything complained of had taken place in Canada. The advertisements with the words "genuine" and "original" were inserted in Canadian papers by the defendant company's agent without their knowledge, and before the action was commenced they gave instructions for the advertisements to be stopped. They never contended that theirs was the original Worcester sauce, and they did not intend to say so. His lordship made an order in the terms agreed.

AFTER THE U. S. DRUG TRUST.

The Attorney-General of the United States last week began proceedings in Indiana against the triple organization known as the Drug Trust. In a published statement he says: "The parties defendant specifically named in the bill have voluntarily combined together to control the prices at which proprietary medicines and drugs shall be sold to the consumer through the retail druggists, in violation of the Sherman Anti-Trust law. The parties to the combination include the Proprietary Association of America, the National Wholesale Druggists' Association, and the National Association of Retail Druggists. An injunction is prayed for prohibiting these associations from acting in concert for the purpose of maintaining prices, and the individuals, firms, and corporations who are members of the respective associations from acting together for the purpose of maintaining uniform prices to the consumers throughout the United States."

How it is Done.

The plan of the trust is to restrict the sale of proprietary medicines to members of the association of retailers, one of the obligations of membership in which is to observe the established prices. If a member breaks this obligation he is listed as an "aggressive cutter," and thereafter cannot obtain goods from any member of any section of the trust. About 90 per cent. of the trade belong to the trust. "There is but one ultimate object of the conspiracy," says the Attorney-General, viz., "to fix the price which shall be observed by all retail druggists in selling to the consumer the various commodities manufactured by the several members of the proprietary association."

Henry W. Loder recently brought suit in Philadelphia against the triple organization and obtained a substantial verdict, establishing a case substantially the same as that charged in the Government bill.

The officers of the three organizations all deny the allegations.

A LONG AUTO TRIP.

Chas. W. Gillett, president of E. W. Gillett Co., Toronto, has planned a long auto tour for himself and family. He purposes going from Chicago to New York via Toronto. He intends to start in about a month and will travel in his fine Renault car. He will tarry a few days in Toronto.

CURIOUS GOOSE EGGS.

B. A. Belyea has on exhibit in his store at Southampton three curious goose eggs. One, when the farmer whose goose is to blame brought it, weighed 20 ounces and measured 13½ inches long and 10¾ inches round. It was opened and inside was found a second complete egg, shell and all, weighing 6½ ounces. There is a third egg weighing 11 ounces, but it measures a foot long by 9 inches round.

STILL ONE OF THE BOYS.

Warren Bros. & Co., Toronto, received last week from their traveler, Wm. Glover, a post card having this interesting note, dated Port Hope, May 13, 1906:

"Thirty-two years ago to-day at one p.m. I started on my first trip east to Port Hope, carrying your sample case. Tea then was 80 to 82 1-2 cents and every chest came to $52 or $53."

HINTS TO BUYERS.

"Thistle" brand canned haddies of this season's pack are now in the hands of the trade.

W. H. Gillard & Co., Hamilton, report the first arrival of new lobsters in halves and pounds, "Beaver" and "Ice Castle" brands, which show exceptional quality.

At the beginning of this week the E. D. Marceau Co., Montreal, received their first shipment of this season's April pickings of choice Japan teas. This fact will be interesting to the trade, as these are among the first arrivals of Japan teas.

BUSINESS PERSONALS.

A. H. Brittain, of Montreal, is up west on business this week.

Mr. Bartley, of Bartley & Reid, tea merchants, Montreal, is on a business trip to points in Ontario.

George Shelly, fisheries overseer at Niagara Falls, Ont., has been dismissed from the Fisheries Department of Ontario for alleged unjustifiable seizures.

J. C. Black, representing Heinz' 57 varieties, is making a tour of Canada, and speaking to The Canadian Grocer said that the business of the firm in Canada was constantly increasing. Mr. Black represented Heinz for two years in England.

A CANNER'S EVENTFUL HOLIDAY

Wellington Boulter, of Picton, Ont., the pioneer canner, and Mrs. Boulter have just returned from a five months holiday in California. Mr. Boulter had the time of his life, with earthquake, fire and railway wreck, but he came through it all improved in health and spirits and with nothing more embarrassing than a few additional stories.

On the day of the quake the Boulters were not in 'Frisco, having gone a few days before to Huntington Beach. They were awakened early by the shock. Mr. Boulter jumped out of bed. He had been across the Atlantic but he never felt the boat heave as that house did, he told The Canadian Grocer representative. He and Mrs. Boulter got into some clothes, then rushed out. They had hardly reached the street when Mrs. Boulter ran back upstairs. From a bureau drawer she extracted their available cash and reaching the street again, declared with emphasis, "Now I'm ready to go back to Canada."

Earthquake to Wreck.

That morning they took the train for Oaklands, a suburb of San Francisco, where they had their holiday abode. Then came the railway wreck. They were traveling, the railway people said, at 50 miles an hour, but Mr. Boulter thought about 40, when the train struck a piece of track the earthquake had distorted and in a moment the train was a wreck. The engine lay wheels up. A car full of Chinamen was in a similar plight. The dining car ahead was athwart the tracks and the end of the Pullman in which the Boulters were was in matchwood.

Mr. Boulter had a very narrow escape. It was about seven o'clock and he had been just about starting for the dining car for breakfast when a young man crowded ahead of him. Then the porter with an armful of linen got in the way and the crash followed before he had time to get past. The young man who had gone ahead was killed instantly.

Killed and Injured.

The poor Chinamen were in a bad plight. Some of them were dead and many more were hurt. The coach in which they were imprisoned had to be broken open with axes to enable them to escape. The fireman was under the engine. It was pried up with a steel rail sufficiently to allow his extrication, when it was found that he had got off with a broken thigh. The wreck started to blaze in several places but sufficient water was at hand and the passengers put the fires out.

Eventually Mr. and Mrs. Boulter reached their home in Oaklands safely and from a distance of six miles watched the pall of smoke that told of the burning of the Pacific metropolis.

In the Ruined City.

After the fire Mr. Boulter made a tour of the ruined city in an automobile with his son Frank, who has been appointed manager of a big new canning factory at Huntington Beach, Cal.

Two souvenirs of the disaster Mr. Boulter brought home with him, a single sheet newspaper upon which the three great dailies of 'Frisco were printed jointly, their first appearance after the fire, and a $20 gold piece taken from a vault that had come through the fire. The only mark of the fire on the gold is a slight discoloration.

Just to show the strength of the Canadian and home sentiment in some of these old chaps a little incident that befell is worth repeating. Mr. Boulter was out one day when James Lumbers, the Toronto wholesale grocer, rushed up to him with: "Shake, Wellington; I haven't seen a Canadian since I left home and it seems a year."

They shook good and hard and each was to the other as real Canadian air.

THE NEW SALMON PACK.

A prominent Toronto broker has received from the coast advices he considers reliable to the effect that the opening prices on this season's pack of salmon will be in advance of last year's, on sockeyes, 75c., on cohoes, 50c., and on humpbacks or pinks, 25c.

Another change the trade in Eastern Canada will have to get used to is flat tins. The proportion of talls to be packed this season will be much smaller than formerly. The English market prefers flats and it is merely a case of the minority yielding to the majority. The flats are more expensive than the talls, but in Ontario many retailers will not have them at the same price.

The season's pack is estimated as follows: Fraser River, 250,000 cases; Skeena River, 120,000; Naas, 30,000; Rivers Inlet, 100,000; outside points, 50,000.

STRAWBERRIES HALF A CROP.

Strawberries and raspberries will be scarce this season. Representatives of McWilliam & Everist and White & Co., leading Toronto fruit firms, are now in the berry districts between Toronto and Hamilton, and both agree that the strawberry plants have been winter-killed to an extent that will reduce the average yield by half. There is, however, some additional acreage, which it is estimated may bring the crop up to two-thirds of an average. This, of course, means high prices again this season.

BUSINESS CHANGES.

Finlay McArthur, Toronto, grocer, sold out to Mrs. I. Wilson.

Alice Cornell, Hamilton, grocer, has sold out to E. B. Mosgrove.

Burnie & Co., Dresden, grocers, have sold out to Wright & Hughes.

J. J. Tracey, Toronto, fruit and fish, has sold to Cannon & Twilley.

Leroux & Daoust, Montreal, grocers, etc., have dissolved partnership.

Robert Hanson, Russell, grocer, will hold a meeting for creditors to-day.

Michael Coulombe, Amqui, general merchant, has effected a compromise.

John Murchison, Woodville, general merchant, has assigned to R. W. Spence.

Gareau & Co., Montreal, confectioners; Joseph Gareau & Omer Gauthier, registered.

F. W. Mahon, Hintonburg, hardware and groceries, has suffered loss by fire, but is insured.

Gervais & Jacob, cheese manufacturers and traders, St. Stanislas, Que., have dissolved.

C. S. Easton, Easton's Corners, general merchant, held a meeting for creditors yesterday.

J. D. Mears & Co. estate, grocers, Niagara Falls, Ont.; stock sold to Delaney & Groom.

W. J. Huff, general merchant, Farran's Point, Ont., has assigned to Robert S. Cline.

C. S. Easton, general merchant, of Easton's Corners, has assigned his business to A. E. Baker.

Grenon & Etimenne, grocers, Sudbury, Ont., have dissolved partnership, E. Grenon continuing.

Ontario Mercantile Co., general merchants, of Grand Valley, are being succeeded by O. Hayden.

James E. Whyte, general merchant, etc., of New Liskeard, has advertised his business for sale.

Joseph Hadden, merchant, Bethany, Ont.; meeting of creditors was to have been on the 14th inst.

S. L. Redson, hardware merchant, of Elphinstone, is being succeeded in business by L. G. P. Lauder.

Gervais, Jacob & Rivard, cheese manufacturers and traders, St. Stanislas, Que., have registered.

J. W. Tremblay, general merchant, Bic, Quebec, has assigned; V. E. Paradis, provisional guardian.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Maclure & Langley, Toronto.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms and Brushes.
Woods. Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Galbraith, Wm., & Son, Montreal.
Manitoba Canning Co., Grande Pointe, Man.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cans, Tin.
Acme Can Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Bin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Benedict, F. L., Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Maclure & Langley, Toronto.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
Stewart Co., Toronto.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Cordials.
Batger's, Rose & Laflamme, Montreal.
Montserrat Lime Juice, Montreal.

Crockery, Glassware and Pottery.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
Star Egg Carrier and Tray Mfg. Co., Rochester N.Y.

Financial Institutions & Insurance
Bradstreet Co.

Fish
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Hall, R. C., & Co., London, Eng.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton. Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
American Cereal Co., Chicago.
Greig, Robert, Co., Toronto.
Hamilton Saratoga Chip Co., Hamilton.
Kirouac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Tanguay, Alf. T., & Co. Quebec.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Walker Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Cheyne, John A., Winnipeg, Man.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Tees & Persse, Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Western Cartage Co., Calgary, Alta.
Wiseman, R. B., & Co., Winnipeg.

Matches.
Improved Match Co, Montreal.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co, Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Gillard's Pickles, London, Eng.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's— Rose & Laflamme, Montreal.
Purnell, Webb & Co, Bristol, Eng.
Suaut Co.
Sutton, G. F., Sons & Co., London, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
James' Dome, W. G. A. Lambe & Co. Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.
Hanson, J. H., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
Duncan Co., Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence StarchCo., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co, Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville-Georgson Co., Winnipeg
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Koopman, G. C., Amsterdam and Rotterdam.
Salada Tea Co., Montreal and Toronto
Symington, T., Edinburgh Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

Woodenware.
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BORROWING A NAME.

Some months ago attention was drawn in these columns to the fact that a prize competition company in New York was trading under a name almost identical with the MacLean Publishing Company. The only difference was that they spelled the name (Mc)Lean instead of (Mac)Lean, and some people had mistaken it for this company. At one time our New York offices were situated in the New York Life Building, Broadway. Shortly after we abandoned our New York offices we found that the company complained of had retained our sign on the door and were trading under our name. We set about a confidential investigation and found that a company had actually been incorporated under that name, and that a man named McLean was said to be connected with it. Our representative called several times at the office but at no time was he ever able to find that anyone named McLean was actually connected with the concern.

The Canadian and American post office authorities were notified, and we understood that some investigation had been made, but apparently the concern is still trading under the old name, for one of our subscribers, Mr. J. L. Naylor, Searchmont, Ont., writing May 23rd, says: "I enclose a communication from the McLean Publishing Company of New York, also my signature, apparently torn from a letter, which was enclosed with the circular letter referred to. I do not think I ever wrote a letter to the McLean Publishing Co. of New York, and would like to know how they secured my signature. If you know what this game is, let me know through The Grocer."

By the same mail the post office delivered to us a letter addressed "The McLean Publishing Co.," mailed from Deerfield, Mass., saying that the writer had sent money four weeks' ago and had not received any answer. The Canadian authorities have had several similar complaints, and we strongly advise our readers not to send any money to the concern. In fact such a hint seems unnecessary to give to the average business man, who should treat their circulars as Mr. Naylor has done, or pass them over to the post office authorities.

We notice from the correspondence that this concern has moved from the office formerly in the New York Life Building to another address in New York, but the blank forms used are exactly the same as those sent out from the New York Life Building, with the exception of the change in address.

TOMATOES HIGHER NEXT SEASON

There is good promise of dearer tomatoes next season. It is now practically certain that the new pack will come upon a bare market. There is assurance of an active demand for immediate consumption, for tomatoes are now a staple food of all classes.

In the States conditions will be abnormal. A frost in Maryland has nearly wiped out the early tomato crop, and the weather is so dry that in many sections the farmers have been unable to plant anew. Under these conditions the early pack must be weeks late. It must, however, be borne in mind that the States are not as dependant as they were only recently on the Atlantic Coast packers. The centre of the industry has been shifting to the west, and even now Chicago is putting forward pretentions to being the centre of the tomato packing business.

But to return to Canada. The conditions on both sides of the line indicate a hearty welcome to the new pack. And what do the packers themselves think of it? The Canadian Grocer is informed that some canners have purchased the future pack unlabeled of other firms at a price nearly equal to what the wholesalers paid for first-class stock a year ago. That is a pretty fair indication of what the packers expect.

LUMBERMEN ASK GAME RIGHTS.

The lumbermen of Nova Scotia are a progressive company. They move on the John D. Rockefeller plan—all the goods for me; all the good advice for my neighbor. Just now their neighbors are the sportsmen of the province, the holiday fishers and hunters. A movement is on foot for the improvement of the fish and game laws. The Annapolis Royal Spectator advocates the proposed renovation and continues:

"A new feature has, however, arisen in the claim of the owners of timber limits to control the game and fishing privileges on their own areas. They also claim that they have been advised by the Hon. Attorney-General for Nova Scotia that the licenses granted to sportsmen by the Government entitles those sportsmen to hunt or fish only on Crown lands. If such is the case the Government is issuing licenses for a worthless privilege. The Crown lands of the province have been given away and sold at 40 cents per acre until nothing remains to-day but a few scattering sections impossible to reach without trespassing on the lands of some of the parties who make up the Lumbermen's Association of Western N. S. The claim, however, under present conditions, is a false one. These gaming privileges were not granted with the lands any more than the mineral rights, except in the case of some very early grants, too few to be of any real importance. Custom, too, is allowed to be almost as strong as law and for the past forty years a hunter might kill game in his neighbor's back yard and if no damage was done, no trespass was claimed or thought of."

WEST INDIAN FRUIT TRADE.

Dishonesty is trade suicide. But it's a good deal worse than that when practiced in the export fruit trade. Then it is poisoning the public well. There would be less of it if every Canadian who goes abroad would report dishonesty when he finds it.

Gordon McKeen sets a good example from Hamilton, Bermuda. In a letter to the Acadian Orchardist he tells of finding in a store there apples "just imported from Halifax, N.S., and upon looking at them, I blushed with shame for my country." They were small, bruised, misshapen and wormy, very poor No. 4 grade, and marked No. 1, but the barrel didn't bear the grower's name as the law requires. Mr. McKeen says:

"Are our chances of selling honestly packed fruit to these islands to be killed outright and our name and reputation trampled upon, through a few dishonest vagabonds? And upon inquiry elsewhere I found to my great regret that the case just cited is far from being an isolated one. And after being here these last two or three months, I notice the trade, not only in fruit, but in other lines I might mention, and may later, is gradually slipping away from us and going to our neighbors in the United States. And right here I would say that one thing very much needed is a larger and swifter boat to run from Halifax to these islands and cut the time of transit down to forty-eight hours, as is the time between here and New York. At the present time instead, it takes the greater part of a week, cutting off among many other things the chance of shipping small fruit, etc., here."

FENCING IN THE BANKS.

Some members of the Senate on Tuesday objected to a bill to incorporate a new bank. "Parliament," remarked Senator Power, "should proceed slowly in adding to the number of banks. There were a good many of them now, and all were quite successful. However, they seemed to be able to meet the requirements of the country. If too many were incorporated dull times might bring some disasters."

Nice of the old gentleman to proceed slowly; but why shouldn't Parliament hesitate to incorporate a company for the refining of sugar or the manufacture of soda biscuits? There are a good many of them now; they are quite successful and they seem able to meet the requirements of the country. But not many of them are quite as successful as the banks. Why should there not be competition in banking just as in making sugar or salt? Bankers are traders as other people are. They buy and sell credit or accommodation and render various services for a consideration. Why hedge them about with privileges which the Criminal Code denies to traders in other lines?

SOMETHING DOING IN CHEESE.

The abnormally high price for cheese is explained by the trade at Toronto by two stories of business antagonism. The minor incident is to the effect that a prominent operator who acted last year for a large English firm had left them and formed an affiliation with a rival concern and that his old associates had set about making it uncomfortably warm for him.

The other and larger incident is the reputed amalgamation of three large Canadian exporting houses with three prominent English importers, resulting in keen competition and strength to push the fight. The production of cheese thus far being comparatively limited, the quantity going forward was not such as to swamp strong speculative traders.

Perhaps both these stories are partly true. That the cheese market and to some extent the butter market are being manipulated is accepted by the trade without question, and judging by the reports of cheese board sales the movement seems to be stronger east than west.

As a corollary to the three-firm amalgamation story it is suggested that large buyers are merely competing for a fresh hold on the business with a view to preferred position when the season is in full swing.

DISPLAY YOUR STOCK.

Merchants cannot give too much attention to the display of their goods in stock. Many lines of stock may be old and hard to sell, but by judicious display and by keeping them dusted and fresh looking, a storekeeper will reap his reward in better sales. The goods which occupy a place in the window today should not be left there for weeks, or, as is sometimes the case in country stores, for months, but should be moved into the store and placed in a prominent position on the counter or elsewhere, where they cannot escape the notice of customers. The same applies to the goods in the back of the store. Bring them up to the front for a change. Move your stock about as much as possible.

This does not mean, of course, to unload all your shelves and disturb your entire stock, but that portion of it which might be called the transient stock will be benefited by frequent moving and good display, as will such lines as are mentioned above—old or slow sellers. Mark the goods in plain figures, place them before the public eye, and have your salesmen speak for them whenever possible. All this means work, necessarily, but to get along successfully nowadays, to beat the other fellow, you have to take off your coat and put on your thinking cap and buckle down to work hard and unceasingly.

OPINIONS WANTED.

The Halifax plan of a commercial committee, half members of the board of trade, half members of the city council, with the mayor as chairman, is an example for the whole of Canada as a means of bringing to bear upon municipal affairs the organized business ability of the community. It is an exceedingly important question, and increasing in importance every year. Something must be done to improve the municipal administration, especially in the larger centres of population. In another column we publish this week a statement by Mayor Coatsworth of Toronto in reply to a request for his opinion regarding the Halifax plan. We will be pleased to receive from any of our readers an expression of opinion regarding the plan or through them the opinions of others competent to speak.

MAKE THE LAW PLAIN.

A few lines in last week's issue conveyed the information received from the Canadian Grocer's special Ottawa correspondent as the paper was going to press that the Government did not intend to amend the commercial code at this session of Parliament. After the annual meeting of the Dominion Wholesale Grocers' Guild in Montreal in April, a large deputation of manufacturers, wholesalers and retailers waited on the Government and made an appeal for the amendment of Code section 520, to make clear and plain the meaning of the law.

It seems a very reasonable request. Eminent counsel declare that the intent of the law is not plain and surely too prompt action could not be taken to get rid of misunderstanding. It is said the Government will not act now because of the actions against the wholesale grocers and others pending. The claim is made that some of these actions have resulted from a misunderstanding of the law's intention. Then, if justice is the end sought, would it not be best attained by letting in the light and making the way plain? The mind of the Government, it is understood, is quite clear as to what the meaning of the law is. Why not enable the bench and bar to be just as certain. The Government holds positively that section 520 does not apply where there has not been an undue enhancement of prices to the consumer. Some existing prosecutions are not based on that view.

IS THIS A CEREAL CONFLICT?

Now let the grower of wheat take to heart that wise saying, "Pride goeth before a fall." The cotton seed tribe are on the warpath. In the National Provisioner's report of the tenth annual convention of the Interstate Cotton-seed Crushers' convention in Atlanta, Ga., this month, occurs the following:

"A striking feature of the educational value of the convention was what might be called the discovery of a new wave of exploitation for a product of the cottonseed and one which promises to eclipse all others both in commercial value and from a humanitarian standpoint. This was the debut of cottonseed meal as a human food. The proposition was advanced by Prof. Connell, of Texas, in a strikingly interesting address, effectively illustrated by the distribution of delicious biscuits and cakes cooked in Prof. Connell's kitchen from a mixture of wheat flour and cottonseed meal. The speaker advanced the proposition that cottonseed flour would in time surpass wheat flour both in commercial and consumptive value and left the novel thought to germinate in the minds of his hearers.

"The association promises to take up practically the question of putting cottonseed flour on a commercial basis in the markets of the world."

The hungering millions of America will not stop work to watch the onslaught of the cotton seed upon the wheat kernel, but lest the clash cause a market quake, the grocer should be forewarned.

More probably it is a pardonable burst of enthusiasm generated by the cotton seed crusher in bulk. If it were not for this enthusiasm he might not be the real benefactor of the south he is today. Men still young remember when cotton seeds were burned and were a very great nuisance to the cotton grower. During the season of 1904-05 there were four and a half million tons of seed bought from the cotton growers of the Southern States, for which they received $75,000,000. In the cotton seed oil industry $100,000,000 are invested.

SUGAR'S UPS AND DOWNS.

The ups and downs of the sugar market are the epitaphs of dead opportunities for gain with a good many members of the grocery fraternity, else why does an advance always stimulate buying? Here they are this year to date:

Down 10c.	Up 10c.
January 16	
January 26	
February 9	
	March 3
	March 20
April 17	
April 24	
	April 28
May 17	
	May 26

Six drops and four gains, making a net reduction of 20c. from the prices of January 1.

DIRECT RESULTS.

An exchange recently gave notice that in case a stolen carriage whip was not returned to a certain place before the next issue, it would publish the name of the party who took it. The place designated was the back yard of a certain block. The next morning after the first notice came out—the night being very dark—seventeen whips were picked up in said backyard. Yet there are people who do not believe in advertising.

BUSINESS NOTES.

E. M. Fisk, Sutton, has sold out to C. W. Leigh, of Toronto.

Michael Nolan has opened a grocery store at 338 Princess street, Kingston.

Mr. Carr, of Carr Bros., Thornbury, has gone on a trip to the Old Country.

J. W. Larkin, Nobleton, spent part of last week fishing in the Owen Sound district.

Rae, Calvert & Co., millers, of Kincardine, will dissolve partnership on June 1.

Finlay & Glover have purchased the general store business of W. A. Day at Port Stanley.

Albert Hawkins, of Orillia, has purchased the grocery business of John McMillan, of Bracebridge, Ont.

Jas. A. Silver, fruiter and confectioner, Lunenburg, N.S., died recently of consumption. He was 34 years of age.

P. J. McQueen, of Paris, after two years in the grocery business, is selling out and quitting. He intends going on the road.

James Brodeur will shortly establish a fruit canning factory at Sydney, Vancouver Island. He will use only British Columbia fruit.

A. S. Whitman & Sons, fish dealers, of Canso, N.S., have transferred their business to the Atlantic Fish Co., of Lunenburg, N.S.

F. J. Holman and Daniel McLean, of Sydney, C.B., have purchased a grocery and produce business in that town, taking possession June 1.

A poultry association has been formed in Saskatchewan with Lieut.-Governor Forget as hon. president and S. Chivers-Wilson, Regina, president.

The Riley-Ramsey Co., a new firm of wholesale grocers at Port Arthur, are about ready for business. They say prospects are bright for them.

Geo. A. Jenkins' grocery store, Orangeville, Ont., was broken into one night recently and $50 worth of tobacco in caddies and other goods taken.

The factory of the Canadian Biscuit & Confectionery Co., Toronto, has been sold for $55,000. The names of the purchasers have not been made known.

Elliott, Marr & Co., wholesale grocers, of London, will take over the adjoining property recently occupied by Green, Swift & Co., and use it as a warehouse.

Hamilton Bros, Southampton, general merchants, are selling off their stock and intend going to the Northwest. They will retain their Glen Huron store and Mr. Porter will manage it.

MARKETS AND MARKET NOTES

Quebec Markets.

FLUCTUATIONS—

Sugar—Advanced 10c.
Evaporated Apples—Advanced ½c.
Fish—Revised.

Montreal, May 30, 1906.

Very good business has been done in groceries during the week just passed. The wholesale trade state that orders coming in from country districts, as well as from city points, are as large as they should be under present conditions. Collections are picking up considerably, and the trade generally is healthy. The advance which took place in sugar the end of last week came as a surprise to nearly everybody, and many were caught shorthanded and will have to pay the higher figure for any supplies they may buy. The rise, which amounted to ten cents, was all along the line. Teas are moving quite freely. Japans are the feature of the market. Reports from the primary markets state that these teas are now ten per cent. higher than they were last year. New stock is beginning to arrive in Canada, and an excellent Japan season is anticipated. The trade are not of the opinion that there is a great deal of the old tea held, either in first hands or by others. Canned goods are about the same as they were last week. Tomatoes are unchanged under a fair demand. Molasses is quiet this week. The advices received from the Islands contain very little that is of interest to the trade generally. Valencia raisins continue to advance. Currants are pretty well cleaned up and are high also. Coffee and spices do not present any new features for consideration this week. Evaporated apples are as scarce and as high as ever. Trade in them is almost prohibitory. Maple products and honey are on the quiet side.

CANNED GOODS—As in other lines, trade in canned goods is moving along very well at present. There is a very good consumptive demand for the various lines offering, but dealers do not find special activity in any line. Corn and peas continue to move out steadily and there is a very good demand for tomatoes at prices which have not changed. Reports are in circulation to the effect that salmon of certain brands is very scarce and high in price.

The usual canned goods quotations are omitted this week for lack of space.

SUGAR—Saturday morning last an advance of ten cents took place in sugar. To most in the trade, jobbers and retailers alike, the advance was a great surprise, which is only natural when the state of the raw markets, as they were then, is considered. The advance has been the cause of much activity in the market, many apparently making their purchases now before any further rise. A great many houses had delayed buying until the end of May, never thinking that the price would advance under existing conditions.

Granulated, bbls.	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, barrels	4 65
" " half-barrels	4 75
" " boxes, 100 lbs	4 65
" " boxes, 50 lbs.	4 75
Extra ground, bbls.	4 50
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Phoenix	3 95
Bright coffee	3 90
" yellow	3 85
No. 3 yellow	3 80
No. 2 "	3 70
No. 1 " bbls.	3 60
No. 1 " bags	3 55

SYRUPS AND MOLASSES — Since the activity ceased in the Island molasses market there has been little of interest reported from that point. Locally there is not a great deal doing. Wholesalers report a very small trade. At present there are moored in Montreal ships, two or three in number, containing cargoes of molasses, but the market has not been materially affected by their arrival.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02¾
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEAS—During the past week very good business has been done in teas generally. A report from Japan states that teas are 10 per cent. higher than they were at this time last year. The new teas are arriving now, and, although the quality might be better, they give satisfaction. The freight, being ¼c. higher than heretofore on all eastern teas, will not make any material difference in prices. Dealers are looking forward to a splendid season for Japans. It is not generally thought that there are any lots of old Japans held in first hands, while the jobbing trade are scantily supplied. Indians are enjoying excellent sale according to reports from tea houses. Ceylons are about as usual.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32

COFFEE—The coffee market this week presents no new features. There seems to be a better all round inquiry for the different grades, but otherwise there is little that is new. Reports from primary markets say that the tone continues about the same.

Jamaica	10½ 0 11
Java	0 18 0 22
Mocha	0 15½ 0 19
Rio, No. 7	0 09½ 0 10
Santos	0 11 0 11
Maracaibo	11 13½

SPICES—Firmness characterizes the spice market locally. In the primary markets, say the latest reports, prices are still advancing. The upward tendency in ginger continues, aided no doubt through the scarcity of this product. Peppers are unchanged, as are nutmegs.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

FOREIGN DRIED FRUITS. — The dried fruit market at present is very active and considerable business is being done. There is a general upward tendency in prices. Valencia raisins are still going up, and the prices locally have advanced and are expected to be even higher. Currants are being sold at a high figure, as they are pretty well cleaned up. There is nothing of particular interest in other lines, except that Tarragona almonds and filberts continue to advance. A report has reached this side that the filbert crop has been damaged by frost.

Valencia Raisins—		
Fine off-stalk, per lb	0 04	0 04½
Selected, per lb	0 04½	0 05½
Layers, "	0 05	0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
" Excelsior Window Clusters,"		4 50
" " " ¼s		1 3
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½	0 09½
" " choice seeded, in 1-lb. pkgs.	0 08½	0 09½
" " 2 crown	0 07½	0 08
" " 3 crown	0 08	0 08½
" " 4 crown		

Prunes—	Per lb.	
30-40s	0 09½	0 09¾
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 08½
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07½
" " 90-100s		0 06
" " 100-120s		0 05
Currants—		
Filiatras, uncleaned, barrels		0 05½
Fine Filiatras, per lb., in cases	0 06½	0 07
" " cleaned		0 06½
" " in 1-lb. cartons		0 07
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

EVAPORATED APPLES — The present high prices make trade in evaporated apples almost prohibitory. Grocers state that but few sales are made, as this fruit cannot be sold at a figure within the reach of the general public. In the cities fair business is being done among the better classes, but in the country trade is practically nil. Dealers are obtaining almost any price for what they sell. A fair average of what is asked is 12½c. to 13c.

BEANS — A slow demand for beans keeps business in this line on the small side at present. The prices have not changed since last quotations.

Choice prime beans	1 60	1 65
Lower grades	1 55	1 60

MAPLE PRODUCTS—A quiet prevails in maple products. Manufacturers are preparing for Fall business. The retail trade are gradually receiving full supplies for the Summer business.

Maple syrup, in wood, per lb	0 05½	0 06½
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 07½
Pure Beauce County, per lb	0 07	0 08

HONEY—Dealers report very high and unsatisfactory purchasing prices as prevailing in the country. Prices locally remain unchanged.

White clover, extracted tins	0 07½	0 08
Buckwheat	0 06	0 06½

RICE AND TAPIOCA—Speaking recently on the probabilities for a change in the price of rice when the new crop comes in, an authority on the subject stated, as his opinion, that there would be no change in the figure asked, at least not such a change as would affect the local market. Tapioca continues very high. There is a report that rubber planting is taking the place of tapioca growing in many parts of the Straits Settlements, and this would, of course, be the means of a greater scarcity later on. There has been no change in the price locally.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	3 05
C rice, in less than 10 bag lots	3 15
Tapioca, medium pearl	0 06½

FISH—A good general business is being done in fish. During the week considerable large business has been transacted. Fresh fish, of course, command the greater part of the trade. In fact there is not a great deal doing outside of this line. Fresh halibut are being received daily and are very much in demand. The price this week is half a cent lower. Lake trout and dore, or pickerel, are arriving freely. Brook trout are now more plentiful, and dealers experience less trouble in filling orders received. Several new lines are quoted this week, including Gaspe salmon, shipments of which are being received every day.

Fresh haddock, express, per lb	0 04
Fresh steak cod " "	0 05
" halibut " "	0 08
" grass pike " "	0 06½
Lake trout " "	0 08
Whitefish " "	0 08½
Weakfish " "	0 10
B. C. Salmon " "	0 16
Brook trout " "	0 19
Dore, per lb. " "	0 08½
Striped bass "	0 15
Gaspe salmon "	0 20
Fresh mackerel "	0 10
Buck shad, each	0 22
Fresh frozen fish—	
B.C. salmon, per lb	0 08
Herring, large, per 100 fish	2 00
Mackerel, per lb	0 09
Smoked fish—	
Haddies, fresh cured express, 15 and 30-lb. boxes, per lb	0 07
Kippered herring, per box	1 00
St. John bloaters, 100 in box, per box	1 00
New smoked herring, in small boxes, per box	0 13
" " salmon	0 20
Oysters and Lobsters—	
Standards per imp gal	1 50
Oyster pails, pints, per 100	0 90
" " quarts, "	1 25
Medium boiled lobsters, per lb	0 14
Prepared fish—	
Boneless cod, favorite, 1 and 2-lb. bricks	0 06
" fish, 1 and 2-lb. bricks, per lb	0 05½
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, 100-lb. cases, per case	5 75
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl	3 50
" " " per pail	0 80
" " salmon—	
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" " half bbl	7 00
" mackerel, per pail	1 80
" large green cod, per lb	0 05
" medium, " "	0 04
" small, " "	0 03

Ontario Markets.

ABBREVIATIONS—
Canned Green Beans—Very scarce.
Salmon—Increased demand.
Sugar—Up 10c.
Rice—Firmer.
Dried Fruits—Very scarce.
Butter—Firm.
Cheese—Higher.
Eggs—At their highest.

Toronto, May 31, 1906.

Business has improved this week, and while in no way abnormal is satisfactory. There is more than a seasonable demand for canned fruits, and the call for canned vegetables also is a marked feature. The retail trade is showing unusual interest in canned salmon and the purchasing is such as to create the impression that many grocers are stocking up in anticipation of a rise. And the rise will come. Of that there seems to be no reasonable doubt. Raisins are about the only dried fruit left on this market, and there is a strong demand for Valencias. The price is slowly rising in response to the situation at home and abroad. Most of the houses are still selling for less than the fruit can now be laid down here. At the eleventh hour gem jar quotations are advanced. The higher price is: Wine, pts., per gross, $6.25; qts., $6.75; ½ gal., $9; imperial, pts., $6.50; qts., $7.75; ½ gals. $11.

CANNED GOODS — The demand is heavy for both fruit and vegetables, and wholesalers' stocks of salmon, too, are passing rapidly into the hands of retailers. Strawberries are practically off the market; only one or two houses have any, and they very few. The price is $2.25. Peaches and plums also are reported to be getting into small compass. Green beans are very scarce, and have advanced. Some houses are still satisfied with 85c., others are asking $1.

The usual canned goods quotations are omitted this week for lack of space.

SUGAR—The recent advance in the price of sugar was not generally expected, as it followed upon a very marked period of dullness, precipitated by a gradual falling in European quotations, beets declining to 7s. 9½d basis f.o.b. Hamburg, which is equal to 3.61 duty paid New York for 96 test centrifugals, thus reducing the margin between New York beet and cane parity to 19c. per 100 lbs. In New York cane showed a decline of 1-16 to 3-32, maintaining that basis on spot sugars for nearly two weeks. Early last week there were signs of improvement following upon reports of heavy rains in Cuba, where factories are gradually closing up, and from this out the offerings will become gradually less.

To-day's basis is 2½c. c.f. New York for 96 test centrifugals, equal to 3.48 duty paid, and with reduced offerings Cuba will become more and more independent of the course of the European market, as her sugars will all be wanted for United States refiners, less the supply required for local consumption.

With the gradual elimination of Cuba, more interest will be shown in Java sugars, which are now offering more freely, and June and July shipments can be bought at 3.65 duty paid New York, or 15c. per 100 lbs. more than to-day's New York cane parity. Another important factor in the situation is the prospect of a very large increase in the world's consumption, consequent upon prevailing low prices for refined sugars, on which account there will be considerable absorption of surplus stocks before we go into the new season. Since the end of April the world's visible supply is reduced 300,000 tons, compared with a reduction of 200,000 for the same time last year. Now that many cane crops are ended, meaning decreased production, it is clear that there will necessarily follow considerable improvement in the statistical situation. It is rather too early yet to speculate on the European beet crop, though early reports indicate somewhat smaller beet sowings. Much will depend on the weather during the next few weeks. O. Licht writes to Willett & Gray, showing a decrease in sowings for all Europe this year of 4.66, compared with the same time last year.

In refined, following upon the advance in New York of 10c. per 100 lbs. last Saturday, all Canadian refined quotations made a similar advance later in the day, and it is said that a large business transpired in the interim. There are no special indications for the immediate future, and the outlook appears to be for a steady market.

Paris lumps, in 50-lb. boxes	4 83
" in 100-lb. "	4 73
St. Lawrence granulated, barrels	4 18
Redpath's granulated	4 18
Acadia granulated	4 13
Berlin granulated	4 08
Phoenix	4 18
Bright coffee	3 98
Bright yellow	4 03
No. 3 yellow	4 03
No. 2 "	3 88
No. 1 "	3 78

Granulated and yellow, 100-lb. bags 5c. less than bbls.

TEA—There is a fair demand for tea locally at present, but nothing unusual. Prices have not materially changed. From London, mail advices of ten days ago bring reports of business on a much better basis, since the duty question has been left behind. Prices for all but common grades have advanced, and the rise increased as the quality improved. New crops of reputed better quality will arrive here about August first.

COFFEE—The market has shown a weakening tendency in the face of an apparently strong statistical position. The world's visible supply on May 1 was 10,356,157 bags; on April 1 it was over a million bags more, 11,747,916

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, May 31, 1906.

BUTTER — Market unchanged. Fair demand locally, but little export trade.

CHEESE — Easier tone in market. Prices unchanged, but lower expected.

EGGS—Practically no change in market. Dealers still asking 16½c.

PROVISIONS — Steady. Fair demand for all lines. Dressed hogs selling from $10.25 to $10.50 per 100 lbs.

RICE—All rice has been advanced 10c.

bags, and a year ago 12,297,490 bags. Consumption, also, is increasing. Willett & Gray say: "The liquidations, while temporarily resulting in lower values, are not hurtful to the position, as the coffee is gradually passing from outsiders into the hands of the actual coffee trade, who not only consider present prices low enough to warrant a larger interest than they have taken heretofore, but also to release hedges that have been put out against merchandise." Locally the situation is quiet with moderate demand.

SYRUPS AND MOLASSES — The market is firm with not much demand and no change from last quotations.

Syrups—	
Dark	0 33 0 35
Medium	0 38 0 42
Bright	
Corn syrup, bbl., per lb.	0 02½
" ½-bbls "	0 02¾
" kegs "	0 03
" 3 gal. pails, each	1 30
" 2 gal. " "	0 90
" 2-lb. tins (in 2 doz. case) per case	1 90
" 5-lb. " (in 1 ") "	2 35
" 10-lb. " (in ½ ") "	2 25
" 20-lb. " (in ¼ ") "	2 10
Molasses—	
New Orleans, medium	0 30 0 35
" ½ bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

DRIED FRUITS—Probably the market here was never before so cleared of dried fruits. Prunes are very scarce, a few very small sizes and some medium are about all that are left. Apricots have disappeared altogether. Prices for the new crop f.o.b. coast are just twice last year's opening figure. The first price on futures put out was 2c. less than the present, but after a few days it was withdrawn, and after a month's delay the present price was named. The crop is expected to be very short. Valencia raisins are about the only staple left, and they are in good demand at advancing prices, but they can still be bought for less than the cost of bringing the fruit in now. P. L. Mason & Co. have been advised by their foreign correspondents that the new crop is reported very backward, the vines being now about a month behind. Indications are for a crop about as large as last year, though some advices give smaller estimates. Stocks of old Valencias are exhausted in Denia, and nearly so in London.

In the walnut producing districts the weather is reported as cold and stormy, but the trees are looking well though later than usual in budding. Barring accidents fair crops are anticipated.

Higher prices are expected to rule for Hallowee dates than for several years. There is an increasing demand on all sides. Regarding sultana raisins, it is reported that indications are for a yield rather smaller than last year, but ample. Unless there is a serious shortage, prices are likely to be about the same as last Fall.

A large yield of Turkish figs is reported likely, as the culture of fig trees in Turkey has been steadily increasing.

Prunes, Santa Clara—	Per lb.		Per lb.
90-100s, 50-lb boxes	0 06¾	60-70s, 50-lb boxes	0 07¾ 0 08
80-90s "	0 07½	50-60s "	0 08 0 09
70-80s "	0 07¼ 0 07½	40-50s "	0 09 0 09½
		30-40s "	0 10¼ 0 10½

Note—25 lb. boxes ½c. higher.

Candied and Drained Peels—	
Lemon	0 11 0 11½
Orange	0 11½ 0 12½
Citron	0 18 0 20
Figs—	
Elemes, per lb	0 10 0 14
Tapnets, "	0 04½
Apricots—	
Californian evaporated, in 50-lb boxes	0 13½ 0 15
Peaches—	
Californian evaporated, " "	0 14 0 15
Pears—	
Californian evaporated, per lb	0 13
Currants—	
Fine Filiatras	0 05¾
Patras	0 06¾ 0 06¾
Vostizzas	0 07½ 0 08½
Cleaned ½c. more.	
Raisins—	
Sultana	0 05½ 0 09
" Fancy	0 10 0 14
" Extra fancy	0 15 0 16
Valencias, selected	0 05½ 0 06½
Seeded, 1-lb packets	0 09 0 10½
California, loose muscatels—	
3-crown	0 07½
4-crown	0 09
Dates—	
Hallowees	0 05
Fards new choicest	0 09 0 10½
Sairs	0 04
" new choice	0 09½
Domestic evaporated apples	0 13

NUTS—There is a firm tone to the market, but this being the off season the demand is not heavy.

Almonds, Tarragona, per lb	0 13½ 0 14
" Formigetta	612½ 0 13
" shelled Valencias	0 27 0 28
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 26 0 28
Filberts, per lb	0 10
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 14½ 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 10

SPICES—The market continues very strong throughout, without unusual feature. The following quotations are on the basis of pure goods:

Spices—	Per lb.
Peppers, blk	0 20
" white	0 30
Ginger	0 18 0 35
Cassia	0 25
Nutmeg	0 45 0 75
Cloves, whole	0 30
Cream of tartar	0 22 0 28
Allspice	0 16
Mace	0 85

RICE—Rangoon and standard have advanced 10c. a cwt., and the market here is firm in consequence but without changed quotation. Tapioca is very scarce and the demand is not heavy.

	Per lb.
Rice, stand. B	0 03¼ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05 0 05¼
Japan	0 06 0 07½
Java	0 06 0 07
Sago	0 06½
Carolina rice	0 07½ 0 10
Tapioca, medium pearl	0 06½
" double goat	0 07½

FISH—The market has developed no new features. Demand is fair, against moderate supplies, and with unchanged prices.

Fresh hallibut	0 10 0 13
Haddock, fresh caught, per lb	0 06 0 06½
Fresh cod, per lb	0 07 0 08
Fresh lobsters, boiled, per lb	0 20 0 25
Shrimps per gal	1 25
Whitefish, per lb	0 09 0 10
Salmon trout, per lb	0 08 0 09
Finnan haddies	0 08
Ciscoes	1 25
Perch, per lb	0 05 0 06
Herring, large, per lb	0 08
" medium per lb	0 04
Brook trout, per lb	0 25
Pike, per lb	0 05 0 06
Blue fish, per lb	0 10

DRIED AND CURED FISH — The market is unchanged.

Boneless fish, per lb	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb	0 05¾ 0 60
Flitched cod fish, cases of 100 lbs	6 50

BEANS—The market is very quiet and featureless. Prices are unchanged.

Beans, handpicked, per bush	1 85 1 90
" prime, No. 1	1 70 1 75
" Lima, per lb	0 06½ 0 07

HIDES—An advance of ¾c. on country hides is the only quotable change in the list this week. The situation is uninteresting, with supplies fairly well meeting the demand.

Hides, inspected, steers, No. 1	0 11
" " " No. 2	0 10
" " cows, No. 1	0 10½
" " " No. 2	0 09½
Country hides, flat, per lb	0 09¾ 0 10¾
Calf skins, No. 1, city	0 14
" " No. 1, country	0 13
Dekins	0 80 0 90
Sheep skins	1 50 1 85
Horse hides, No. 1	3 15 3 60
Rendered tallow, per lb	0 04¾ 0 05½
Pulled wools, super, per lb	0 25
" extra "	0 27
Wool, unwashed fleece	0 17 0 18

N. B. Markets.

St. John, N.B., May 28, 1906.

The Spring months are gone and Summer is here. We have had little of warm weather. We do not look for it till July, and then it is only warm weather with cool nights. That is what draws the great number of tourists. They are chiefly Americans. If more Ontario people would come they might learn what an important section of Canada is this east and particularly the importance of St. John as the national Winter port. The importance of prompt and generous aid from the Government that this Winter business be not lost to Canada would be borne in upon them. St. John has generously spent her own money, and by the increasing business of ten years, amounting this season to twenty-three millions of dollars, proved her right to Government support as the outlet for Canadian Winter exports. The volume of United States Winter exports via St. John is also very

There is little of importance to note in regard to markets. The early booking of orders for California dried fruit is a feature. Flour continues to tend higher.

OIL—Dealers in burning oil are busy booking orders for Fall delivery. Prices are somewhat higher than last year. Sales of lubricating oils have been large. In paint oils demand is somewhat over. Turpentine, which has for some time been extremely high, is rather easier. This is the quiet season in cod oil. Prices are firmly held.

SALT—There is a good business reported in Liverpool coarse salt. Prices are firmly held. There will be quite regular receipts during the Summer. In fine salt there is an improved sale.

CANNED GOODS—The situation in spot goods is unchanged. Corn and peas are low. Tomatoes are firm at full prices but unchanged for some time. For fruit there is but a fair demand. Gallon apples are quite high. Peaches and strawberries are firm. Meats are low. Oysters tend upward. Lobsters are high. Salmon is unchanged but firm. The increase ever ear in the number of people living in the country in the Summer increases the sale of canned goods. The season is some lines of locally packed fish is about opening.

GREEN FRUIT—Dealers are very busy. Bananas are freely sold. While there is an increasing demand for the cheaper grades, best stock is firm. In oranges, Valencias are about done; Californias higher; Messinas sell quite freely. Lemons are firmer. Pines are freely sold at an average price. In berries, prices last week were quite firm. Rhubarb is lower.

DRIED FRUIT—California dried fruit

for Fall shipment is being quite freely bought, particularly prunes. These are quoted low and the market is about bare. Seeded raisins, while quite low, are not being so freely bought, though about all the buyers take some. In loose raisins they are inclined to wait till Valencias and Malagas are quoted. There is just fair spot business. Dates are higher. Peels are firmly held. Evaporated apples are about out of the market.

SUGAR—Figures remain unchanged at the lower prices quoted last week. Sales good. Dealers think market quite firm. Owing to the loss of a Glasgow steamer imported sugar has been scarce.

MOLASSES—There was a special West India steamer here last week bringing upward of 1,800 casks of Barbadoes molasses, a large proportion being syrup at fancy prices and it is firmly held. Little new Porto Rico yet received.

FISH—There has been but a light catch of Gaspereaux. Shad are now fairly plentiful and some few salmon are being caught. In dried fish there is rather less demand, and prices are somewhat easier. Pickled fish are scarce and high. Smoked herring are rather easier.

FLOUR, FEED AND MEAL—In flour both Ontario and Manitoba brands were slightly advanced last week and the market is firm. Oats and oatmeal are firmer. Cornmeal is unchanged. Beans continue low. Yellow Eyes have had a large sale. In seeds, local stocks are light, dealers preferring to clean up at present prices.

B. C. Markets

In groceries this week nothing notable has occurred. In produce, eggs, local fresh stock, have been showing an upward tendency. The falling off in supply is perhaps owing to the brooding season and that the hens opened the season for laying very early this year on account of extremely fine weather. Recent hot weather had the effect of putting them off the usual supply, and the price has slightly advanced as a result. Wholesale they are quoted at 25c., but scarce. Eastern eggs are 2c. to 3c. per dozen cheaper.

Butter is coming in more freely from dairy sources locally, and the price is now not more than 22c. to 23c. for local fresh dairy, with the creameries standing pat at 25c. Imported butter is about the same. The local supply dominates the market.

In fruit, the local strawberries still hold off tantalizingly, and the imported California and Hood River fruit is still held up to 25c. per lb. Continued rains this week have been giving fruits as well as vegetables a splendid chance, but it is hoped that fine weather will ensue next week, and give the local strawberries a chance to ripen up and get into the market. Prices remain as last week.

In vegetables, the quantity of local old stock potatoes is very considerable, and the price has dropped back. New potatoes are offering from local sources in a limited way. Old stock is bringing up to $1 per sack, retail, with $15 per ton the jobbing rate. The limited quantity of Ashcrofts on the market bring $25 per ton.

Green vegetables in large supply fill the market, and the prices rule low.

In fresh meat the features are scarcity of Spring lamb and abundance of veal. The latter brings wholesale 8c. to 9c., while Spring lamb is grabbed up at 12c. Dressed chickens, local stock, are worth 20c. per lb. Broilers and young ducks are hardly yet on the market, some of the former bringing $3 to $4 per dozen in a limited way.

For northern shipment, beef cattle are being brought in from the interior, and being held here till the opening of navigation. Some small orders for milch cows have been received, which will be filled from local sources of supply.

N. S. Markets.

Halifax, N.S., May 29.

Notwithstanding previous reports regarding the failure of the crop of onions in Bermuda, there is now some very fine stock on the market. The first shipment came by the steamer Beta, and is somewhat later than usual. The onions are smaller than the ordinary run but they are of good quality. They are quoted at $1.60 per crate of forty pounds.

The markets are fairly steady throughout, and the price list remains unchanged, with the exception of a drop in the price of sugar, all grades having been reduced ten cents per hundred pounds. The decline is evidently in sympathy with the recent drop in prices in New York. There is not much doing in sugar at the present time, the demand from all quarters being light. The prices quoted here are as follows :

XXX granulated	$4.10
Austrian granulated	4.00
Bright yellow	3.90
No. 1 yellow	3.60
Unbranded	3.45

MOLASSES—Molasses is in fair to good demand and shipments are now coming forward. According to recent advices Barbadoes has been advanced two cents per gallon. It is now quoted at 18c., which makes the price four cents higher than the opening quotation on the island. No decline is looked for here, and it is anticipated that these prices will stand unless something unusual affects the market.

CORNMEAL—Some attention is now being shown to cornmeal, which keeps on advancing. Six weeks ago cornmeal was quoted at 50½c. per bushel delivered in Halifax. The present quotation is 64½c. Three and three-quarter bushels make a barrel of cornmeal, and this is equivalent to an advance of fifty cents a barrel within the past month and a half.

BUTTER—The receipts of butter are improving slowly. During the week quite a lot of local butter was marketed in small tubs, which caused the price to ease off a little. The butter is of good quality and it finds a very ready sale at 21c. and 22c. Creamery is firm at 24c., boxes at 21c. to 22c., and rolls at 20c.

EGGS—The receipts of eggs are insufficient for all demands. The price continues very firm and very few are being stored as the quotations are too high. Nova Scotia are worth 17c. and Prince Edward Island 16½c.

FRUIT—There is plenty of good seasonable fruit on the market, with prices unchanged. The first California cherries have arrived, and they are retailing at 60c. per box. Rhubarb is becoming very plentiful and is quoted at 4c.

VEGETABLES—Good potatoes are becoming scarce. The stock now on hand is quoted at 60c. to 70c. per bushel. Some American cabbage are now on the market. They are very small and the dealers say that there is no money in handling them. Carrots, parsnips and turnips continue in good supply.

FISH—The fish market on the whole is very quiet. Good stocks of fresh fish are held by all the dealers. Sales of salt and dry fish are rather slow. Lobsters are quoted at $1 per dozen for medium size. They are selling at $13 per crate (alive) in Boston. Hundreds of crates continue to be sent weekly from Halifax and Yarmouth to the American markets. Fresh salmon is sold at wholesale for 20c., and at retail for 25c. The first fresh mackerel of the season were marketed during the week, and they found ready sale. The fish were taken on the western shore. They are of very fine quality for early fish, some weighing from 3½ to 4 pounds, and they sold for 25c. each.

GROCERS' GUILD CASE ON AGAIN.

The preliminary police court investigation at Hamilton before Magistrate Jelfs, of the charge of conspiracy in restraint of trade, laid against the officers of the Dominion Wholesale Grocers' Guild, was resumed on Thursday after an adjournment since March 27.

At previous sittings the proceedings consisted of the examination of Secretary Cook, of the Dominion guild, Montreal, and the reading of a voluminous correspondence. On Thursday, Crown Attorney Washington had a number of witnesses present from various parts of the province, by whom he proposed to prove that manufacturers had refused to sell to dealers because they were not members of the guild. A detailed report of the proceedings will appear in next week's Canadian Grocer.

BUSINESS PERSONALS.

C. J. Scandrett, of Scandrett Bros., London, Ont., was a visitor in Montreal this week.

Chas. E. Jacob, of the firm of W. & R. Jacob & Co., Dublin, Ireland, biscuit manufacturers, called at the Montreal office of The Canadian Grocer this week.

J. Russell-Murray, Montreal, who has just passed through a severe attack of pneumonia and erysipelas, has so far recovered as to be able to devote a portion of each day to business.

O. Gauthier, who recently joined the traveling staff of E. W. Gillett Co., Limited, Toronto, has left on a business trip along the St. Lawrence Gulf district. He will go as far as Anticosti and the Labrador coast. Mr. Gauthier is favorably known to the trade of the Province of Quebec, as he has been a life-long resident of the province and has been associated with the retailers for years.

H. P. Eckardt & Co. are selling jam at an interesting price.

Canned plums may be had from H. P. Eckardt & Co. at a price to retail at 10c. per tin.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Officers of the Association.

Officers Retail Merchants' Association of Western Canada. President J. F. Hunter, Boissevain, Man.; vice-presidents, R. Bogue, Moose Jaw, Sask.; J. A. McDougal, Edmonton, Alta.; secretary, W. A. Coulson; treasurer, J. D. Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-presidents G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.

Association offices, 53 Scott building, Main street, Winnipeg.

Partial list of sections organized:

Arcola Extension — S. Carruthers, Creelman, president; A. Bishop, Tyvan, vice-president; E. P. Hall, Fillmore, secretary.

Arnaud—W. Ledoux, secretary.

Balgonie — J. K. Wilson, Balgonie, chairman; J. R. Bray, Balgonie, secretary.

Brandon—A. Grant, secretary.

Boissevain—J. D. Baine, Boissevain, chairman; D. Embree, Boissevain, secretary.

Birtle—H. A. Manwaring, secretary.

Carman—J. W. Jameson, chairman; T. T. Pearson, Carman, secretary.

Crystal City—P. A. Young, Crystal City, chairman; W. Gemmill, Cartwright, secretary.

Edmonton—Jos. Whitelaw, president; W. G. Harrison, secretary.

Estevan—J. T. Musgrave, secretary.

Hamiota—Wm. Chambers, secretary.

Indian Head—M. C. Hamilton, chairman; J. Tuffnell, secretary.

Kirkella — S. E. Riggs, Abernethy, president; A. O. Brooks, Abernethy, secretary. Executive — J. J. Sullivan, Esterhazy; Jas. Horne, Lemberg; W. C. Paynter, Tantallon; D. Irwin, Balcarres; F. Gibson, Lipton.

Killarney—C. A. Marquis, president; P. K. Rollins, secretary.

Moose Jaw—R. Bogue, chairman; W. G. McIntyre, secretary.

Manitou—J. A. Jacobs, secretary.

Morden—Harry Meikle, secretary.

Melita—W. Hamelin, secretary.

Napinka—J. Kaiser, secretary.

Portal—N. D. McKinnon, Weyburn, chairman; E. P. Krogh, Midale, secretary. Executive—S. Johnson, Rouleau; S. J. Taylor, Yellowgrass; J. Anderson, Milestone; J. E. Conant, Albright.

Red Deer—L. C. Fulmer, secretary.

Regina—J. W. Smith, chairman; T. B. Patton, secretary.

Souris—W. G. McLaren, chairman; J. McCuish, secretary.

Stonewall—W. H. Morgan, secretary.

Shoal Lake—C. E. McGrath, secretary.

Virden—E. J. Scales, secretary.

Reply to Mr. Suddaby.

In the last issue there appeared a letter from Sam Suddaby, postmaster at Burnt River, Ont., taking exception to the attitude of the Retail Merchants' Association of Western Canada to the request of the Postmasters' Association that they be permitted to compile a directory of all post office patrons for the use of mail order houses. Mr. Suddaby's letter was in reply to the letter from President J. F. Hunter published in this department in the issue of May 11.

Secretary W. A. Coulson was asked by The Canadian Grocer for a reply to this letter from the association standpoint.

"If Mr. Suddaby lived in the west," said Mr. Coulson, "he would not say that the mail order houses get the complete list anyway. What he says may be perfectly true in Ontario, but conditions are entirely different here. Immigration is pouring in so fast that the mail order houses cannot keep their lists up to date by reference to the voters' lists; they must have the co-operation of the postmasters if they want correct lists. That is the only way they can get them.

Thousands of Newcomers.

"New settlers from foreign countries are coming in here by the thousands and if they get the habit of buying at the local stores, well and good. If they get the mail order habit as soon as they arrive they may be lost to us for good. We don't want the postmasters to supply the mail order houses with these names.

"It is probably true," he continued, "that the mail order houses send three and four copies to one household owing to the fact that they compile their lists from voters' lists and make no distinction between farmers and farmers' sons. But that is a mail order funeral, and we don't care if they do waste their money in that way.

Put up the Rate.

"I quite agree with Mr. Suddaby that it would be a good thing to have the rate of postage on catalogues and advertising matter raised. Two or three months ago I wrote Ira Stratton offering to co-operate with the Postmasters' Association along these lines if they would drop that one obnoxious clause from their petition to the Government, but no attention was paid to my offer."

* * *

On Monday night of this week a successful smoker of the butchers' section of Winnipeg was held in the association rooms. Representatives of the different packing houses were invited to be present.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, May 31, 1906.)

FLUCTUATIONS—

Prunes—Decline ½c. per lb.
Tapioca—Decline ½c. per lb.
Oatmeal—Decline 10c. per 80-lb. sack.
Lemons—Advance 50c. per case.
Lard—Advance ¼c. per lb.

As noted last week in our telegraphic corrections, there has been an advance of 10c. per cwt. in refined sugars for all points west of Moose Jaw to the British Columbia boundary, this in spite of a decline of 10c. per cwt. in Winnipeg and in Eastern Canada. The California dried fruit situation seems to be better understood now and prices of prunes have settled at a basis ½c. per lb. lower than the prices quoted in these columns during the last three weeks. Tapioca has also declined ½c. per lb. and is now quoted at 7c. Oatmeal has declined 10c. per 80-lb. sack. Business in general is brisk and collections are reported fair to good.

CANNED GOODS—There is a scarcity of some lines of canned goods. Prices continue as before:

	Group No. 1.	Groups No. 2 & 3
FRUITS.		
Apples—		
gallons, per doz.	3 35	3 30
3-lb. "	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Lawtonberries—		
" "	3 83	3 78
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries—		
new "	4 00	4 25
VEGETABLES.		
Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 53	1 48
(No. 3) 2's "	1 68	1 63
Succotash—		
2's "	2 63	2 58
Tomatoes—		
All groups, per case	2 80	2 95
Salmon, Fraser River sockeye, per case		6 25
" Skeena River, " "		6 00
" Rivers Inlet, " "		5 90
" Red Spring, " "		5 75
" humpback, "		4 10
" cohoes, "		4 85
" Clover Leaf, Fall delivery, 1 to 4 cases.		6 30
" " 5 to 9 cases.		6 20
Pork and beans (V.C.P. Co.), 1's, per doz.		1 25
" " " 2's, "		1 90
" " " 3's, "		2 60
Clark's 1 lb. plain, per case		2 10
" 2 " " "		1 80
" 3 " " "		2 20
" 1 " tomato sauce, per case		2 30
" 2 " " "		1 85
" 3 " " "		2 40
" 1 " Chili "		2 30
" 2 " " "		1 95
" 3 " " "		2 40
Soups (Van Camp's), per doz.		1 25
Canned chicken (Man. Can. Co.) per doz.		3 25
" turkey "		3 25
" chicken (Aylmer), per doz		3 30
" " (Delhi), "		3 20
" turkey (Aylmer)		3 30
" " (Delhi)		3 20
" duck (Aylmer)		3 30
" " (Delhi)		3 20
Corned beef 2's		2 75
" " 1's "		1 55
Roast beef (Man. Can. Co.), 2's, per doz		2 75
" (Clark's), 1's, per doz		1 55
" 2's, "		2 65
Potted meats, ½'s, per doz.		0 55
Veal loaf (Libbey's), ½ lb., per doz.		1 25
" 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf ½ lb. "		1 85
" " 1 lb. "		3 50
Luncheon tongue (Clark's), 1's, "		3 45
" (Aylmer), 1's, "		3 00
Sliced smoked beef (Libbey's), ½-lb. tins, per doz.		1 80
" " " 1-lb. tins, "		3 10
" " " 1-lb. glass, "		3 35
Chipped " " ½-lb. tins, "		1 45
" " " 1-lb. tins, "		2 50
" " " 1-lb. glass, "		3 05
Sliced bacon, " 1-lb. tins, "		3 10
" " 1-lb glass, "		3 25
Corned beef (Clark's), 1-lb. tins, per doz.		1 50
" " 2-lb. "		2 65
Lobsters (new), ½-lb. flats, per 8-doz. case		16 00
" " ½ lb. talls, per 4-doz. case		10 25
" " 1-lb. talls. " "		14 50

SUGAR—As noted last week, prices have been advanced 10c. per cwt. for all points from Moose Jaw west to the British Columbia boundary, although there was a decline of 10c. per cwt. in Winnipeg and the east a few days before. Prices are still as follows:

Montreal granulated, in bbls.	4 75
" " in sacks	4 70
" yellow, in bbls.	4 35
" " in sacks	4 30
Wallaceburg, in bbls.	4 65
" in sacks	4 60

Berlin, granulated in bbls	4 65
" " " sacks	4 60
Icing sugar in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 95
Powdered sugar, in bbls	5 15
" " in boxes	5 35
" " in small quantities	5 60
Lump, hard, in bbls	5 45
" " in ½-bbls	5 55
" " in 100-lb. cases	5 45
Raw sugar	4 50

SYRUPS AND MOLASSES—Since the recent advance in New Orleans molasses, the local market has been quiet and featureless. Prices are quoted locally as follows :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per gal.	0 40
New Orleans molasses in ½-bbls, per lb.	0 03½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb	0 10½	0 11
" roasted " per lb		0 15½
Ground roasted Rio		0 16
Standard Java in 25-lb. tins, per lb.		0 33
Old Government Java in 25 lb. tins, per lb.		0 32
" " Mocha		0 32
Imperial Java, in 25 lb. tins, per lb.		0 29
Pure mocha " " "		0 25
" Maracaibo		0 19
Choice Rio		0 17
Pure "		0 16½
Seal Brand (C & S) in 2-lb tins, per lb.		0 32
" " " 1-lb "		0 33
Local Blends:—		
Mocha and Java in 2-lb. tins, per lb.		0 23
" " 1-lb. "		0 24

MATCHES—Quoted as follows since the recent advance :

	Per case.
"Telegraph,"	4 75
"Telephone"	4 65
"King Edward"	3 35
"Head Light"	4 20
"Rising Star"	5 50
"Eagle"	1 95
"Victoria"	3 10
"Silent," 200's	2 20
500's	4 70

FOREIGN DRIED FRUITS — Prunes are quoted ½c. per lb. lower than the price given in last issue, the decline being due to the fact that the situation in California is now more definitely known. We quote :

Sultana raisins, bulk, per lb		0 6½
" cleaned,		0 08
" 1 lb pkgs "		0 09½
Table raisins, Connoisseur clusters per case		2 60
" extra dessert, "		3 40
" Royal Buckingham, "		4 00
" Imperial Russian "		5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)		3 35
" Connoisseur clusters, boxes (5½ lbs).		0 80
Valencia raisins, f. o. s	1 35	1 50
" " selected	1 60	1 75
" " layers	1 70	1 85
California raisins, muscatels, 2 crown, per lb.		0 09
" " " 3 "		0 09½
" " " 4 "		0 08½
" " choice seeded in ¾-lb. packages per package		0 09
" " fancy seeded in ¾-lb. packages per package		0 09½
" " choice seeded in 1-lb packages per package		0 10½
" " fancy seeded, 1-lb. packages, per package		0 12
Prunes 100-120 per lb		0 06½
" 90-100 "		0 07½
" 80-90 "		0 08
" 70-80 "		0 08½
" 60-70 "		0 09
" 50-60 "		0 09½
" 40-50 "		0 10
" choice silver, per lb		0 11
" silver, per lb		0 08
Currants, uncleaned, loose pack, per lb.		0 05½
" dry cleaned, Filfatras, per lb.		0 06
" wet cleaned, per lb.		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 07
" Vostizzas, uncleaned		0 06½
Hallowee dates, new per lb.		0 05½
Figs, cooking in taps and sacks		0 05½
" " boxes		0 05½
Apricots, choice, in 25-lb. boxes, per lb.		0 16½
Apricots, standard in 25-lb. boxes, per lb.		0 16
Slab apricots in 25-lb boxes, per lb		0 15
Peaches, choice, per lb.		0 15
" standard "		0 14½
" fancy		0 15½
Pears, choice (halves), per lb		0 16
" standard " "		0 15
Plums, choice (dark pitted) per lb.		0 12½
Nectarines, choice		0 14½

CANDIED PEELS—

Lemon, per lb	0 11½
Orange "	0 11½
Citron "	0 20
Mixed, in 1-lb drums per doz.	2 30

EVAPORATED AND DRIED APPLES—Evaporated apples are selling at 13½c. per lb. in 50-lb. boxes. Dried apples are quoted at 9c. per lb.

BEANS—No. 1 white beans are quoted at $2.05 per bushel, and No. 2 at $1.90.

NUTS—

Almonds, per lb.	0 12½
" (shelled), per lb.	0 28
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 30
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb		0 18
" white, " 5 " "		0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb.		0 20
Cloves, in 5 lb. boxes, per lb.		0 22
Cassia, " " "		0 12
Allspice, " " "	5 11½	0 15
Ginger, in 10-lb. boxes, per lb.		0 13
Mixed spice, in 5-lb. boxes, per lb.		0 20
Mace, in 5-lb. boxes, per lb.		0 70

WHOLE SPICES.

Black pepper, per lb		0 13
White pepper, per lb.		0 25
Cinnamon (ordinary), per lb.		0 18
Cinnamon (extra choice), per lb.		0 24
Nutmegs, per lb		0 25
Cloves according to quality)	0 14½	0 25
Ginger, por lb.		0 10
Allspice, per lb.	0 08½	0 10
Mace, per lb.		0 70
Mixed spices, for pickling		0 12
" " 4-oz. packets, per doz.		0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case.	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.	6 75
" 10-lb. tins, 6 in case, per case.	6 40
" 60-lb. tins, per lb.	0 10

SAUCES—

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO—Tapioca is a little easier in the local market and is quoted now at 7c. per lb. We quote :

Japan rice, per lb., cwt. lots	0 05¾
" " 50-lb. lots	0 05½
Rangoon rice, per lb.	0 04 0 04½
Patna "	0 04½
Tapioca, per cwt.	7 00
Sago, per lb.	0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

OATMEAL AND CORNMEAL — Oatmeal has declined 10c. per 80 lb. sack. We quote :

Rolled oats, 80-lb. sacks, per sack	1 95
40-lb. " "	1 00
20-lb. " "	0 51
8-lb. " "	0 23½
Granulated oatmeal, per sack	2 45
Standard " "	2 45
Cornmeal, "	1 70

GREEN FRUITS—Oranges are advancing rapidly in California and higher price may be expected locally at any time. The crop of citrus fruits in California is estimated to be about 6,000 cars less than last year. Lemons have been advanced locally 50c. per case. We quote :

Fancy Cal. blood oranges, 200's to 250's	5 00
" " " 324's to 360's	4 50
Fancy Cal. navel oranges, 96's	4 00
" " " 112's	4 25
" " " 126's	4 50
" " " 150's	5 00
" " " 176's to 324's	5 50
Lemons, 300's and 360's	5 50
Strawberries, quarts, per 2 doz. cases	5 00
California cherries, per box	4 00
Bananas, per bunch	2 75 3 25
Apples, Ben Davis, per box	3 00

VEGETABLES—

Rhubarb, 40's, per box	2 00
Asparagus, per box	2 50
Florida tomatoes (6 baskets to crate), per crate	3 60
Onions, Egyptian, per lb.	0 04
" native, per lb.	0 03
Lettuce, new, per doz.	0 45
Radishes, new, per doz.	0 45
Onions, new, per doz	0 45
Parsley, new, per doz.	0 45
Cabbage, new, per lb.	0 05
Cucumbers, new, per doz	2 00

BUTTER—Creamery butter is quoted as follows to the trade :

Finest fresh creamery, in 56-lb. boxes	0 21
" " in 28-lb. boxes	0 21
" " in 14-lb. boxes	0 21
" " in 1-lb. bricks (eastern)	0 25
" " " (western)	0 21 0 24

Local produce houses are paying 14c. per lb. for No. 1 dairy butter and from 11c. up for No. 2 delivered in Winnipeg.

CHEESE—Prices are same as last week :

Finest Ontario, large	0 13
" Manitoba, large	0 12½
" " twins	0 12½
" " small	0 12½

LARD—The tierce basis has been advanced ½c. per lb. We quote :

Tierce basis, per lb	0 12
Small packages take the following advance :	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb.	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb.	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19
Backs, " " "	0 16
Hams, light, 10 to 12 average	0 15
" medium, 14 to 16 average	0 14½
" heavy, 20 to 30, for slicing	0 14½
" heavy skinned, 20 to 30 for slicing.	0 14½
Picnic hams, light, choice, 6 to 8	0 11½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 15½
" " clear bellies, 12 to 14	0 15
Clear backs, b bacon light	6 14½
" b bacon 12 to 14	0 14½
Spiced rolls, long if in stock	0 15
" short	0 13
Dried beef ham sets	0 11½
Smoked hams boned and rolled, 2c. per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear	0 12½
" " " smoked	0 13½
" " " boneless backs,	0 12½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
" " " per ½ bbl	11 50
Standard mess pork, per bbl	22 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb.				0 03½
" hocks, " "				0 04

EGGS—Produce houses are paying 15c per dozen for eggs at country points, f.o.b. station.

CHOCOLATE RUSH IN HALIFAX.

A. L. Doyle & Co. opened their third grocery store in Halifax on Saturday, and from the opening until the blinds were drawn the place was never empty for a moment. This makes four grocery stores that this firm has now in operation; three in Halifax and one in Dartmouth. As a souvenir, the firm gave away a box of fancy chocolates with every purchase, and as a result the rush was terrific, the crowds lining out to the centre of the street. Two police officers guarded the doors, which were kept locked while the customers within were being served, and then the place was emptied and another batch admitted.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

SITUATION WANTED.

YOUNG MAN of 30, good address, experienced grocery traveler at present traveling in B.C., desirous of going to New Zealand would take charge of exhibit at New Zealand exhibition and afterwards represent firm on salary or commission basis; has had experience in this line of work. Address, Box 117, CANADIAN GROCER, Toronto.

SALESMEN WANTED

GROCERY clerk at once, with experience in good class trade. Must have good references. State salary expected. Ayply Box 254, Midland.

A LARGE spice and coffee house want a first-class salesman for Manitoba and Northwest Territories. One with active present connection on the gronnd preferred. State references to Box G 20, CANADIAN GROCER, Toronto.

WANTED—Salesman with good connection in spices, on ground West London to Windsor. Apply Box T 627, CANADIAN GROCER, Toronto.

A SPICE house with unequalled connection in the Maritime Provinces requires the services of an active, energetic salesman who has knowledge of that territory. A good contract made with the right man. Fullest information required regarding experience and references, which if desired will be treated confidentially. Apply Box W.S.M., CANADIAN GROCER, Toronto.

FOR SALE.

Grocery and Liquor Business for Sale

GOLDEN LION GROCERY. Kingston, Ontario, the property of the late W. R. McRae. Established 1854 One of the finest businesses in Eastern Ontario. Apply to Cunningham & Lyon, Vendor's Solicitors, Kingston.

THREE small stocks will be sold separately or together. Wall paper, $1,300; clothing, $800; boots and shoes $1,500; at a rate on dollar or at lump sum. For particulars address J., CANADIAN GROCER. 24

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCY WANTED

A WELL-KNOWN firm of manufacturers with a complete organization, calling regularly upon and doing direct business with every good class grocer (wholesale and retail) in the United Kingdom, is open to negotiate for the representation of a high class grocery article on commission or buying terms. Address "Agency," c/o Street's, 30, Cornhill, London, England. (21)

LONDON agent, with great experience of the provision trade and thorough knowledge of the produce markets of the United Kingdom, is open to accept agency. Address, Fenwick, 3 Duke street, Tooley street, London, Eng.

TO THE TEA TRADE

A 2,000 LBS. TEA BLENDER — In first-class working order; a 24-inch roller, milling machine, adjustable for hand or power use; also four "Ideal" packing machines, almost new. All the above to be sold at a bargain. Write for prices and particulars. Box 115, CANADIAN GROCER, Toronto.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Expert Bookkeeping

Investigating and auditing of all classes of accounts undertaken. Trading, profit and loss and balance sheets prepared. Set of books opened and office system devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

371 Elgin Avenue, Winnipeg

G. C. KOOPMAN

Commission Merchant,
Agent and Broker

AMSTERDAM AND ROTTERDAM

Offers on demand

All Products of the Dutch Colonies (East Indian)

AS

COFFEE, TEA
SPICES of all kinds
GUMS for Varnish Manufacturers
COCOA, COCOA BUTTER
Cassia Vera, Chinchona-barks, Rattans, Drugs, etc.

Also COCOALINE (substitute for Cocoa Butter)
VEGETALINE (Vegetable Butter)

Agents wanted everywhere in Canada.

WE GIVE advances of 75% against documents on consignments of all Canadian Produce fit for this market, except sun-dried apples. Ask for reports about every article you wish to sell.

AND HOW ABOUT YOUR

FLAVORING EXRACTS?

You may not sell many—but—see that those you do sell are the best procurable and your repeat orders will come easy.

GOLD STANDARD FLAVORING EXTRACTS

"guaranteed the best," represent perfection in extract manufacture: The best ingredients, the most improved methods, producing the finest results.

WRITE US FOR QUOTATIONS

The Codville-Georgeson Co.
Limited
Winnipeg, Man.

FOR OVER 20 YEARS

in the Commission Business in

WINNIPEG

If you are not represented in Winnipeg or Calgary, place your goods with a live and progressive Commission House. We sell exclusively to the wholesale trade in the West. Storage for all kinds of goods. Cars distributed.

NICHOLSON & BAIN

WINNIPEG and CALGARY

Wholesale Commission Merchants and Brokers. Est'd 1882

TORONTO'S MAYOR GETS BUSINESS MEN'S ADVICE

Everywhere in Canada municipal government is increasing in importance, and everywhere, but especially in the large cities, leading business men avoid active participation in the administration of civic affairs. Civics are not politics; straight business all the time, and requiring the very best capacity available. Halifax, as set forth in last week's issue of The Canadian Grocer, has adopted a plan for bridging the rift of indifference between the municipal administration and the business community by a commercial committee, half members of the board of trade, half members of the council, with the mayor as chairman.

Mayor Coatsworth, of Toronto, and Peleg Howland, president of the board of trade in the Ontario capital, were asked for expressions of their views on the Halifax plan. Mr. Howland wanted time to consider it. Mayor Coatsworth said:

'I have felt the necessity of consulting prominent and able business men in connection with various city matters and I invariably take an opportunity of doing so whenever I can. During the past week I have consulted two or three prominent business men in relation to important matters affecting the interest of the city. When we come to deal with the question of the radials, my purpose is first to take counsel with several of our leading men, asking their advice as to the best business arrangement to make with the railways, and I will be very much impressed and perhaps entirely guided by their advice, particularly as to the financial side of the question.

"I would not think of entering into important financial matters of city business without first getting the advice of some of our leading financiers. We have a number of splendid and able men in Toronto, and I must say, speaking from my own experience, I have found them ready and willing to enter into a full discussion of city matters at any time and to give me the benefit, for the city, of their long experience and training.

"I found it also of advantage to confer with a committee of working men who have been appointed for that purpose by the Trades and Labor Council. At any moment, if a matter arises affecting the working men, I can immediately reach these gentlemen and secure from them what might be called the very inside information as to the views and wishes of the labor men on the subject.

"I am decidedly in favor of calling in the experts in every line to consult on city matters in their various spheres, and, up to the present time, I am bound to say that these gentlemen have responded in a manner that has made it a pleasure for me to consult them.

"I feel assured that a committee of these gentlemen, wisely chosen, with whom the council could consult, and who would co-operate in city business, would give greater steadiness to important civic affairs and inspire more confidence in the public mind, although we have no reason to complain of the public feeling at present."

TILBURY CO. GETS ITS CHARTER.

The Tilbury Canning Co. has obtained its charter. The share capital is $25,000 in dollar shares. The provisional directors are W. C. Crawford, W. J. Moffat, J. A. Tremblay, J. S. Richardson and S. Mather.

Thos. Owens, of the Bloomfield Packing Co., Bloomfield, called at the Toronto office of The Canadian Grocer this week.

Everybody uses Starch now——

Remember that we keep up the quality of

Japanese Starch

and that keeps up the sale.

Have you tried this splendid Starch?

A good seller with a good profit.

Write for samples and prices.

AMERICAN PURE FOOD CO.
MONTREAL

THE SUN ECLIPSED BY "PUTZ"

Putz! What is Putz?

PUTZ, "Lion" brand, is the most popular and satisfactory metal polish in the world. PUTZ, "Lion" brand, is put up in boxes in the form of liquid as well as paste and is known as PUTZPOLISH.

The finest thing for metals is the "Lion" brand. "Lion" brand, PUTZ contains no acid. Its use will not injure metal of any kind. PUTZ gives a lasting polish to all metals. It will neither scratch nor rub off. The "Lion" brand saves hours of work. It acts in minutes as compared with hours by old systems of polish. When applied on the surface of iron, of zinc, of nickel, and metals of all descriptions especially, the Triple Extract Putz Polish for Metals, the "Lion" brand, liquid or paste, gives a brilliant and lasting sheen.

Insist upon getting PUTZ, "Lion" brand.

SOLD BY ALL GROCERS AND HARDWARE MERCHANTS.

AGENT:

J. A. TAYLOR, MONTREAL

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN.

The market for both cheese and butter is a most puzzling one so far this season. As we pointed out a long while ago, last season's make of cheese was considerably short of natural requirements and the new season's make should have started in at high prices, which might have been lowered gradually as supplies increased. But, instead of following this reasonable policy, operators on this side brought on such a rapid decline on the small supplies then available, that the pendulum began to swing the other way and, as is not at all unusual, it swung too far, again at the wrong time. Present ruling prices, at the present time of the year, have never been so high in the history of the cheese trade and no sane trader in cheese will think of taking on more stocks than what is absolutely required to fill the most urgent wants.

Meanwhile, the grass is now growing nicely all over the country, the cows are giving plenty and good milk and we will have a very full supply of cheese here within a very short time. The British dealers trade from hand to mouth, and with increasing supplies prices must have a considerable break from present figures.

According to board of trade figures, the receipts of cheese in Montreal for the past week were 42,673 boxes against 18,467 boxes for the corresponding week of last year, and the total receipts since May 1 this wear, 125,548 boxes against 65,375 boxes for the corresponding period of last year.

This shows a very substantial increase in production with a backward season, yet prices this year are practically three cents per pound higher than a year ago. It is therefore only reasonable to expect that as soon as supplies become larger than the current consumptive demand, prices must decline to a point where merchants feel sufficient confidence to carry stocks for future demand. It is not unlikely now that, when the pendulum commences to swing the other way, it may again swing too far and then is the time for prudent merchants to lay in stocks in excess of their immediate requirements.

Meanwhile, the farmers are reaping the benefit, as usual; they are getting extraordinary prices for their milk and no doubt they will use every means of extra feeding and care to produce as much milk as possible, and, as cheese is still by far the best paying product, those who can make either cheese or butter will not hesitate to turn from butter to cheese, and the prospects are for a good, full make of cheese this year.

Butter has also been rather erratic in prices paid in country markets; goods now coming forward are not yet "full grass quality" and they are therefore not of a "keeping quality," yet prices paid at recent country markets are a long way above the export basis, and, while some of our principal operators have bought the goods at these high prices, they may find some difficulty in disposing of them even at cost.

The production of butter, like cheese, in spite of the backward season, also shows an increase, according to the receipts in Montreal as per board of trade figures, viz.: Receipts last week were 15,130 packages as compared with 11,800 packages for the corresponding week of last year, or a total since May 1 of 43,186 packages against 32,149 packages for the corresponding period of last year. This demonstrates further that the farmers are producing more milk this year than a year ago and, if this is carried along through the entire season, we may expect a record year for production of both cheese and butter.

We alluded last week to the rupture between buyers and salesmen in Cowansville. This seems to be now in a fair way of adjustment. The salesmen insisted on some guarantee of payment for their produce. They will in future ship their goods to their own order in care of the firm buying them; they concede Montreal weights and Montreal inspection, and as soon as payment is made for the goods under these conditions, they become the absolute property of the buyers. This seems a very fair arrangement for both parties and everybody is happy that the old frictions are at an end. The merchants want the goods and they are willing to pay for them for weight received and according to quality, and the producers must sell their goods, and they are willing to do so with a reasonable assurance of getting paid for the same. The other points of dispute are of a minor nature and will undoubtedly also be adjusted to the mutual satisfaction of both buyers and salesmen.

THE PROVISION SITUATION.

The market has developed practically nothing new this past week. The domestic consumptive demand is quite satisfactory and prices maintain their firm tone, with here and there a slightly accentuated tendency in that direction. The supply of live hogs has not increased greatly and is not expected to for three or four months.

OUR LONDON LETTER.

By Our Own Correspondent.

During the past few days there has been practically no change in the condition of the butter and cheese markets here in London. Prices are still somewhat higher than last year, but sellers are making little or no money on transactions. Indeed, ever since March they have been complaining of bad times, and it is known that some concerns have lost heavily. When asked the cause of this state of affairs, one will give one reason and his neighbor another, but one and all are agreed that supplies have been too heavy and irregular. Yet, in spite of these statements, the consuming public have received no reduction in the price of butter and cheese. In fact, the price has at times gone up. There clearly is something fundamentally wrong. For one thing, the feeling between produce importers in this centre is anything but cordial towards each other, and the "cut-throat policy" is frequently too much in evidence. Also, having had to pay such high prices to shippers, they have shown an inclination sometimes to hold stocks too long in the hope of forcing their point with buyers, a policy which, on more than one occasion, has proved an error.

At present the market for Australian and New Zealand butters continues without any outstanding features, and prices for Australian "choicest" parcels stand at 96s. to 98s., and for "finest" 90s. to 92s. New Zealand "choicest" makes 4s. more, and "finest" 6s. more.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Annual sales many times larger than all other fly poisons combined

ADVERTISED

throughout Canada.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg

although 25,356 boxes have recently come in and supplies are consequently plentiful. According to published statistics, imports of all kinds of butter into the United Kingdom during the past four weeks have totalled 58,427 cwts. less than for the same period in 1905. Irish, French and Dutch butters are, of course, now being received in larger quantities in these markets.

AGENTS WANTED

We want the Calfskins, Hides, Sheep Pelts, Tallow Bones, etc., collected in your vicinity.

Can't you arrange to purchase these goods for us this spring? We will furnish the cash with which to buy; we will also furnish tags, advice sheets, taking off directions, cloth poste s to enable you to advertise the business, etc., etc.

We pay highest cash prices and keep our customers thoroughly posted on the condition of the market and pay the freight.

To any one writing us and mentioning this paper, we will mail full particulars. Address,

CARROLL S. PAGE, Hyde Park, Vt.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rotherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

The spot prices for Canadian and New Zealand cheese have changed but little from last week's prices. Canadian "choicest" makes 62s. to 64s., and "finest" 61s. to 62s.; New Zealand "choicest" 61s. to 62s., and "finest" 60s. and 61s. These figures are, of course, considerably higher than at this time last year. Stocks of Canadian cheese in warehouse here are continually, though slowly, declining, and at the present time there are not more than 16,570 boxes in store at the Surrey commercial docks.

The outlook for the coming season's domestic milk supply is anything but bright, and farmers will likely have a bad time. The backwardness of growth in the pastures and meadows is responsible for this. In fact, so fitful has the weather been, that the whole of the agricultural community will feel the evil effects. Some of the perennial grasses are now in ear, but there is not yet much sign of a hay crop, for which genial showers and a warmer temperature are required. Just now, one day of Summer heat is followed by another of Wintry coldness.

Both in Leeds and Hull, according to advices to hand, there is a good opening for Canadian canned goods. Canned fruit and fish, in particular, are in request, and it is up to Canadian exporters to push themselves forward.

We can't sell all the Pork and Beans that are sold, but we do sell to buyers who want the best.

Have you ever taken the trouble to investigate the merits of

Clark's Pork and Beans in Chili Sauce

No trouble to prove their superiority. You may easily prove it yourself. TRY A TIN—that's all.

William Galbraith & Son

WHOLESALE GROCERS

SOLE AGENTS IN MONTREAL FOR

"CANADA'S PRIDE" Canned Goods

"THE BEST IN THE DOMINION."

68 McGill Street - - MONTREAL

Beware of Breakers!

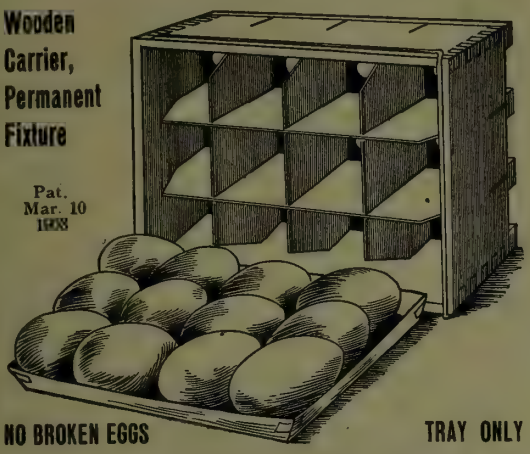
Smooth sailing if you use **Star Egg Carriers** and **Trays** for delivering Eggs

Cost less than paper boxes—no more than paper bags. Less than 1/5c. per dozen eggs delivered and **No Eggs Broken.**

No. 1

Wooden Carrier, Permanent Fixture

Pat. Mar. 10 1908



Don't take our word for it but send 30c. in stamps for Sample No. 1 Star Egg Carrier with sufficient Trays to make test and see for yourself that they do all we claim for them.

NO BROKEN EGGS **TRAY ONLY EXPENSE**

STAR EGG CARRIER & TRAY MFG. CO.

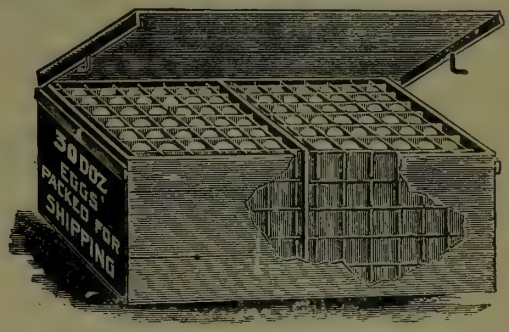
67 Cortland St., Rochester, N.Y., U.S.A.

MacLaren Imperial Cheese Company

Agents for TORONTO, HAMILTON AND LONDON, ONTARIO

Stock is carried by the following firms: Douglas & Ratcliff, Winnipeg, Manitoba; Provost & Allard, Ottawa, Ontario, Canada; Gunn, Langlois & Co., Limited, Montreal, Quebec; M. DesBrisay & Co., Vancouver, B.C.; Alexander Marshall, Vancouver, B.C.

EGG CASE FILLERS



HAND AND MACHINE MADE FOR

25, 30, 36 and 49 doz. egg cases with standard size egg spaces (1¾-in. sqr. x 2¼-in. deep)

Also

SPECIAL SIZE FILLERS

(Machine Made)

30 doz. Fillers egg spaces 1⅝-in. sqr. x 2-in. deep
" " " 1¾-in. " x 2⅜-in. deep
" " " 1¾-in. " x 2 7-16-in. deep

(Hand Made)

30 doz. Fillers egg spaces 1 13-16-in. sqr. x 2½-in. deep

The Miller Bros. Co., Limited

30-38 BOWD STREET

MONTREAL

Board Mill and Filler Factory at GLEN MILLER, ONT.

WE ARE JUST AS PROUD OF OUR

PORK

and

BEANS

AS ANY OF OUR CANNED MEATS.

Manitoba Canning Co., LIMITED

Grande Pointe, Manitoba.

AGENTS:

Nicholson & Bain, WINNIPEG and CALGARY.

Galloway & Parnell, VANCOUVER, B.C.

SALES— **CHEESE** —PROFITS

Automatic Cheese Cabinets

WILL INCREASE BOTH SALES AND PROFITS

The cheese is temptingly displayed under glass, is kept as clean and fresh as when first cut, and is at the same time preserved from the ravages of mice, dirt and tasters.

Its simple operation, by which the cheese comes out automatically with the opening of the door and returns into the cabinet when the door is closed, makes it most convenient.

PRICE

$7 50

F.O.B. Factory.

The Cabinet is a very handsome glass, polished hard wood display case; a most attractive fixture.

Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.

WRITE FOR ILLUSTRATED FOLDER.

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, CANADA

FOR SANITARY DAIRYING.

Two dairy sanitary inspectors have been appointed under the act passed at the late session of the Ontario Legislature: For Eastern Ontario, J. H. Echlin, a member of Kingston Dairy School staff and a dairy instructor; for Western Ontario, T. J. Dillon, Toronto.

The act under which the appointments are made is an amendment to the act to prevent fraud in the manufacture of cheese and butter and provides:

1. No person supplying milk or cream to a cheese factory or creamery shall keep his dairy, milk house, milk stand, or any vessels or equipment used for the storing or the carrying of milk or cream, in an unclean or unsanitary condition.

2. Every cheese factory and creamery manufacturing butter or cheese for public use or sale, and the surroundings of every such cheese factory and creamery shall be kept in a clean and sanitary condition, and all the water used therein for the manufacture of any dairy products must be clean and pure.

The penalty for the infraction of the act is a fine of not less than $50, nor more than $200, or six months in jail.

The Government is empowered to appoint inspectors whose powers are defined as follows:

"All dairy inspectors appointed under this Act shall have free access and admission to all cheese factories and creameries located within the province and to all the lands adjoining the same, and to the premises of all persons supplying milk or cream to any cheese factory or creamery, and any person refusing admission to the same or offering obstruction to the work of inspection shall be subject to the penalties provided in section 9 of the Act to prevent Fraud in the Manufacture of Cheese and Butter."

SWINE IN LARGE NUMBERS.

The mid-May crop bulletin of the Ontario Department of Agriculture, says of live stock:

The open Winter appears to have favored live stock. There was sufficient provender of all kinds except roots, as many of the turnips rotted; although the backward Spring caused an unlooked for raid to be made upon surplus fodder. Horses came through the Winter in splendid condition, except where troubled with a light form of distemper, and the cool, dry weather kept them in good condition during Spring work. More mares have been bred of late than formerly, and while some speak of an unusual mortality among colts, the general tone of the reports are favorable in this regard. Owing to the high prices prevailing for horses, they are commanding better care and closer attention. Cattle are described as being rather thin, but healthy. Several correspondents claim that this class of live stock was turned out upon the grass this season before there was a good bite for them. Sheep are now more in favor, and are giving good satisfaction. They would be much more largely kept but for the dog nuisance. Lambs are coming in good and strong, to quote a correspondent. Swine are kept in large numbers, and have wintered well, but there are reports of heavy mortality among Spring litters, a large number of young pigs dying when about a month old. But for the fact that many farmers have lost confidence in the stability of the market, the output of hogs would be immensely increased.

PACKING EGGS FOR ENGLAND.

England imports in a year two hundred million dozen eggs and pays for them more than $32,777,000, and importers there are very particular—Canadians might say pernickity—about how eggs are packed, but if Canada's packing must conform to the requirements of the purchasing end.

J. B. Jackson, Canadian commercial agent at Leeds, furnishes some information about packing for the English market, gathered in an interview with a large importer. He says:

As a start off, it may be said that Canadian pickled eggs have seen their day in England. The eggs most in request now must be glycerined.

The packing also is a great thing. The size, for instance, of an ordinary everyday box of Russian eggs, measures about six feet long, and something like 22 inches wide, each box containing 1,440 eggs, which English importers classify into what is called 12 great hundreds, each great hundred meaning 120 eggs, and weighing on an average, fifteen pounds.

At auction the seller never refers to his eggs as so much per box, but so much per hundred. As is the case with fruit, the packing is everything. The box itself should be of good stout Canadian wood, and the sides should not be one complete board, but preferably two pieces of wood, with a width of about 1-2 inch between them. This may be considered a detail, but it is of vital importance to the freshness of the eggs upon arrival, as it admits the air, thus keeping the eggs at a certain even temperature. The box itself should be divisioned down the centre (cross ways) by two boards, each board being about two inches apart. Thus we find the box apportioned in, say three parts at first, then comes the first partitioning board, a space of two inches, then comes the second board, and after this, the remaining three feet of the box. This central apartment means a big thing, as when the eggs get into the hands of the small wholesaler, it is quite easy to saw the box in half within the width of these two centre boards, thus separating the box absolutely, without having to nail on a side, with the consequent risk of breaking the contents. In many cases the retailing man can only afford to take half a box when trade is bad, and this idea would specially meet his requirements.

Next comes the padding. Russian peasants, first of all, lay a thick layer of wood pulp shavings at the bottom of each of the two divisions, and on top of this they place what may be called the first half of the eggs, every egg being in the same direction, and each division of the box containing 10 rows of 18 eggs, making a total number of 180 in a shelf in each division.

A further layer of shavings is again placed on top of this and so on, until we have four shelves of eggs, when the whole of the 1,440 eggs are fastened down by two boards, with about two inches width between them as mentioned before, for reasons of temperature.

English importers have always been prejudiced against buying small-sized boxes of eggs, their chief reason for this being that in course of transhipment, it only requires one man to lift them, resulting in many cases in breakage of the contents, as it is not to be expected that one man can carry a box of eggs with the same sureness and safety that two men can, in fact, this very reason acts detrimentally to Irish eggs on the British market at the present time.

PACKING COMPANY'S CATALOGUE

The Montreal Packing Co. have issued an artistic catalogue which for its convenient arrangement of styles and prices of the company's products will be appreciated by the trade. The cover is striking and lithographic art is displayed in portraying the various kinds of meats. One of these price lists should be in the hands of every grocer, and a post card addressed to the Montreal Packing Co., Montreal, will bring it.

IT WILL NOT DOWN.

The leading papers of England and Scotland from the Times down are outspoken in their denunciation of the continuance of the Canadian cattle embargo. The Yorkshire Herald quotes Hamar Greenwood as stating in his pre-election speeches that he would support no Government that would not remove the embargo, and hints that he might resign or cross the floor of the House on account of the Government's refusal to do so. While the removal of the embargo will not be introduced again this session, the cause has enough friends in the House to warrant its being an issue again at no very distant date.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—The feature of the provision market this week is the advance of ¼c. which has taken place in compound lard. Pure lard remains unchanged in price. Provisions generally are moving out quite freely. Hams and bacon for local trade are very much in demand, according to some houses, while other firms say fair business is being done in them. Little export trade is being transacted.

Lard, pure tierces	0 11¼	0 11
" 56-lb. tubs		0 11¾
" 20-lb. pails, wood (10½)		0 12¼
" cases, 10-lb. tins, 60 lbs. in case		0 12¼
" " 5-lb. "		0 12⅝
" " 3-lb. "		0 12⅝
Lard, Roar's Head brand, tierces, per lb.		0 0[illegible]
" " ½-bbl., per lb.		0 09½
" " tubs		0 09½
Cases, 20 3-lb. tins, per lb.		0 09⅝
" 12 5-lb. tins "		0 09⅝
" 6 10-lb. tins "		0 09⅝
20-lb. wood pails, each		1 88
20-lb. tin pails, each		1 78
Wood net, tin gross weight—		
Canadian short cut mess pork	$22 50	$23 00
American short cut clear	21 00	22 50
American fat back	22 50	23 00
Breakfast bacon, per lb.		0 18
Hams	0 13½	0 15
Extra plate beef, per bbl.	12 00	13 00

BUTTER—Prices continue to advance in butter. The high prices demanded in the country cannot be obtained in the city and trade is in consequence not the best. For the choicest creamery dealers are asking as high as 21½c., but this figure is very hard to obtain.

Choicest creamery	0 2[illegible]¼	0 21½
Western dairy		0 19

CHEESE—The cheese market is a little easier. The prices have advanced considerably over last week, but at time of writing the market is in better condition than it has been for quite a little time. The demand is on the quiet side with a possibility of lower prices in the near future.

Ontarios	0 11⅞	0 2
Quebecs	0 2	0 12½

EGGS—Dealers are pretty well filled up, and many have stopped packing, or at least are not putting away as many eggs as they have been heretofore. Lower prices are expected in consequence. At present 16½c. is asked.

TORONTO.

PROVISIONS—The provision market remains firm with a tendency to eliminate last week's bottom prices on smoked breakfast bacon and backs. The demand is very satisfactory. Veal is slightly higher and the bottom price for street lots of hogs has gone a little lower.

Long clear bacon, per lb.		0 12
Smoked breakfast bacon, per lb.	0 15	0 16
Roll bacon, per lb.	0 12	0 12½
Small hams, per lb.		0 14½
Medium hams, per lb.	0 1[illegible]	0 14½
Large hams, per lb.		0 13½
Shoulder hams, per lb.		0 11½
Backs, per lb.		0 17
Heavy mess pork, per bbl.	20 50	21 00
Short cut, per bbl.		23 00
Lard, tierces, per lb.		0 11½
" tubs "		0 11¾
" pails "		0 12
" compounds, per lb.		0 09
Plate beef, per 200-lb. bbl.	12 00	12 50
Beef, hind quarters	8 00	9 25
" front quarters	5 [illegible]5	6 00
" choice carcases	7 00	8 00
" common	5 50	6 50
Mutton	0 08	0 10
Yearling lamb	0 13	0 14
Veal		0 10½
Hogs, street lots	9 00	10 00

BUTTER—The market shows a phenomenal strength in face of increasing supplies and is accounted for by speculation and manipulation rather than by conditions of supply and demand. There is, too, a tendency on the part of milk producers to turn their supplies into the cheese factories. The quality of butter arriving here is still complained of by some. Prices are firmer at about last week's high point. There is considerable demand for creamery for export.

	Per lb.	
Creamery prints		0 21
" solids, fresh	0 19	0 20
Dairy prints, choice	0 17	0 18
" large rolls, choice	0 16	0 17
Baker's butter	0 14	0 15

CHEESE—The market is firmer and here again it is due to manipulation. As high as 13c. is asked for new cheese from the retailer, but the prevailing price is slightly under that. The supply is increasing rapidly.

	Per lb.	
Cheese, large		0 14
" twins		0 14¼
New cheese, large		0 12½
" " twins		0 12¾

EGGS—Packers are still storing high prices for next Winter and the result is a further advance from last week. The advance seems a little unsteady and the commission men are not at one, varying in their price to retailers from 16c. to 18c.

Eggs, new laid	0 16½	17½

ST. JOHN, N.B.

May 28, 1906.

In barrel pork prices have been again advanced. Business is light. Beef is firmer but there is little demand. Smoked meats continue high. Pure lard shows a further advance. Refined compound is firmer and selling freely. The supply of fresh beef is large and the market is easier. Veal is rather lower. Mutton is also off in price. Lambs are still small and the price is high. Small pigs bring full figures, but there is little sale for heavy hogs.

Mess pork, per bbl	$21 00	$22 00
Clear pork, "	20 00	23 00
Plate beef, "	13 50	15 00
Domestic beef, per lb	0 06	0 [illegible]8
Western beef, "	0 08½	0 10
Mutton, "	0 06	0 08
Veal, "	0 06	0 08
Lamb, "	3 00	5 00
Pork, "	0 08	0 10
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard pure, tubs, "	0 12½	0 13
" " pails, "	0 12⅝	0 13¼
Refined lard, tubs	0 09½	0 09⅝
" " pails	0 09½	0 10

BUTTER—Stocks are good. Prices are hardly as firm, but strictly first-class stock is always in demand.

Creamery butter	0 22	0 25
Best dairy butter	0 18	0 20
Good dairy tubs	0 17	0 18
Fair "	0 16	0 17

EGGS—Prices are lower. Just a fair sale.

Eggs, strictly fresh	0 20	0 25
Eggs, fresh	0 14	0 16
" case stock	0 13	0 14

CHEESE—High prices still rule, but lower figures are expected.

Cheese, per lb.	0 13	0 14

NOTES.

H. G. Edgecombe, Strathroy, will be manager of the new canning factory at Tilbury, Ont.

English and American capitalists are preparing to erect factories in Jamaica to make bananas into banana meal. The product is said to make nutritious bread.

Prince Albert, Sask., Board of Trade is negotiating with a Winnipeg firm for the establishment of a pork packing factory.

The highest price this season for cheese has been paid in Eastern Ontario and Quebec. At Huntingdon on the 26th inst. 12 5-16 cents per pound was paid, and in all the other producing points prices were high.

Before the English Parliamentary Committee on Butter Adulteration, John Speir, representing Scotch bodies, recommended that colonial butter be refused admission unless accompanied by a certificate of purity.

Mrs. Wm. Davies, wife of the head of the Wm. Davies Co., died last week at her home on Jarvis street, Toronto. The deceased was 77 years of age and had been an invalid for some years.

T. Publow, a graduate of Queen's University, and son of the chief dairy instructor of Eastern Ontario, and himself a cheese instructor for Prince Edward county, has accepted the position of chief inspector with F. Fowler, Montreal.

VISIT FROM THE CAN MAN.

J. B. Campbell, of the Acme Can Works, Montreal, was a caller at the Toronto office of The Canadian Grocer this week, with a large leather satchel full of cans. Mr. Campbell is highly elated over the latest improvement he has evolved in the standard can. He is this year making a can with the groove or channel in which the cap fits narrower and deeper than the old style. As a result less solder is required, so that a saving of 2 pounds, or 40 cents, on the thousand cans is effected.

Another improvement on the Acme can this year is a larger button, which prevents the spindle of the capping machine from throwing the cap out of position when soldering.

CAN GET A FEW TO TRY.

For the Summer season, J. Bruce Payne, Limited, cigar manufacturers, of Granby, Que., are making a special offer to grocers in order to interest them in the cigar trade. For the next few months trial orders for five hundred cigars will be filled in order to demonstrate to the grocery trade the advantage of carrying a line of first-class cigars.

WIARTON WILL HANG ON.

Mayor Cameron, of Wiarton, anent the suggested removal of the beet sugar plant, has written to state that the town heavily bonused the industry on condition that it be operated there ten years and will strenuously oppose removal. The owners, however, have assured the mayor the plant will be operated at Wiarton next year.

FLOUR AND CEREAL FOODS

The cereal situation this week is not specially interesting. Manitoba wheat prices have receded slightly and Winter wheat is rather higher. At present there is no export business. Flour is 10c. higher in Ontario and Quebec and millers' demand for wheat is somewhat impaired, though the buying is still for immediate requirements. The demand for flour is fair, but not any more. Cereals are quiet in keeping with the approach of Summer.

DELAYED FLOUR SHIPMENTS.

The London (Eng.) Flour Trade Association has issued a circular calling the attention of the trade on this side the Atlantic to delays in shipping flour on through bills of lading. Flour, it is stated, has been in transit two, three and four months, and there have been cases where bills of lading dated October, November, December and January have arrived in the same steamer. "Under these conditions," the circular says, "it is impossible for those trading in American flour, whether importers or users, to carry on business without serious risks, and often times heavy losses."

Returns show that 300,000 bags of flour were more than 65 days in getting through to London, and that a large proportion was 90 to 130 days out. It is estimated that the loss to the trade in London last Autumn and Winter was £20,000.

"In recent years," the circular states, "the milling industry in this country has made unprecedented progress, existing mills having greatly increased their capacity and many large mills have been erected, and all equipped with the most modern machinery, so that competition is keener for trade than it has ever been before."

CONSUMPTION OF RICE.

"One-fourth of the world's food is rice," according to the report of the rice committee submitted at the twenty-third annual meeting of the New Orleans Board of Trade. That is a statement which flour manufacturers will be likely to dispute, says the Dixie Miller, but there is room for all the foodstuffs that the soil produces and, because of the growing importance of rice as a cereal food, the additional facts in this report will be interesting. It is stated that rice production in the United States began in colonial times, and grew gradually along the Atlantic and Gulf Coast, and especially after the Civil War it has greatly developed, together with other southern agricultural industries, and is to-day one of the chief products of the States of Louisiana and Texas. In both of these states great irrigation canal systems and pumping works have been put in, but better yet, almost this entire region is found to be underlaid by a stratum of water-bearing gravel, from which the water will rise almost to the surface in bored wells. This water is soft, and, of course, clean from foul seed, is easily raised, and exhaustless. No more ideal rice land can be found on earth than this. Whereas, in Japan, one man can raise one-half of an acre of rice in a year, in Louisiana and Texas one man will produce 80 acres. In Japan, the rice field man earns from $12 to $18 a year, and board. In Louisiana he gets $200 and board. One man in Louisiana will raise as much as thirty Chinese or Filipinos.

WHEAT CROP GROWING.

A bulletin issued by the U. S. Department of Agriculture shows an increase of about 33 per cent. in the world's wheat production since 1900. The figures are :

	Bushels.
1905	3,337,748,000
1904	3,163,845,000
1903	3,221,251,000
1902	3,125,227,000
1901	2,954,763,000
1900	2,586,025,000

Between 1896 and 1905 the wheat crop of the United States has increased from 427,684,000 bushels to 692,979,000 bushels, that is 265,295,000 bushels. In the same period the rest of the world's crop increased 566,133,000 bushels.

MONEY IN HAY.

Some big profits, it is stated, are being realized by some Montreal hay dealers who some time since, believing that the mild January and lack of snow followed by 15 to 20 degrees below zero with no overcoat to protect the meadows, would injure them and reduce the yield of the new crop, bought heavily at country points and stored them there, to await the expected advance in prices, which has recently taken place. A brisk demand is now being experienced at an advance of $2.00 to $3.00 per ton, and several firms here stand to make $15,000 to $20,000 each.

CO-OPERATIVE WHEAT SELLING.

A movement is afoot in Manitoba to organize the farmers in a joint stock enterprise for marketing their produce. A charter has been applied for and propaganda meetings are to be held throughout the province. The company intends ultimately to own its own elevators.

ONTARIO CROP BULLETIN.

The Ontario Agricultural Department's mid-May crop bulletin reports some damage to Fall wheat and clover by the open Winter and late Spring. No estimates are given. The most favorable reports are from the Lake Erie and Lake Ontario counties.

The acreage of Winter rye is small, and is chiefly for soiling.

Field and forest vegetation were at that date a week behind.

The fruit orchards wintered well, and a generous blossoming indicated a large crop if rains kept off during the period of setting.

NOTES.

Quebec crop reports are not of the brightest, owing to the backward Spring.

Thomas Newlove has leased the Plewes flour mill at Creemore for a term of years.

The wheat crop of the Punjab, India, for this year has beaten all records, being 500,000 tons is excess of the previous best crop.

Ogilvie's steel tank elevator, at Fort William, took a slide toward the river owing to an impaired foundation. It held 350,000 bushels of wheat, most of which will be destroyed.

Nicholas Barolf, a leading Winnipeg grain dealer, states that the wheat area of the three prairie provinces is 15 per cent. greater than last year, and estimates the crop at 100,000,000 bushels.

It is feared the protracted drouth in Alberta will seriously affect the crops. While rain has fallen steadily for some days, it is said to be too late to save the entire Fall wheat crop, some of which has been already plowed up and oats sown in its place.

Vancouver dispatches credit the C.P.R. with preparing for the shipment of western grain by the Pacific. Besides considerable contemplated additions to the Pacific fleet, it is said to have abandoned a policy of opposition to elevator construction on the coast and to have offered liberal inducements for the erection of elevators at False Creek and Burrard Inlet.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	OFFICES
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
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IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

Dr Jessie Birnie, the eminent lady physician of Peterborough, says of

CANADA FLAKES

"One of the best prepared breakfast cereals on the market. I use it all the time myself. I would recommend that you use it every morning."

And for this prescription the customary fee was willingly paid by the patient.

Pure food like Canada Flakes is always preferable to medicine. It is Nature's way.

"The whole of the wheat—toasted—ready-to-eat."

THE

Peterborough Cereal Co. Limited

ROELOFSON & ROELOFSON, Ontario Agents

71 Jarvis Street, TORONTO

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. E. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

JAMES MARSHALL, Aberdeen, Scotland
Invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A "Boyd."

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods, to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs.
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

Care is the Watchword

in making

NICHOLSON'S MINCE MEAT

The spices have to be of first-rate quality, the raisins, currants, etc., fresh and sound before they will pass us. You know the result.

Let us remind you about

N. & B. JELLY POWDER
N. & B. PUDDING
N. & B. ICING POWDER
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK, 9 Jarvis St, Toronto, Ont.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

FOR OVER 70 YEARS

the choice of all refined palates!

Compare this Fac-simile of the Original and Genuine Worcestershire Sauce with the imitations and you will see that every bottle of the original Worcestershire bears the name

"LEA & PERRINS"

All others are imitations and inferior in quality.

It is no idle boast to say that *Lea & Perrins'* is the Best Sauce in the world. Use and sell it!

J. M. Douglas & Co.

Montreal Canadian Agents

MONTREAL MARKETS.

FLOUR—The expected advance in flour has taken place. Considering the state of the wheat market, which is very strong, the advance is only natural. Very good business is being transacted in different parts of the province. A good export trade is going on and large shipments are made to the Old Country and other points.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent	1 75	2 00
Royal Household		4 70
Glenora		4 20
Manitoba spring wheat patents		4 70
" strong bakers		4 20
Buckwheat flour	2 00	2 10
Five Roses		4 70

FEED—The feature of the market this week is the very strong feeling in feed flour. The price has advanced slightly. There is nothing new in bran and shorts which are still quoted at the old figure.

Ontario bran	18 00	18 50
Ontario shorts	20 00	21 00
Manitoba shorts	20 00	21 00
" bran	18 00	18 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed flour	1 22½	1 30

ROLLED OATS—In rolled oats there has been practically no change since last report. Prices are maintained on a steady basis.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	1 95	2 15
" 80-lb. bags	1 85	2 15
" bbls	4 55	4 70

GRAIN—There is nothing particularly new about the grain market this week. Corn is still advancing and dealers now ask 58½c. Peas are also on the rise and 82c. is now demanded.

No. 4 barley, store	0 50
Rejected barley, store	0 48½
No. 2 white oats "	0 42
No. 3 white oats "	0 41
No. 4 white oats "	0 40
No. 3 yellow corn "	0 58½
No. 2 peas, basis 78 per cent. points	0 82

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers

FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

The McLEOD MILLING CO., Limited
Stratford, - ntario.

olicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

HAY—Despite the great scarcity of hay the price has not advanced. No. 1 is very hard to obtain and dealers are at a loss to fill orders booked. The export business in hay has suffered in consequence of the limited supplies.

The market in the United Kingdom is very strong and very high. The price is advancing week by week. Latest cables quote 75 shillings c.i.f. Liverpool.

No. 1	10 00
" 2	9 00
Clover mixed	6 00 6 50
Clover, pure	5 00 5 50

TORONTO MARKETS.

FLOUR—An advance of 10c. in the domestic price of Manitoba patents indicated a week ago, has taken place and the demand is light to fair.

On track, Toronto.		
Manitoba patents, No. 1, per bbl. in bags	4 50	
" " No. 2, " "	4 10	
Strong bakers " "	3 90	
Ontario patents, No. 1, " "	3 65	
" " No. 2, " "	3 40	
Straight roller " "	3 30	

GRAIN— The market for Manitoba wheat has receded from the position recorded a week ago, but business here is within very narrow limits at present. Millers, it was said, were buying a little more freely, but only for immediate consumption, seeming to indicate a somewhat better demand for flour. Winter wheat, XXX barley and mixed oats are higher.

(F.o.b. Georgian Bay elevator.)		
Manitoba wheat, Northern No. 1	0 85½	0 86
" " " No. 2	0 83	0 83½
" " " No. 3, nominal		0 82
Red, " per bushel, 78 per cent. points		0 83
White, " " " "		0 83
Mixed, " " " "		0 83
Spring, " " " "		0 78
Goose, nominal " " "		0 75
Barley, No. 1, " " "		
" No. 2, " " "		0 51
" No. 3x, " " "		0 48
" No. 3, " " "		0 46
Oats, white, " " "		0 37
" mixed, " " "		0 36½

CEREALS—The market is normal and prices are unchanged from last week.

Oatmeal, standard and granulated, carlots, on track, per bbl. nominal	4 65
Rolled wheat in boxes, 100 lbs. "	2 25
" " 50 lbs. "	1 25
Rolled oats, standard, carlots, per bbl., in bags "	4 20
" " " in wood "	4 45
" " " for broken lots "	4 50

LESS MAPLE SUGAR.

The maple sugar crop of the Quebec townships is said to be steadily decreasing. A quarter of a century ago two pounds of sugar per tree were regarded an ordinary yield. This year the crop was one pound per tree.

ALF. T. TANGUAY & CO.

Flour, Grain and Provisions Commission Quebec

Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.
REFERENCE, HOCHELAGA BANK.

ROLLED OATS
SPLIT PEAS
POT BARLEY

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

FREIGHTS AND CHARTERS.

A very good general business is being done in shipping circles. During the past week many large shipments of different products were made to different parts of the globe. Cheese and butter are still going out rather slowly. Some companies report a very good business in these lines, while others say there is very little doing.

The rates this week are practically unchanged.

Good shipments of grain have been leaving the port of Montreal during the week. Hay, owing to the scarcity which prevails, is not being shipped in anything like large quantities.

The new Donaldson liner Latona, which has been mentioned in these columns before, reached port on May 20, and was an object of interest to those who happened to visit the port while she was moored. The new boat is meant for the Glasgow-Montreal service, and is equipped with all the latest chilled air systems and cold storage devices.

As the season advances and the shipping trade increases, the want of proper shed accommodation is more keenly felt. The wharves are at present stacked day after day with large numbers of packages and boxes meant for shipment, and shippers are unable to have these properly stored in sheds until the time for shipment arrives. The work on the new sheds is progressing, however, and better accommohation is looked for after they are completed.

The C.P.R. liner Mount Temple, which reached the port of Montreal on May 23, claims to have carried into the harbor the largest cargo of general merchandise ever brought to Montreal. The vessel carried 8,225 tons of general merchandise.

The Escalona, a fruit steamer which reached Montreal, was cleared of her cargo May 22, through the fruit auction which took place at the wharf. The auction was held in one of the Thomson line sheds, and there was in attendance a representative gathering of fruit merchants, who kept up a lively bidding throughout the sale. Eight thousand boxes of oranges and lemons from Massena, and 1,200 boxes of oranges and lemons from Valencia, were disposed of at the sale.

The Campana, which ran aground at St. Valier recently, and which was taken to dry dock in Montreal to be overhauled, has been found but slightly damaged. She sailed for Pictou, N.S., on May 22, carrying a general cargo.

The Victorian of the Allan line sailed for Liverpool with a general cargo on May 23.

The Dominion liner Kensington cleared for Liverpool with a varied cargo on May 26.

The Empress of Britain reached Liverpool from Quebec at 2 p.m., May 26, making the trip across in seven days and four hours, which is considered very good time.

On May 27 the Manchester Commerce, of the Furness, Withy Co., sailed with a general cargo for Manchester.

It is expected that the Empress of Ireland will leave Liverpool on her maiden trip across, June 23, and will leave here on the return trip July 7.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

599. Fish canning and drying.—Firm in the city of Mexico desires to represent first-class concern.

600. Canned fruits, etc.—Firm in the city of Mexico desires to represent first-class firm.

604. Baled hay.— Manchester firm desires prices from Canadian shippers.

608. Raw furs.—Manchester furrier desires to correspond with Canadian shippers.

609. Baled hay.—Lancashire firm wishes to correspond with Canadian shippers.

615. Butter.—Manchester produce firm wishes to correspond with Canadian shippers of butter in cwt. casks.

616. Cheese — Manchester produce firms desire to correspond with Canadian exporters.

617. Butter—Manchester produce firm will welcome correspondence from Canadian exporters of butter in 56-lb. boxes.

618. Apple packers—Irish importing firm desires to correspond direct with Canadian packers.

619. Oats—Manchester firm wishes to obtain prices from Canadian exporters.

620. Canned apples—North England produce merchant desires to get in touch with Canadian shippers of canned apples in gallon tins.

622. Canadian hay—North England produce firm inquires for shippers of Canadian hay c.i.f. Newcastle or Liverpool.

623. Canadian hay—North England firm desires to get in communication with shippers of Canadian hay in large quantities.

624. Butter—North England firm of produce merchants asks to be put in communication with creameries and others packing best Canadian butter in casks similar to Danish.

625. Hog products—East coast firm of produce merchants asks to be put in communication with Canadian shippers of hog products, butter and cheese.

626. Butter, cheese, etc.—Large North England firm requires large and regular shipments of butter, cheese, hog products, canned meats and fruits.

628. Evaporated apples—North England firm desires to get in direct communication with Canadian exporters of dried fruits.

629. Canadian apples—North England firm desires to get in touch with Canadian exporters for the coming season.

630. Canned sardines—North England firm desires to get in touch with Canadian provision brokers and others, to introduce into Canada their specialty, "canned sardines."

631. Cheese, butter, etc—North England produce firm asks to be put in communication with Canadian shippers of cheese, butter and hog products, to be shipped direct to Newcastle.

632. Cured hog products, etc— North England produce firm desires to get in direct communication with packers of finest cured hog products, also shippers of eggs, cheese and butter.

633. Hog products — North England firm desires to know Canadian shippers of hog products, especially square shoulders, to meet big local demand; also cheese and butter.

634. Canned meats—North England firm asks for direct communication with packers and manufacturers of canned meats, fish and fruit.

635. Hog products—North England produce house desires to get in touch with packing houses shipping hog products, especially "Cumberland Cut," also cheese, butter, and eggs.

637. Cheese, eggs, etc.—North England importing firm desires to get in touch with exporters of cheese, eggs and cask-packed butter; also with packers of hog products, particularly square shoulders.

VISITING IN THE WEST.

W. C. McCuaig, of the Walker Bin & Store Fixture Co., Berlin, Ont., arrived in Winnipeg last week. He intends visiting a number of western towns, such as Brandon, Regina, Calgary and Edmonton. Mr. McCuaig called at the Winnipeg office of The Canadian Grocer last Saturday, and in the course of a few minutes' conversation hinted at the probability of his firm opening a branch in Winnipeg or some other western city.

Frank R. Gilman, formerly of the Gillett Co., Chicago, has been appointed special traveling representative of E. W. Gillett Co., Toronto, and is now on his way to Newfoundland.

First car of

FLORIDA PINES

due this week, sizes will run mostly 24s.

Lots of

CUBA PINES

Stock is running fine.
18s, 24s, 30s, 36s.

Strawberries
Bananas
Oranges
Lemons

At lowest possible price.

Send in your order.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St. TORONTO, CANADA

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1866

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

For green fruits and vegetables the question is now one of supply rather than demand. Consumption at this season of the year in Canada was probably never before so large. The price of pines has advanced wholly because of increased demand. It may recede again a little, but importers say not much. The price of pines varies according to the daily New York auctions. The fruit is auctioned from the steamers as they arrive, and the day's demand determines the price. The present advance is attributable in part to the holiday demand in the States, June 30th being Decoration Day. Some look for a slightly lower price again next week.

The lemon market is very firm, and there has been keen competition at the New York auctions this last week.

Strawberries are not an average crop in the states now yielding, especially Maryland. Consequently prices are ruling high, higher than last week, for the demand is steadily increasing. The Canadian plants are said to have been pretty badly Winter killed and about half a crop is expected here. This shortage will be made up in part by an increased acreage, but there is a promise of scarce berries this Summer.

Oranges are becoming scarce and what remain are higher.

New potatoes from the south are beginning to arrive in quantity. Tomatoes, however, hold up, the demand being heavy.

APPLE TRADE NOTES.

W. A. McKinnon, Canadian commercial agent at Bristol, Eng., having seen a number of prominent fruit dealers, says they are agreed, with one exception, in regard to apples, that Canadians sell more readily and at higher prices than Americans; that one reason for this is the larger sized barrel in which Canadians are packed; that a much more important reason is that Canadians are better packed and graded, the grade marks being more reliable than those used by American competitors, and that this result is unanimously attributed to the influence of Government inspection, carried out under the Fruit Marks Act.

The fruit trade, Mr. McKinnon states, approves the proposals by the recent fruit convention at Ottawa to define No. 2 grade and for a standard Canadian barrel.

Of apples in boxes, he says he will be glad to receive particulars from growers proposing to ship that way, and continues:

"Only a limited trade, confined to the best varieties, and the best samples of them, carefully packed, can be hoped for in the early stages of the development of this trade, so far at least as the south of England is concerned. There is, however, a high-class trade which could use such goods as these at paying prices. Importers would require that shipments should be absolutely reliable from time to time, and that the fruit should be in every respect first-class, and true to name and grade as marked."

OUTLOOK FOR VEGETABLES.

The monthly crop reports for June, as issued by the Ontario Vegetable Growers' Association, shows vegetable crops throughout the province to be one or two weeks late, owing to the cool and wet weather. There have been several hard frosts since the 20th of May at Ottawa and Kingston, and early potatoes, beans and other crops that were doing nicely were killed. The crop of early cabbage at Ottawa will be nearly double that of last year. Cauliflower and corn will be a light crop, potatoes heavier, and there is no increase in the acreage of vegetables reported near Kingston.

In Prince Edward county, beans and tomatoes will be grown on an increased scale this year, and corn, peas and berries less. A marked increase in the planting of potatoes, tomatoes and onions is reported from Napanee.

Around Toronto correspondents at Doncaster and Humber Bay state crops are looking well, but there will be a light crop of asparagus and a decrease in the crop of onions. Large quantities of early celery have been planted.

Around Burlington there will be more onions than usual. Vegetables under glass are at a more advanced stage than last year. Tomatoes, late and early, will be planted extensively.

At Niagara Falls South tomatoes, corn, beans and beets are being contracted for by the canning factories at last year's prices. There is a decrease in the acreage under contract. A great scarcity of late tomatoes planted is reported.

In the southwestern portion of the province there will be a big increase in the shipments of early tomatoes, in the

vicinity of Leamington, the acreage having been considerably increased.

Some of the early vegetables were ruined around Sarnia by the severe frost in May. Early potatoes will, however, be a large crop.

CATCH OF HALIBUT.

The schooner Squid, of the B. C. Packers' Association, took 700,000 pounds of halibut in three days recently. This is the largest catch in so short a time recorded. Each fisherman earned $70.

MONTREAL MARKETS.

GREEN FRUITS—Very good business has been done in green fruits, although the weather has not been the best for this line of trade. Several changes are noticeable in the quotations hereunder. The market in lemons has advanced from 35c. to 50c. a case in sympathy with the advances which have taken place in other markets. Oranges are rather firmly held. The price of Jamaicas has declined a little owing to the receipt of some stock not quite up to the average merit. Strawberries are enjoying very good sale from 15c. to 17c.

Messina blood oranges, half box	1 65	1 85
Navels	4 25	4 50
Dates, per lb	....	0 04½
Bananas	1 85	2 25
Cocoanuts, per bag of 100	....	3 25
Pineapples	....	3 00
Apples	4 00	6 00
Lemons, per box	3 00	3 25
Jamaica oranges, per bbl	3 50	5 00
Egyptian onions, per 112-lb. bag	....	2 00
New strawberries, per small basket	0 15	0 17

VEGETABLES—The weather the past couple of weeks has not been conducive to good business in green vegetables. Very good sales have been made, nevertheless, and dealers do not complain of lack of inquiries. Potatoes, according to those in a position to know, are going to be scarce. The price is rising already. Eighty-five cents is the figure demanded at present, and it is thought that higher will be seen very shortly. Southern cabbage is a little lower owing to heavier receipts. Florida tomatoes are also more plentiful. Cucumbers have declined 75c. since last week. Canadian asparagus is now quoted. Dealers are asking $1.75 per basket. Washed celery in bunches is being sold quite freely at $1.25.

Potatoes, per bag	....	0 85
Parsley, per doz. bunches	....	0 40
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	0 75
Southern cabbage, bbl. crates	2 75	3 00
Tomatoes, Florida	3 75	4 25
Red onions, brl		3 00
Turnips, bag	0 57	0 60
New turnips, per doz	....	1 50
Water cress, per doz	....	0 75
Leaf lettuce, per box, 4 doz	....	2 00
" per doz	....	0 80
Boston lettuce, per doz	1 40	1 60
Washed celery, bunches	....	1 25
Spinach, per bbl	....	2 75
Cucumbers, per doz	....	1 00
" per basket	....	3 25
New potatoes, per bbl	....	6 50
Mushrooms, per lb	....	0 80
Carrots, per bag	....	0 50
New beets per doz	....	1 50
New carrots, per doz	....	0 75
Wax beans, per basket	....	3 25
Green beans, per basket	....	3 25
Canadian asparagus, per basket	....	1 75

ONTARIO MARKETS.

GREEN FRUITS—At this stage of the season fruit was never going into consumption in larger volume than now.

PINEAPPLES

Preserving time is at hand. We do not anticipate any lower prices. The fruit is now in its prime—**naturally ripe** and of best **flavor.**

California **"Mediterranean Sweet"** Oranges

Bronco Brand, a beautiful orange, sound and popular sizes. Fresh car just received.

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TORONTO
Branch at HAMILTON

Positively Without an Equal

W. B. Stringer.
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"ST. NICHOLAS"

W. B. STRINGER & CO., Sole Agents, **Toronto and Montreal**

FOREIGN AND DOMESTIC FRUITS OF ALL KINDS

Strawberries, Navels, Lemons, Bananas, Pines, etc.

THE F. T. JAMES COMPANY, Limited
76 Colborne St. 33 Church St. **TORONTO** *Wire, Phone, or Mail your Orders*

STRAWBERRIES. Fresh arrivals every day.
PINEAPPLES. Now is the time to buy.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

PINEAPPLES

In Beautiful Condition. **18s, 24s, 30s, 36s and 42s.**

HUGH WALKER & SON
ESTABLISHED 1861 **GUELPH, ONT.**

TRADE MARK
This design a guarantee of quality.

WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

CANADA PAPER CO.
SAMPLES AND PRICES WITH PLEASURE. TORONTO LIMITED MONTREAL

ALL ABOARD!

Any Grocer who hasn't booked his passage on the S S "Purity" should not delay one moment. Delay may mean a $25.00 fine, loss of custom, prestige—everything. Taking in the journey means nice profits, permanent dealings, piles of satisfaction. The ticket reads :

"I have ordered the

E.D.S. Brand

of Jams, Jellies, Sealed Fruit in Glass

and am protected by the Guarantee Label"

HAVE YOU YOUR TICKET ?

W. G. Patrick & Co., 29 Melinda St., are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. ***Correspondence Solicited.***

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SCOTT, BATHGATE CO., BROKERS AND COMMISSION MERCHANTS

COR. NOTRE DAME EAST AND VICTORIA STS.

WINNIPEG, CANADA

Storage and Warehousing a specialty. First-class facilities in a fully modern brick warehouse, centrally located on the railway track.

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Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Open for good Agencies. Correspondence Solicited.

STUART WATSON

Manufacturers' Agent and Wholesale Commission Broker.

Winnipeg, - Man.

Highest References. Correspondence Solicited.

JOHN A. CHEYNE

Wholesale Commission Broker and Manufacturers' Agent

Correspondence Solicited.

41 Bannatyne Ave., Winnipeg, Man.

G. B. THOMPSON

Wholesale Broker and Commission Merchant

159 Portage Avenue East, - WINNIPEG, MAN.

Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

W. A. TAYLOR

BROKER and WAREHOUSEMAN

243 Main Street

WINNIPEG, MAN.

HIGHEST REFERENCES

OWEN SOUND.

J. K. McLAUCHLAN

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound, - Canada

Prices are high, too. Pines are higher owing to increased demand, for the crop is average or better and the quality is prime. A car of Floridas, the first, arrived here this week. Berries are higher owing to small supplies due to a short crop in the yielding states, Maryland, Delaware and Missouri. Oranges are getting scarce and are higher. The market here is bare of Mexicans. Lemons are dearer. Even bananas are higher, for the best, but it may be the best are better. There is practically no more grape fruit. In New York as high as $14 a case has been paid for it.

Oranges, California navels	4 00	4 75
" Sorrento	4 00	4 50
Lemons, Messina, 300's 360's, per box	3 00	3 50
Limes, per crate	....	1 25
Apples, Spies XXX, per bbl	5 00	5 50
" XX, per bbl	....	4 00
" Baldwins, XXX, per bbl	....	4 50
" " XX per bbl	....	3 75
" other Winter varieties, XXX, per bbl	....	4 00
" " " XX, per bbl	3 00	3 50
" farmers', per bbl	2 00	3 00
Bananas, per bunch	1 20	2 50
Red bananas per bunch	2 20	2 25
Strawberries per quart box	0 15	0 16
Pineapples, Cubans 18's, 24's, 30's, 36's, per case	3 25	3 50
" Floridas, 18's to 48's	....	5 50
Cherries, California white heart, 2)-lb. box	....	2 50

VEGETABLES — Heavy seasonable business pretty well defines the situation in the vegetable market. Some lines are naturally tending lower. New potatoes is one of these. The first carload arrived this week and the price is down to $5 a barrel. Domestic asparagus is getting more plentiful. There is a wide range in the price but it is not wider than the range of quality, from stems that look like timothy stalks three inches long to the fine fat variety that adorns a piece of toast to an epicure's taste. Onions are a little easier and peas and beans are getting nearer the reach of the light purse.

Potatoes, kiln dried sweet, bushel hamper	....	2 00
" Delaware, per bag	1 10	1 15
" Silver Dollar, per bag	0 90	1 00
" Ontario, per bag	0 80	0 90
New potatoes, Bermuda, per bbl	5 00	6 00
Onions, Egyptian, per sack 100-115 lbs	2 00	2 50
" Texas Bermuda, 50-lb. crates	1 50	1 75
" green, per doz. bunches	....	0 12½
Cabbage, new South Carolina, per crate	3 00	3 25
Wax and green beans, per bush hamper	2 50	3 50
Beets, per bush el	....	0 50
" new, per doz. bunches	1 00	1 25
Carrots, per bag	0 40	0 50
" new, 5 to 6 doz. in box	2 25	2 50
Lettuce, per doz. bunches	....	0 30
Radish, per doz	0 25	0 30
Cucumbers Boston, per doz	1 25	1 50
" Florida, per hamper, 5 to 8 doz	2 50	3 00
Mushrooms, 1-lb. boxes, per lb	....	0 80
Celery, Florida, per case	....	4 50
Asparagus, per doz. bunches	0 50	1 00
Beans, white, prime, bush	....	1 75
" " hand-picked, bush	....	1 90
" Lima, per lb	....	0 07
Tomatoes, Floridas, 6 basket crates	3 25	4 00
Rhubarb, 1 doz. bndls	0 25	0 40
Spinach, bush	0 75	1 00
Leaks per doz	....	0 25
Artichokes, per bag	6 60	0 95
Parsnips, "	0 50	0 70
Watercress, per doz. bunches	....	0 2
Egg plant, per doz	....	1 55
Peppers, green, per small basket	0 75	0 85
Parsley, per doz	....	0 20
Turnips, per bag	....	0 35
Mint, per doz	....	0 25

Winnipeg Storage

We make a specialty of storing and distributing car lots for

Eastern Shippers

Negotiable receipts issued

Low Insurance Rates reasonable

R. B. WISEMAN & CO.

WINNIPEG

Warehousemen and Distributing Agents. Best of references.

OLIVES

We are taking into stock this week a car of Olives. It will pay you to give us your requirements.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

NEW PACK NEW PACK NEW PACK

OF THE FAMOUS

Brunswick Brand SARDINES

Now is the time to send your order for—

¼ Oils, Sanitary Can, 100 tins to case
¼ Oils, Handmade Can, 100 "
¼ Mustard, 100 tins to case
¼ Tomato, 100 "
¾ Mustard, 50 "

TO

Connors Bros., Limited

Black's Harbour, N. B.

Season 1906

HORSE SHOE SALMON

Now in Store

TRADE MARK REGISTERED

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province

---

FRESH SALMON

GOLDEN CROWN and GOLDEN KEY brands CANNED LOBSTERS

½, ¾, **1-lb. Talls.** ½, ¾, **1-lb. Flats.**

FRESH LOBSTERS

Golden Crown Canned Clams
Golden Crown Canned Mirimichi Salmon
Golden Diamond Canned Blueberries

ATTRACTIVE LABELS PROMPT SHIPMENT QUALITY GUARANTEED

If your jobbers do not handle these goods, write us direct for quotations.

W. S. LOGGIE CO., Ltd. - CHATHAM, N.B.

PACKERS AND EXPORTERS OF ALL KINDS OF FISH

Tobler's Chocolate by Another Name Would Taste as Sweet

The name "Tobler" stands for Real, Best, Ideal in Chocolate affairs. Invalids, athletes, business men, and women and children relish

TOBLER'S CHOCOLATE

not because it is called "Tobler's," but because it is the finest chocolate obtainable. Almost any place the world over you can get this celebrated chocolate, and every bit (if it could speak) would say, "I came from Switzerland." Don't forget the 33% and 78% profit, which you are entitled to.

Maclure & Langley
AGENTS Limited

152-154 Pearl St., - TORONTO
30 Hospital St., . MONTREAL

THE SUMMER SEASON
brings
A DEMAND FOR THE BEST
IN YOUR STORE

STEWART'S
Chocolates and Confections
ARE THE BEST

PURE Materials.
Absolute Cleanliness.
Perfect finish.

New and beautiful packages for the Summer trade.

PRICES RIGHT

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Chocolate is to-day becoming almost as staple an article in the family as Sugar, Tea, etc. In keeping in touch with the wants of your customers remember that

MOTT'S

"DIAMOND" and "ELITE" brands of

Chocolate are the Best to help increase your trade.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL — R. S. McINDOE, TORONTO — JOS. R. HUXLEY, WINNIPEG

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

PLEASE THE CHILDREN.

About three quarters of the candy made in Canada is bought and consumed by children. That is the estimate of one of the largest manufacturers. It is not much wonder, therefore, that the candy man strives to please the boys and girls.

THE CANDY DEPARTMENT.

Confectionery is receiving much more attention from the average grocer than it was a few years ago. The principal reason for this is the increased consumption due to lower prices made possible by the decreased cost of sugar and other raw material.

Chas. F. Wenneker, answering in the Eli Grocer the question how to make a candy department popular, wrote:

"In the first place I would look to its cleanliness. I would see that it had ample show case room and I would have these in a cool place that the sun could not reach. The sun not only fades candy, but it attracts flies, and appetizing candy and flies never can go together. I would dress the showcases often and tastefully. Chocolates, bonbons and caramels make attractive combinations and are the best for effective display. Candy is a luxury, and if you put it temptingly before people they cannot resist it. Like every other line of goods, candy looks best when not crowded. Pile your show case full and you make all its contents unattractive. * * * Chocolates are the most popular of candies. They are in demand everywhere and the demand is always growing. They outsell all other candies by a long way and it is the expensive kinds, too, that are most in demand. But speaking of grades, the high-class goods are the best sellers in all lines of confections. It is more satisfactory to handle the better grades. They net as good or a better profit than cheap lines and they turn the money over quicker. In fact, it is becoming hardly worth while to make the cheaper grades. Even the school children pass these up. It is no longer with them a question of quantity, but one of quality. In other words, candy consumers are cultivating a taste for high class confections."

"Cheap" candy does not necessarily mean low priced. It means poor. Most of the candy sold in this country to the children is low priced, but it is good. The proprietor of a very large Toronto candy factory said the other day: "There isn't a class of candy made here that my children don't eat."

The impression that chocolates do not keep well is erroneous. If properly manufactured, passed through a cold storage plant, chocolates will stand up well even in the hottest weather. All the big factories now have ice plants for this purpose and the results are always satisfactory.

The demand for candy has increased very rapidly of late years. Where it was once a sort of luxury that belonged almost exclusively to the rich, candy has now becomes a pleasure for the masses. The decrease in the prices of sugar and the other commodities used in the manufacture of sweetmeats has put candy within the reach of almost everybody.

Candy stands almost alongside of many household commodities when it comes to popular sellers, Mr. Wenneker concluded, and the grocer who does not make his candy department pay has himself to blame. Keep the cases cool, clean and attractive and candy lovers will do the rest.

VISITOR FROM DUBLIN.

Mr. Chas. E. Jacob, of the firm of W. & R. Jacob, biscuit manufacturers, Dublin, Ireland, was a caller at the Toronto office of The Canadian Grocer this week.

Mr. Jacob left Dublin in October last on a trip around the world in the interests of his firm. traveling to the east.

He was in California at the time of the earthquake, and had his luggage burned at San Francisco. Mr. Jacob was at the time of the disaster in Los Angeles for a day, and got back to find the city in ruins.

From San Francisco Mr. Jacob went up the coast to Vancouver and through by Winnipeg to Toronto, leaving for Montreal on Thursday.

Mr. Jacob is quite satisfied with his trip and the prospects for trade in Canada. His high-class biscuits have been very well received by the trade, and the outlook is very encouraging.

KEEP EVERLASTINGLY AT IT.

The constant flow of water
Wears away the hardest stone.
The constant gnaw of Towser
Masticates the toughest bone.
The lover's constant pleadings
Win the erst-reluctant maid;
And the constant advertiser
Is the man who gets the trade.

The Biscuits They Talk About

Now did you ever notice

How the people always ask for

The reason is plain. The people ask for

The Biscuits with a Reputation

Perfection Cream Sodas excel all others in quality, taste, value, selling power, etc., etc.

3-lb. Cards or Tins

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

DIAMOND
Brand

MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

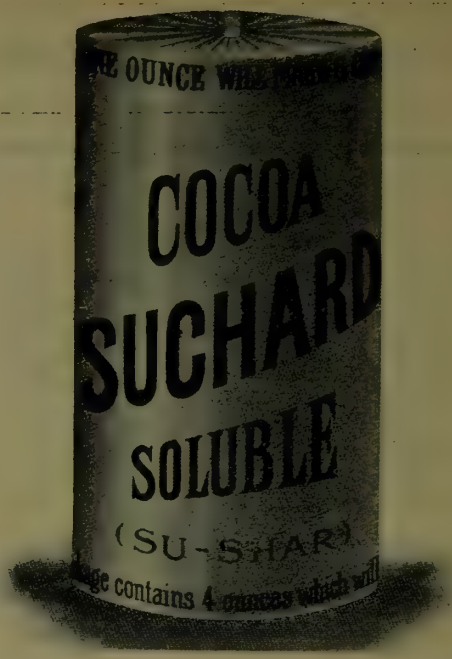
ALL JOBBERS

Sugars Limited, Montreal

Lowney's Cocoa is a triumph in pure food products. It is the **best** cocoa made **anywhere** or at **any price.**

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.



SUCHARD'S COCOA is the most delicious.
The flavor wins your favor and your customers.
We want your co-operation in its sale.
Write us for our proposition.

Frank L. Benedict & Co., Montreal

JACOB'S BISCUITS

Don't forget the name, nor overlook this line of imported biscuits. Made in Dublin, and packed specially for export trade. No finer line of fancy biscuits in the world. Remember the name "JACOB."

Manufactured by

W. & R. JACOB & CO., Limited

DUBLIN, IRELAND

Canadian Agents:

Kenneth H. Munro
321 Coristine Bld. Montreal.
C. & J. Jones Bros.,
424-425 Union Bank Bld., Winnipeg
Wilson Bros.
Wharf St. Victoria, B.C

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

THE QUALITY—THE PRICE

No matter from what viewpoint you look your policy is to sell

SHIRRIFF'S FLAVORING ESSENCES

Other grocers are on the right track.

MANUFACTURED BY

IMPERIAL EXTRACT CO.
TORONTO

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO. TORONTO, CAN.

'Tis Sixty Years Ago

COX'S CELATINE

celebrated in 1905 the 60th anniversary of its introduction to the Canadian public.

FIRST in 1845 in strength and purity, and first still after all these years.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

QUALITY ! QUALITY !

That is

UPTON'S

first consideration in the manufacture of his

Jams, Jellies and Orange Marmalade

Good goods always command a fair price.

SPRAGUE

CANNING MACHINERY CO.

CHICAGO, ILL., U.S.A.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

EPPS'S

GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

BORDEN'S BRANDS

"Eagle" Brand Condensed Milk

"Peerless" Brand Evaporated Cream

To educate your customers to the use of Condensed Milk or Cream is an easy matter if you can assure them of the healthful benefits derived.

The scientific and hygienic preparation of **Borden's Brands** have established them as the world's recognized standards.

All Jobbers Sell Them.

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Pebble and ***Pharaoh*** Cigars are selling faster every day.

Pebble and ***Pharaoh*** enthusiasts are increasing every day.

Pebble and ***Pharaoh*** prices are the same every day.

Pebble and ***Pharaoh*** quality is "high" every day.

Pebble and ***Pharaoh*** orders can be filled every day.

Address all communications to

J. BRUCE PAYNE, Limited, Mnfrs.

GRANBY, QUEBEC

You are in Business to make Money

Grocers' Chorus "Yes"

Grocers' Chorus "Yes"

The point is to **make** it. Your vehicles to wealth are continuously-called-for goods that are imperishable, permanently priced and well "margined."

T & B

is a tobacco that every grocer should ally himself with.

Dollars are dollars, but yours are **your dollars.** Seeing that they are **yours,** place them where they will **yield**—invest in **T & B** stock.

You now know the road to success. An order to us is the "ticket" that starts you on your way.

THE GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.

TOBACCOS, CIGARS AND ACCESSORIES

DEFENDS THE CIGARETTE.

The Practitioner, an English medical journal, defends cigarette smoking and protests against the threatened "grand motherly legislation" against it. The prohibition of the cigarette, it says, would drive boys to the cigar and pipe, and proceeds:

"It is not easy for those who know anything of the action of tobacco on the human frame to understand the horror with which so many worthy persons regard the cigarette. That smoking in excess is not good for boy, or man, or woman is a matter as to which all are agreed. As has often been pointed out, the cigarette is more injurious than the cigar or the pipe, because it is more insidious. But to banish the cigarette utterly because it may be abused is simply foolish. An amazing amount of rubbish is talked about the matter by intemperate enthusiasts. The anti-tobacco agitation, like some latter day propagandas, has its origin in the mistaken notion that the rule of healthy life must in everything be adapted, not to the average man, but to the weaker vessels."

BIG NEW CIGAR FACTORY.

L. O. Grothe & Co. have commenced the erection in Montreal of what will be one of the largest and finest cigar factories in Canada. The factories will be five stories above ground, with three frontages, 150 feet on St. Lawrence street, 135 feet on Ontario street, and 184 feet on St. Charles Borromee street. A separate tobacco storage warehouse will be built on the last named street.

WANT ONE REVENUE STAMP.

Essex, Ont., tobacco growers are agitating for a uniform revenue stamp for imported, combination and Canadian leaf. Now there is a black stamp for imported, pink for combination, and green for Canadian, necessitating, it is asserted, separate factories for each class of tobacco, with separate licenses, plants, bonded warehouse and all accessories. Existing regulations do not permit shipping the product of one factory to another and forwarding together, thus rendering separate shipping warehouses necessary. When the growers laid the situation before the Tariff Commission sitting at Windsor and asked a uniform label, the Finance Minister, Mr. Fielding, replied, "You want to dispose of Canadian tobacco by disguising it under a uniform stamp." -The Leamington, Ont., Post, discussing the issue, says:

We do not want to disguise anything. All we ask is, place our native tobacco on an equal footing with the imported article.

We want our tobacco stores to be able to say to the consumer: "Here are all the popular brands of manufactured tobaccos. You pay your money and you can take your choice. You must judge the quality by the merits of the goods and not by prejudice and the color of the stamp."

We heartily agree that the present onerous revenue regulations are unwise, unjust and absolutely unnecessary.

No other country under high heaven has seen the necessity of similar revenue regulations. Mr. Fielding's contention that the green, pink and black stamps are necessary for the protection of the public is absurd and ridiculous. Surely Canadian tobacco is not so injurious to health that the Government must act as a guardian for the tobacco using public.

One would almost think it was a deadly poison and was labeled so as to warn intending purchasers so they could discriminate and buy something less harmful.

Remove this handicap, abolish the triple factory obstruction, prohibit the sale of raw leaf and with reasonable protection we will in a very short time produce 75 per cent. of all tobacco used in the Dominion.

Under the existing law not one of the 235 cigar factories in the country can

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

McDOUGALL

Insist upon having them.
D. McDOUGALL & SON, Glasgow, Scotland.

CLAY PIPES

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

use one leaf of the product of our own country, unless they go to the enormous expense of building and equipping a new factory.

No wonder there is no cigar leaf grown, when under the law none of the factories can even experiment with it.

There must be a demand before there can be a supply, and this burdensome regulation must be abolished before this type of leaf can ever be grown in commercial quantities.

Surely, surely "it is time for a change" in the revenue regulations.

SUE FOR COMMISSIONS.

W. H. Steele & Co., wholesale tobacconists, Toronto, have issued a writ against the American Tobacco Co. for $139 rebate on goods purchased in March. Since August, 1904, when the law was changed, Steele & Co. have bought goods from other manufacturers than those included in the so-called tobacco trust, and claim that on that account their shipments have been delayed; that while other dealers could get orders filled in two or three days, their's were delayed 10 days or two weeks. A couple of months ago the company took the offensive and began to cut prices. Instead of getting all goods direct from the manufacturers, those they wish in a hurry they get through other dealers, having, they claim, eight such sources of supply. They keep boys busily removing labels whereby the avenue of supply can be traced.

The manufacturers sell goods on the rebate plan on the understanding that the schedule prices are maintained. They have refused to pay Steele & Co. the commissions for March. The result of the suit will be watched with interest.

Goldvogel Bros., tobacconists, Montreal, have assigned. Liabilities are $35,000.

VIRGINIA'S AGE PROBLEM.

Col. Robert M. Lynn, editor of the Richmond Evening Journal, who says of life at the age of 75, that on the whole he has nothing to regret, told a group of friends over the juleps last night that in Southwest Virginia there were counties becoming notorious for never registering a death from natural causes.

"A man's got to be killed down theah, suh," he said, "in orduh to face his Makuh. The climate is so salubrious an' nature is so gowgeous in its plenteous bounty that the folks just keep on livin' until somethin' violent happens.

"Mah friend, Evan Chesterman, who writes literary articles fo' mah papuh, fo' instance, is a sample. Evan is 98 yeahs old. He has been a-nippin' at his toddies in Wintuh and his juleps in Summuh an' has been usin' tobacco sence he was 16. He strayed into a church not long ago jus' to heah an ole chum, who was the pastuh, preach an' to see how he was standin' the yeahs. What was Evan's surprise, suh, to have his old frien' jump on ev'ybody fo' drinkin' liquor and usin' tobacco. Evan stood it as long's he could, an' then he riz up an' said:

" 'Brothuh Wormeley, yo' know well enough, suh, that I have been a-drinkin' of mah liquor an' a-usin' of mah tobacco fo' three-quahtuhs of a century, suh, an' it ain't worried me a bit.'

" 'I know it, suh,' replied the pastuh, 'an' if you hadn't a-been usin' liquor an' tobacco all yo' life, suh, you'd live on on' on until, when Gabriel blew his trumpet, suh, yo' would have to be knocked in the head by an angel, suh, so yo' could come up to the bar of justice fo' yo' rightful reckonin.' "

HOTEL KEEPERS MAKE ENEMIES.

Commercial travelers who work the territory north of Toronto would like to indict on a charge of conspiracy the leading hotelkeepers in Barrie, Orillia, Collingwood and Gravenhurst. Led by mine hosts of Orillia, they have conspired, it is alleged, to raise prices to commercial men from $1.50 to $2 a day. The excuse is the advance in the license fee.

"That," asserted a wrathful traveler, "could at the most amount to only 50c. a day. Under the new schedule the first man in would pay and the 15 or 20 travelers to follow would simply add each his 50 cents to the tavern keeper's already swollen income.

"What did I do? Why, I just got out and went to another hotel. I would rather eat a dried herring and a bun on the street than let those fellows beat me. If the travelers would just stand together we would bring those chaps to time. They've done more for temperance since the first of May than all the temperance workers could do in a year. Now that the Government has made it harder to pass local option they think they can do as they like."

TRIAL WILL GO ON.

Without having had any official notification to that effect the officers of the Dominion Wholesale Grocers' Guild indicted for conspiracy at Hamilton are pretty well assured that the Dominion Government will not make any change in the law this year, and that the case at Hamilton will be proceeded with at the end of the month's adjournment.

THE KIND HE LIKED BEST.

A deaf old gentleman was asked to a dinner party, and a lady present was urged to help him along in the conversation. It proved even more difficult than was expected. As the fruit was passed around she asked him:

"Do you like bananas?"

"What?"

"Do you like bananas?"

"No," said he, shaking his head; "I never wear them. The old-fashioned night shirt is good enough for me."

PERMANENT SUCCESSFUL CIGAR SALES

depend largely on the class of goods sold.

Full value HOGEN-MOGEN (5c.) and ROYAL SPORT (10c.) Cigars mean much to you.

This is money-saving and money-making advice—

THE SHERBROOKE CIGAR CO.

SHERBROOKE, P.Q.

ANCIENT COLONY NOTES.

St. John's, Nfld., May 21, 1906.

Beef and pork are firm.

Harvey & Co. have received a large shipment of tea from Ceylon.

The outport crafts are beginning to arrive for the Spring's supply.

A. Dorken, of Dorken Bros., Montreal, has been in the city a few days.

Molasses are still advancing, and are selling now at 30c. per gallon.

Molasses have a last begun to rise; the best price to-day is 27½c. wholesale.

Philip Templeman, of Bonavista, has purchased a large dwelling house in the city.

H. M. Ross has branched out as a full-fledged tea and commission merchant.

Flour is easier, and some of the knowing ones look for cheaper flour for some time.

R. P. Forbes, representing Stairs, Son & Morrow, of Halifax, was a visitor for a week.

J. H. Roberts, manager for Newfoundland of Vim Tea Company, spent week end at Carbonear.

The new wholesale grocery and provision firm of Rossitter & Co. are doing a very good business.

M. G. Winter, of T. & M. Winter, has returned from a business trip to Canada and the United States.

Over 100 sail of craft arrived in one day this week from the different outports for the season's supplies.

Chas. Chetwynd, who has charge of the tea department of Harvey & Co., reports tea business as very good.

W. J. Murphy, manager of the Exploits Lumber Co., Botwoodville, was a visitor to the city the past week.

Cotton lines are at a premium; none to be had in the city. The local roperies are months behind in their orders.

John Fullerton, representing Rowat & Co., pickles, etc., has just left after a very profitable business trip in this colony.

W. Fallis, eastern representative of the Sherwin-Williams Paint Co., has just left the colony after a very successful business trip.

F. H. Bradshaw, who represents Peek, Winch & Co., London tea merchants, has lately received some large shipments of tea.

L. C. Archibald, manager of the Antigonish Condensed Milk Co., manufacturers of Pheasant milk, left for Sydney by express yesterday.

Clement & Co., Channel, packers of "fish cheese," are running their factory overtime. A shipment was made to Germany a few days ago.

There is a good prospect of fish, salmon and lobsters. Salmon is selling on the street at 20c. per pound; lobsters at 10c. and 15c. each.

D. E. Brown, who formerly represented Baird & Peters, St. John, N.B., in this territory, is now manager of a large business in Manor, Sask.

M. P. Cashin, M.H.A., of Cape Broyle, is in the city. Mr. Cashin is interested in some large industries besides his business at Cape Broyle.

A. Delgado has let the contract for the erection of a fine building on Water street. Mr. John LeDieu is the contractor. It will be 4 storeys high.

The fruit being received now is of a very inferior quality, and great loss is the result. More care should be exercised in the shipment of fruit and vegetables.

W. E. Bearns, one of the city's enterprising merchants, will enlarge his premises this Spring. Mr. Bearns has worked up a large business by close attention to it.

It has been decided to still continue the Thursday half holidays. There is a growing feeling that Saturday would be better, but a few Water street houses are able to block it.

Harry Crowe, manager of the Newfoundland Lumber Estates, Limited, has returned from New York and Boston. While away Mr. Crowe put through a large deal.

Ernest Simmonds, manager of the retail department of Munn & Co., Harbor Grace, was a visitor to St. John's this week, purchasing supplies for the firm's extensive supply business.

Fish has dropped away down in price, about 50 per cent. Thousands of dollars will be lost by the exporters of the staple of the colony owing to exorbitant prices paid last Fall.

The Royal Stores Choral Society will give a concert at Harbor Grace shortly. This society is composed exclusively of employes of the Royal Stores, and includes some excellent talent.

One of our best known business men expects to leave here for the States and Canada early in June in the interests of a new butter factory, while will probably be started in this city on his return.

There never was a year since the discovery of the colony when the preparations for the fishery were anything near approaching what they are this year. Some of the wise heads predict very low prices on fish next Fall.

The amount of trade this Spring has not been equal to former years. The business of the colony has changed and is spread more over the entire year than formerly. The Crystal boats have started to run on the different bays.

The F. P. Wood Company has been incorporated to take over the business formerly conducted by Messrs. F. P. Wood and the Crown Mfg. Co., with the following provisional directors: M. G. Winter, H. McCoubrey, A. Murray, W. Munroe, A. B. Wood.

It is reported that the Bank of Commerce will shortly open here for business in the Duder Building, opposite the post office. It is said that they have an option on real estate where they propose to erect a fine bank building. There is also talk of starting another bank with local capital.

The Anglo-Newfoundland Exporting Company, of which J. C. Crosbie is president and general manager, have just chartered two of their schooners to P. Templeman, Bonavista, to load fish for Europe. Mr. Crosbie has worked up a large business since he started fish exporting five years ago.

The Reid (Nfld.) Co. now issue commercial travelers' special tickets. The travelers have first to obtain the ticket from the manufacturers' association, similar to the Dominion Travelers' Association, and then the Reids issue the travelers' tickets at reduced rates, and allow 300 lbs. baggage free.

Robt Moulton, M.H.A., left for his home in Burgeo by steamer. Mr. Moulton has large interests in the colony, and is one of the most progressive merchants. No member of the House of Assembly has given his district closer attention than has Mr. Moulton. He has developed into a good speaker, and his speeches are listened to with great interest for the simple reason that he knows what the people want.

FAKE ADVERTISING IN GERMANY.

The drastic way in which, under the law against fraudulent advertising, a German concern which makes false or exaggerated statements is handled is shown by a case recently reported from Berlin. The defendant, a merchant of Spandau, advertised that he would clear out his stock of goods at less than half price. A customer who made a purchase complained to the police that the advertisement was a fraud. Thereupon the retailer was prosecuted by the police and was fined $150 and ordered to pay the customer $75 damages. On appeal the fine was reduced to $75 and the damages were remitted on the charge that the customer had not suffered any material loss.

A Statement of Facts

We are making the best flour the world has ever seen.

If you could gather around you samples of all the high-grade flours made and have all the famous bakers and flour experts make comparative tests, you would be enthusiastic in declaring that the **one perfect flour** among them all is

In color, flavor and perfection in milling, it has never been equalled.

It will pay you to put forth your best energies in pushing this flour.

Sell it to your high-class bakers. Sell it to your best family trade. The constant come-back of your customers for more will convince you more forcibly than anything else that you at last have a flour that satisfies everybody.

Quaker Manitoba Patent is made in our great new Peterborough Mill—the finest flour mill in the world.

THE AMERICAN CEREAL CO.

PETERBOROUGH, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 31, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 55
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.		Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz. or ¼ gross, 4 oz
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg 0 05
" " 7-lb. cotton bags, per bag.

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's $4 40
5-case lots. 4 30
Canada Flakes, "Jumbo" case, 24/25's 4 90
Canada Flakes, "Jumbo" 5-case lots. 4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins,"	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 25
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	0 30
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—

	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 39
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 1½-lb. boxes, per lb. 0 5
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co.,

Limited, Agents, Toronto.

lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " ¼ " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, ⅛ and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	36c.
6-lb. boxes, 12 boxes in case, ¼ lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—

5-lb. tins, 10 tins in case ..... 25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 28c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.. 26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 28c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 30c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 28c.
100 2-cent pieces in box, each $1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box $1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins. 26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins. 25c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs. 25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 22c.
12-lb. boxes, 6 boxes in case, 1 lb. pkgs 22c.
6-lb. " 12 " " ¼-lb. " 22c.

Go'd Medal chocolate powder—

5 lb. tins, 10 tins in case ..... 36c.
10 lb. tins, 10 tins in case ..... 33c.

XXXX chocolate powder

5-lb tins, 10 tins in case ..... 27c.
10-lb. tins, 10 tins case ..... 25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

JAMES TURNER & CO.	Per lb.
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 80-lb cases	33
Mocha and Java coffee, in 2-lb tins, 80-lb cases	29

Cheese.

Imperial—Large size jars	per lb
Medium size jars	"
Small size jars	"
Individual size jars	"
Imperial holder—Large size	"
Medium size	"
Small size	"
Roquefort—Large size	"
Small size	"

"Batger's"

Lemon Squash, & Lime Juice Cordial

When your customers come in and ask for a ***Good Summer Drink*** sell them ***Batger's*** Lemon Squash or Lime Juice Cordial——They give the satisfaction that brings repeat orders——***No Sugar Required,*** but just add water. Very ***handy*** and ***economical.*** Retail at popular prices and shows a splendid profit. Try a case of 2 doz. Pints or Quarts.

Rose and Laflamme
Montreal and Toronto

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

Are you satisfied with the Coffee you are using ?. If not, try

Braid's Best Coffee

a triumph of the Coffee blender's art.
It pays.
It gives satisfaction.

WM. BRAID & CO., - Vancouver, B.C.

BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz
Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails "	0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 08½
½-bbls.	0 09½
Tubs	0 09½
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09½
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 3[illegible]
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$3 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra.

Soda.

COW BRAND.

Case or 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 06½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel, per box	1 25 to 2 50

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

WOOD'S COFFEES

Ask the man who sells them, Ask the man who drinks them,

For the points that demonstrate the value of

WOOD'S COFFEES

They bring money and peace to the Grocer.
They bring satisfaction and delight to the Drinker.

All tastes are gratified in the pure and uniform varieties of superior goods that comprise our numerous lines.

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL.

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 05
A me Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
K gs. 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—

Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—

1-lb. packages, boxes 40 lb.	0 05½

No. 1 Brantford Prepared Corn—

1-lb. packages, boxes 40 lb.	0 07

Crystal Maize Corn Starch—

1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

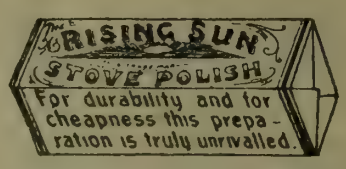
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

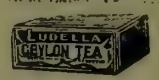
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

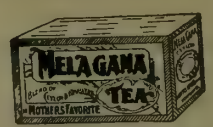
SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½s, ¼s and ⅛s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½s	0 44	0 60



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

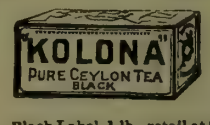


MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.



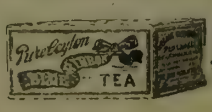
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

		Wholesale.	Retail.
Brown Label,	1's and ½'s	0 20	0 25
Crimson "	1's and ½'s	0 22	0 30
Green "	1's and ½'s	0 25	0 35
Blue "	1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s	0 36	0 50
Gold "	1's, ½s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Red Label, 1's ½'s, ¼'s and ⅛'s.	0 30	0 40
White Label, 1's, ½'s and ¼'s.	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Embossed Label, 1's, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s.	$ 0 35	$0 50
Blue Label, 1-lb. and ½s.	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 30-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	....
Green Label, ¼s, ½s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ¼s, ½s and 1s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases retail	at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 35
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER MOND & CO'S.

ENGLISH SAL SODA

is the **PUREST,** contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

EVERY USER OF TIN CANS

is invited to get ready for the coming season by ordering now.

You will make no mistake in placing your order with

The Acme Can Works

We have had your interest in view and have spared no expense in equipping our factory with the latest and best machinery for making cans. With our new building, which is now almost complete, we will be able to double our capacity of former years and will supply the ***best*** cans available—cans made from British tin plate of the best quality and best workmanship — ***Prices Right, Liberal Treatment, Prompt Shipments.***

Acme Can Works, - Montreal

TEA HINTS
FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

BRIGHT AND SPARKLING

Do you want a nice **LITTLE** assortment of the latest and best productions in Crystal Glassware, handsome, good pieces to retail at **twenty-five cents each ?**

Then send a card to-day for a **6606 Assortment.**

It contains ¼ doz. each of 12 of the nicest pieces of cut glass pattern table glass you have ever seen, and will cost you just **six dollars.**

GOWANS, KENT & CO.
LIMITED
TORONTO

BEFORE BUYING

Canned Fruits and Vegetables

WRITE US.

LAUREL BRAND

In Quality, Leads the Market.

WHAT ABOUT YOUR REQUIREMENTS ?

J. H. WETHEY,
LIMITED
ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Preserved Provisions in Glass, Galantine of Chicken and Tongue, Galantine of Veal and Ham, Chicken Breasts, Pressed Beef.

Agents :

C. E. COLSON & SON

10 St. John St., MONTREAL

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

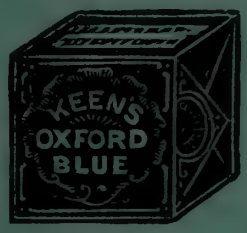
THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Food Stuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, JUNE 8, 1906. NO. 22.

Very few people are able to run a grocery store without

Keen's Oxford Blue



and please their customers. Keen's Oxford Blue has no competitors,—only imitators. Buy it—All jobbers stock Keen's Oxford Blue.

FRANK MAGOR & CO., 403 St. Paul St., MONTREAL, Agents for the Dominion.

Your Starch Bill is a Heavy One——
Is it a Profitable One ?

By profit is meant, not the mere monetary result of your sales, but does it pay your customers to buy the kinds of starch you sell them,—do they stay with you ?

Sell these and you will be right :

Benson's "Prepared" Corn
for cooking purposes

Edwardsburg "Silver Gloss" Starch
for the laundry

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. | Works, CARDINAL, Ont. | 164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

No Cut Profits

with the Master Mechanics Extraordinary Tar Soap—because it has no competition.

There is no soap exactly like it—consequently there is an unusual demand for it among Mechanics, Engineers, Farmers, Sportsmen and all whose work or play stains the skin or is hard on the hands.

It is a high grade pure soap that removes all grease stains remarkably quickly.

It bears a good profit.

It has always been a large seller and its sales are increasing.

THE

Master Mechanics

Extraordinary Tar Soap

One of the excellent lines manufactured by Albert Soaps Limited, Montreal

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.,	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE,	*LONDON*
JOSEPH CARMAN,	*WINNIPEG*

Hannah's Scotch Pickles

First—the pickles are sound and crisp. Second—they are preserved in genuine Malt vinegar. Third—they are packed with scrupulous care. Fourth—the bottles bear very showy and most attractive labels. Could you ask more than all this for highest pickle quality? (10, 16, 20, 30 and 40-ounce bottles.)

QUALITY TELLS!

"Shell" Castile Soap

Absolutely free from animal matter and hence free from any chance of decay.
No smells, no odors like ordinary soap.
Contains 67 per cent. of pure oil—7 per cent. more than others.
For the skin or for fine laundry work it is unexcelled.
In pressed cakes and in bars.

ARTHUR P. TIPPET & CO., Agents
8 Place Royale, Montreal
20½ Front St. East, Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. O. LeQuesne, Paspebiac.

CALGARY

The Dominion Brokerage Co.,
Wholesale Limited
Commission Merchants and Brokers
CALGARY and EDMONTON, ALBERTA
Excellent Trade Connection
Highest References

WESTERN CARTAGE CO.,
Cartage and Warehousing
Storage and Brokerage for Eastern Wholesalers.
Handling and Forwarding of CAR SHIPMENTS.
Largest and Best equipped STORAGE Facilities in the WEST.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. EAST
TORONTO

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

Offer Few Cars
CHOICE
CORN
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

Winnipeg Storage
in BOND or FREE
For all kinds of Merchandise.
Negotiable Receipts Issued.
Low Insurance
TEES & PERSSE Limited
Wholesale Brokers and Warehousemen
WINNIPEG CALGARY EDMONTON

(*Continued on page 62.*)

You Cannot Afford

to overlook the increasing demand for

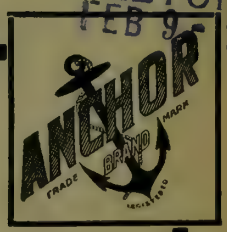
Blue Ribbon Tea

The reason is simple. **Quality tells.**

If you are not handling it, order a case right away and be convinced of our statement.

THE BLUE RIBBON TEA CO., Limited

12 FRONT STREET EAST



RETURNED
FEB 9 - 1907

RETURNED
FEB 9 - 1907

Do you smoke?

Even if you don't, do you know the great majority of your customers do, and the most of them enjoy a good cigar.

Now here's your chance—sell them an

The Best 5c straight on the market

"ANCHOR" brand CIGAR

The quality is such that they will come back for more and become steady, profitable customers.

Why not YOU make the profit the other fellow has been making.

A Cigar Department in your business will pay you handsomely.

When you are looking for something extra special in Cigar bargains—Remember we are headquarters.

We carry a large, well-kept stock of cigars—all money makers.

RETURNED
FEB 9 - 1907

The EBY, BLAIN CO., Limited

Wholesale Grocers TORONTO

RETURNED
Feb 7/07
to

Cut Book No. 5
Page No. 81

It's Hard to Pull Against the Tide

Just as hard to try to stem the progress of Ceylon Tea. It took some courage a few years ago to predict that Ceylon Teas would capture the Canadian market, but that's what they have done.

The prediction was made in confidence, knowing the inherent merits of the teas of Ceylon. Their

Purity, Flavor, Strength,

made them incomparably the best value on the market. They met the taste of the Canadian public to a nicety. There could be but one result—success.

There can be but one result for the Grocer who builds his tea trade on a Ceylon basis—success.

It is ill-requited work to "pull against the tide."

1906 PACK

Our 1906 pack Fruits, Vegetables and Meats will be, as usual, of the very best quality.

Our factories are now being overhauled, and the newest machinery is being installed where necessary.

We have now over thirty of the most modern-equipped factories in the world.

Our factories being situated in the midst of the Fruit and Vegetable Farms of Canada, ensures goods being packed when at their best.

Our processors have had over a quarter of a century's experience in canning and preserving.

Quality and Cleanliness is the policy rigidly enforced at each of our thirty factories.

Our 1906 pack will be the best ever packed anywhere. We guarantee the quality of all our goods.

Remember the brands, viz.: "Canada First," "Auto," "Little Chief," "Log Cabin," "Horseshoe," "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," "Grand River." "Jubilee," "White Rose," "Deer," "Globe," etc.

If you want pleased customers stick to our brands exclusively.

CANADIAN CANNERS, Limited

An Article of Faith

On no article in the store does a customer exercise greater faith in buying than on canned fruits and vegetables.

The can is sealed.
The label is more or less attractive.
The goods may be fresh or years old.
The contents may be delicious or flat.

The customer puts faith, not in the can but in you, her grocer. If the can is not satisfactory you receive the blame.

You may have a chance to make good the mistake; you may lose the customer and never know why.

Is it not wiser to sell a brand you can depend upon absolutely, a brand grown in the best district in Canada, put up in the most modernly-equipped factory under conditions of perfect freshness and cleanliness?

Old Homestead Brand
Canned Goods

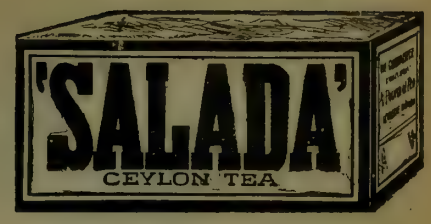
fulfil all these conditions. They have won friends wherever used. Old Homestead Canned Goods are the finest goods on the Canadian market.

Ask your jobber for Old Homestead. You will be delighted.

THE OLD HOMESTEAD CANNING CO., LIMITED
PICTON, ONTARIO

The one and only brand that has steadily grown in public favor and increased its sale enormously from the first year of its introduction. The quality looms up conspicuously above a hundred rivals, "That's Why."

Fourteen Million Packets Annual Sale and still soaring upward



BLACK

MIXED

GREEN

A vast army of Japan Tea drinkers have already discovered and others are rapidly discovering that Salada Uncolored Green Teas discount Japans easily and readily every time.

MAGIC BAKING POWDER

DO YOU SELL IT?

Pure and wholesome.
Most economical.
Best advertised.
Pays best profit.

Order from your jobber

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Gold Medal, Toronto Exposition

Buy goods special to the season. Here's where success comes.

STERLING BRAND PICKLES

hold a prominent place among summer-selling lines. Every picnic basket or hamper must contain a bottle of pickles. At every summer luncheon pickles must be served.

—See that you offer customers "STERLING" Brand Pickles — none better on the market.

Made in Canada by

THE T. A. LYTLE CO., Limited
TORONTO, CAN.

"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

"Perry's Sauce equal can't be found
For curries; spoonful to the pound."

Perry's Worcestershire Sauce

came to fill a long-felt want, and it fills it well. **Perry's Worcestershire Sauce** stands on its own merits and those merits are **strong enough** to stand on.

The principal argument why a grocer should become a "Perry" man is this: The price at which **Perry's Sauce** sells makes a **large** trade possible.

You can count on it that the people are not going to pay any more than is necessary for Worcestershire Sauce. The Perry price is the necessary price—**not one cent more.**

SELLING AGENTS:

Taylor & Pringle Co.,

Limited

OWEN SOUND, ONT.

Manufacturers of **Queen Quality Brand Pickles.**

Matches

If you want to be well matched we will match you.

The Improved Match Co.,

Limited

HEAD OFFICE:
409 BOARD OF TRADE, MONTREAL

FACTORY:
DRUMMONDVILLE, QUE.

Tel. Main 3244

The "Riverdale Brand" Canned Goods

Riverdale Brand goods will be perfect.
Insist on having Riverdale Brand.
Vow you will have nothing else.
Every can in a handsome label.
Remember we aim to excel all others.
Delicious natural flavors are maintained.
All syrups are made from pure spring water.
Learn to know our goods by their quality.
Every detail has been considered to ensure Perfection.

The Lakeside Canning Company, Limited

Wellington, - Ontario

Manufactured since 1849.
Supplied under contract to the British and Indian Governments

Points about a good

Pickling Vinegar

Our ***Pure Malt Vinegar*** imparts the delicate malt flavor, so much appreciated. It keeps its color and gives just the right firmness to the pickle. Retains its keeping qualities under all conditions.

To prevent disappointment, you should recommend an undeniably superior article to your customers.

White, Cottell & Co., Warner Rd., Camberwell, S.E., LONDON, ENG.

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 55.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

"WHITE SWAN EXTRACTS

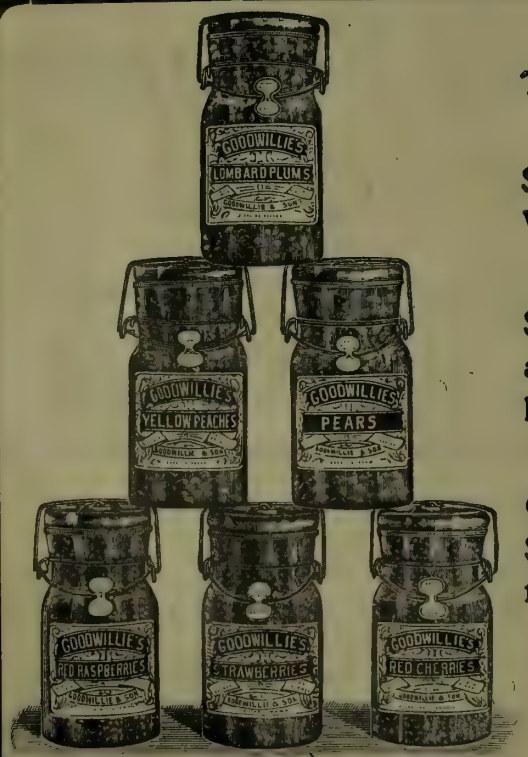
"This is a nice name and the article is a good one. Our sales seem to say that the combination is popular."

The above is copied from a recent advertisement of one of the largest wholesale grocers in Eastern Canada. It is a simple statement of the experience of this great house after handling the goods for years. This is the sort of experience that counts!

It is always satisfactory and profitable to push Greig's White Swan goods.

Enquiries cheerfully responded to.

THE ROBERT GREIG CO., Limited, WHITE SWAN MILLS, **TORONTO**



THEY

Sell Well

Show a Nice Profit

Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

"Luck in business is the handmaid of judicious buying."

Judicious grocers the world over have handled Paterson's Camp Coffee Essence for many years and are still doing it. The moral is not hard to find.

ROSE & LAFLAMME
Agents, Montreal

The Familiar Red Label

and trade mark of the RISING SUN on every package of our goods are so well known to millions of housekeepers that the label and trade mark are like a letter of credit and inspire confidence as you hand our packages over the counter to your customers. It is a pleasure to do business with the goods which are right every time you sell them. Push RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins. It pays you to do it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

MAPLE SUGAR

We have received first consignments of

Choice Pure Beauce Sugar

In assorted sized blocks.

Write the QUEBEC OFFICE for prices

We guarantee our goods

ABSOLUTELY PURE

D. RATTRAY & SONS

QUEBEC **Montreal** **OTTAWA**

A STAYER

The stove polish that has stood the test of everyday use for 60 years, and with a largely increasing sale, should be good enough. These are the facts about

JAMES' DOME BLACK LEAD

The very best you can buy.

GOOD LEAD GOOD SALE GOOD PROFIT

W. G. A. LAMBE & CO., Canadian Agents.

JAPAN TEA

Pure
Fragrant
Clean
Delicious
Healthful
Profitable

Do You Know What They Are?

Mrs. Rorer's Saratoga Chips

are not related to breakfast foods in any way. The market is glutted with breakfast foods. But, listen Mr. Grocer,

MRS. RORER'S SARATOGA CHIPS

are fried potatoes done up in a crisp and tasty way.

They are pure. They are dainty. They are healthful. They are great sellers.

MADE EXCLUSIVELY BY

HAMILTON SARATOGA CHIP CO.

HAMILTON, CAN.

AGENTS—Rose & Laflamme, Montreal, P.Q.; MacLaren Imperial Cheese Co., Toronto, Ont.; Stuart Watson, Winnipeg, Man.: Dominion Brokerage Co., Calgary, Edmonton and Victoria.

THESE CANS CONTAIN PURE MILK

REINDEER BRAND | **JERSEY BRAND**

Sweetened **Unsweetened**

Every Can Guaranteed

The skill exercised in selecting milk, the methods employed in its manufacture, the strict discipline and supervision of workers and details combine to produce the best product.

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

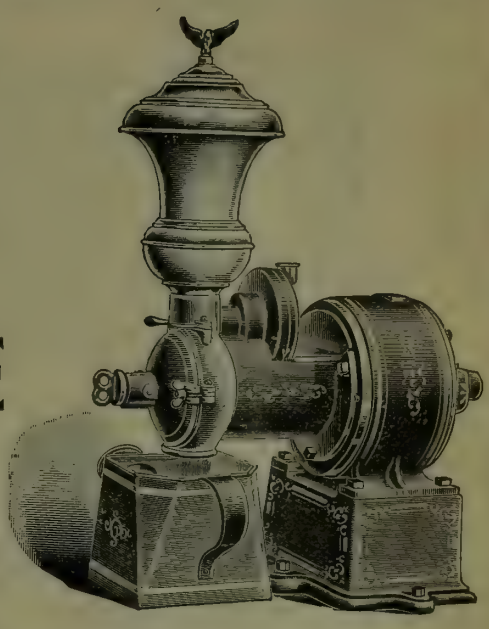
Here

You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE

ENTERPRISE

Electrically Driven Coffee Mill



The ¼ H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize ¼ lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

A Day's Business Balanced in Five Minutes

Your present system allows the dollars that represent the profits of your business to slip away. You cannot keep track of all the money handled in your store, except with the most perfect system. You might not miss a half-dollar or dollar a day, but such a leak makes a big hole in your profits.

Our new system tells at any moment how much money you should have. Five hundred thousand retail merchants have used this system. Leaks and losses are reduced to a minimum where our system is used.

Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing and places you under no obligation.

Tear off here and mail to us today

The N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

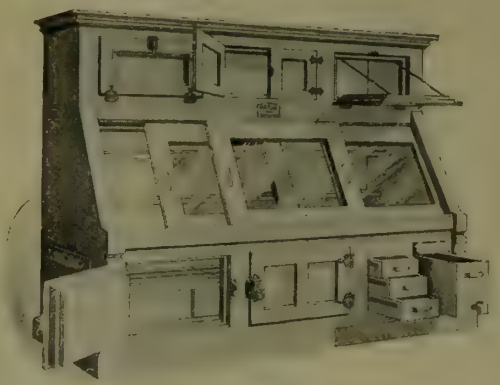
Name

Address

No. of men

Aubin's Patent Refrigerators

GROCERS should not be without one



Perfect Dry Air Circulation System
Highest Testimonials from Leading Grocers in Canada

Made in 10 styles

Silver Medal Quebec Exhibition
Diplomas—Ottawa, Montreal and Toronto

WRITE FOR CATALOGUE

C. P. FABIEN, Proprietor and Manufacturer

OFFICE AND FACTORY
3167 to 3171 Notre Dame St.
MONTREAL, CANADA

WAREROOMS
4 to 8 Fabien Ave.
31 to 45 William St.

Branches at Ottawa, Winnipeg and Windsor, N.S.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

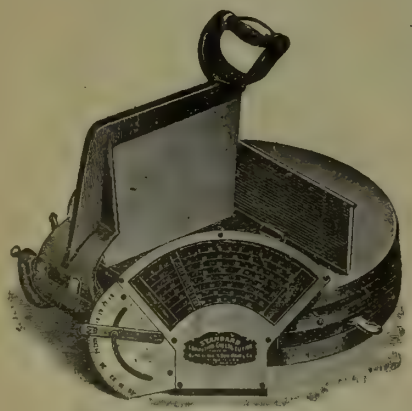
We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discoun ts, address

COLES MANUFACTURING CO.

os. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman, Eckert & Co., London, Ont



THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

100 CANDLE POWER

½¢ PER HOUR

AUER GASOLENE LAMP

Gives more light than

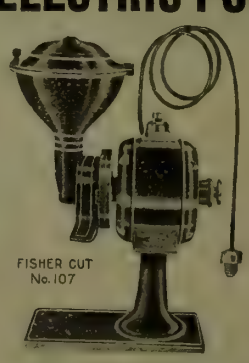
10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

ELECTRIC POWER COFFEE MILLS



FISHER CUT No. 107

This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information nc effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross

London, Eng.

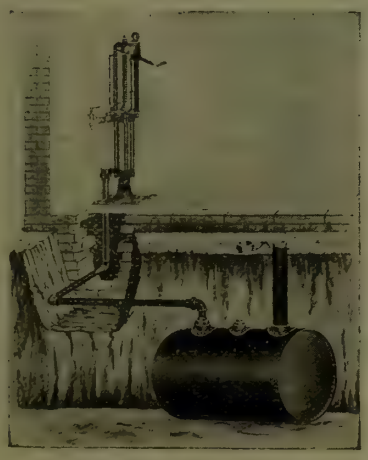
CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd

154 Pearl St., Toronto

30 Hospital St., Montreal

He Wanted a Perfect Gasolene Tank



CUT No. 42.
Tank Buried, Pump in Store.
One of Fifty.
Good for Kerosene, too.

The other day a grocer who retails gasolene said to our sales-manager: "I want a tank for gasolene that will be absolutely safe under all conditions; one that will make it unnecessary for me to buy 25 per cent. more gasolene than I need on account of evaporation, leakage and waste; one that will allow me to handle gasolene in the store instead of out on the back lot—and still not increase my fire hazard.

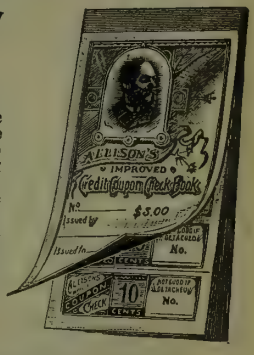
"I haven't much room, I haven't much time, I'm short of help, and I want a tank that will accommodate itself to these limitations. If I could get one, I'd buy one to-day, and be ready for the big business that the automobile season would bring."

He bought a Bowser, because we showed him that a Bowser Gasolene Outfit would do all this. Isn't that what you want? Are you interested in a proposition that will largely increase your profits? **Then send for Gasolene Catalog B. Do it to-day.**

S. F. Bowser & Co. Inc. 530 FRONT STREET W. TORONTO, ONT.

20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern See here—



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

HOLBROOK'S

GENUINE WORCESTERSHIRE SAUCE

HAS THE LARGEST SALE IN THE WORLD

Price alone does not guarantee quality, but the name "Holbrook & Co." does.

REMEMBER, goods well advertised are already more than half sold. Holbrook's Worcestershire Sauce is better known and more extensively advertised than any other brand————and the price is right.

Rep. ½ pts. (25c. bottle) $2.15 dozen in case lots (6 dozen).
Imp. ½ pts. (35c. ") $3.00 " " (4 "). Mail your order to-day to

HOLBROOK'S LIMITED, PACIFIC BUILDINGS, COR. FRONT & SCOTT STS. **TORONTO**

EXTRA FINE GOODS

JAVA RICE

ASK FOR SAMPLE AND PRICE

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

SALMON

We are carrying a splendid range of Salmon in preferred brands. Our prices are right. We want your order

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

As far back as 1750 was the firm of Purnell, Webb & Co , Limited, founded in the old city of Bristol, the historic seaport, whence, in the 15th century, CABOT, in the good ship 'Matthew' sailed in search of AMERICA.

Right across the same track Purnell, Webb & Co., Limited, are to-day sending their products, which are still made by the descendants of the firm from the original recipes.

150 years' proved merit ! ! What better testimony to their excellence can you have ?

World-wide trade. All goods guaranteed of the best ingredients.

PURNELL, WEBB & CO., Limited

Malt Vinegar, Sauce and Pickle Makers, - - BRISTOL, ENG.

WEEKLY SHIPMENTS TO CANADA PLACE YOUR ORDERS WITH OUR AGENTS:

J. W. GORHAM & Co. - - HALIFAX, N.S.
R. JARDINE, - - - - ST. JOHN, N.B
H. HANZARD, - - CHARLOTTETOWN, P.E.I.
A. J. HUGHES, - 1483 Notre Dame Street, MONTREAL
J. WESTREN, - - - 630 Ontario Street, TORONTO
BICKLE & GREENING, - - - - HAMILTON, ONT.
J. CARMAN, - - - - WINNIPEG, MAN.
C. E JARVIS & Co., - - - - VANCOUVER, B.C.

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for **"Diamond E."** on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders**—**You** cannot **make a mistake** in ordering a tin on a trial basis—If the coffee does not prove a **convincing argument**—We stand the expense—**"Diamond E."** will put **new life** into your **Coffee trade**—**Try it**—Backed by a reputation of over half a century.

S. H. & A. S. EWING. MONTREAL

Extra Fancy Apricots

25-LB. BOXES

Santa Clara Prunes

25 AND 50-LB. BOXES.

Goods of exceptional value and quality. It will be worth your while to get prices and particulars.

W. H. GILLARD & CO.

WHOLESALE GROCERS

HAMILTON

FOR CAMPING AND PICNICS

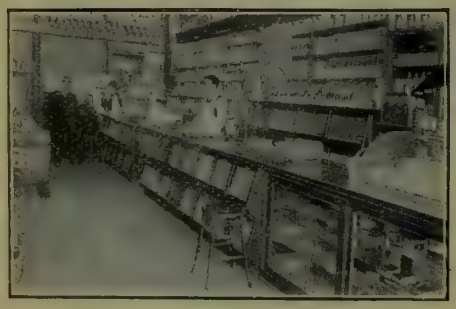
Potter & Wrightington's Mackerel, Soused and in Tomato Sauce; also their celebrated Fish Balls.

Canned Crabs from the Pacific and Scallops from the Atlantic coasts.

LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON, - ONT.



G. B. LODGE, - - WINDSOR, ONT.

THE SUCCESSFUL GROCER

is the man who gives careful consideration and daily attention to the details of his business—his customers' requirements, the condition of his stock, his facilities for prompt and satisfactory service and the appearance of his store.

THERE IS A DIFFERENCE

between the practical grocer and the man who sells groceries.

WALKER BIN FIXTURES

appeal to the practical grocer who aims at building up a substantial permanent and profitable business.

WRITE FOR ILLUSTRATED CATALOGUE, **"Modern Grocery Fixtures"**

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

Montreal Representative:—J. H. MAIDEN, 423 St. Paul St., MONTREAL, P.Q.

THE ONLY GENUINE **CHINESE STARCH**

MADE UNDER TWO FLAGS

The Union Jack MONTREAL **and** **The Stars and Stripes** BOSTON, MASS.

Freight paid to all parts of Canada. Write for particulars. Now is STARCH time.

Grocers: Remember when buying "Chinese Starch" to see that you get the genuine Chinese Starch.

OCEAN MILLS, MONTREAL

Beware of Imitations.

SALMON

Everything points to higher prices for 1906 pack.

Prices on 1905 pack have already advanced.

We have a large stock of popular brands, which we will continue to offer for a limited time at old prices.

Now is the time to buy.

Our travellers have full particulars. If they do not call on you call us up.

JAMES TURNER & CO., = = HAMILTON

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

One Color Won't Do.

There was a time when counter check books were not used by grocers, and as a result business was complicated. The ordinary check book came and did very good work. Now comes our

SPECIAL DUPLICATING COUNTER CHECK BOOK

to do the best work. It gives alternate white and pink sheets, which means that your originals and duplicates will be on different colors of paper.

The best way to learn this book's advantages is to write for a sample.

The Carter-Crume Company, Limited

TORONTO and MONTREAL

Manufacturers of Counter Check Books of Every Description.

Tartan BRAND

The Sign of Purity

Stock-Taking Sale of Teas

Bargains in Ceylon Black

180 chests Pekoe Souchong, 11 cts.
130 " " " 12½ "
59 " " " 15 "
150 hf. chests Ceylon Green, 18 cts.

ARRIVING

Fresh Pickings Japan, TARTAN Fancy Leaf, 25lb., 40lb., 80lb. packages.

Phone 596 when in a hurry for goods

BALFOUR & CO.

Wholesale Grocers

HAMILTON, ONT.

PURE FOOD SHOW IN MONTREAL

Sampling and Demonstrating by Many Foodstuff Manufacturers

The first really good pure food show which has been attempted in Montreal for the past few years, and which came to a close May 26, was a great success. The fair was under the auspices of the Montreal Retail Grocers' Association, and was without a hitch from start to finish.

For two full weeks, from May 14 to May 26, the Montreal Pure Food Show held sway in the Victoria Rink. The Victoria is one of the largest rinks in Montreal and being centrally located as any was thought to be the most suitable for the fair. When the numerous booths were erected and the people began to visit the show it at once became

Mr. P. Daoust,
President Montreal Retail Grocers' Association.

apparent that the space at the disposal of the association was much too small to be comfortable—that is, when the crowds came. The inconvenience, however, was not as great as might have been expected. No doubt the next fair held will be in a larger place.

The public liberally patronized the show from the first night. In the mornings and afternoons, while a great many ladies and children were present, the attendance was not large, but all evening from seven o'clock to ten o'clock and later the rink was packed and presented a very lively appearance.

Official Opening.

The fair was officially opened by Dr. Ald. Dagenais, chairman of the hygiene committee of the city council. The mayor was to have opened the show but was unable to attend. Dr. Dagenais spoke at some length on the danger to the public of using adulterated food stuffs and strongly commended the holding of fairs in order that the general public might be educated to discriminate between the good and the bad. He was followed by J. A. Beaudry, the secretary of the Retail Grocers' Association, to whose energy, by the way, the fair owed a very large measure of its success. Mr. Beaudry made a few remarks on the necessity of food fairs generally. Other short addresses were delivered by prominent men in the trade who happened to be present.

Premier Gouin, of the Province of Quebec, visited the fair with a party of friends on May 17. The Premier in a short address very forcibly commended the manufacturers, jobbers and merchants for their enterprise in starting a pure food campaign. He spoke of the increase in the output of impure food stuffs and strongly urged the trade to do everything to help along the pure food agitation. S. W. Ewing and J. A. Beaudry also addressed the people on behalf of the merchants and the trade generally.

Good Musical Programme.

A feature of the show was the splendid musical programme which was carried out during the two weeks. On May 14 the Prince of Wales Fusiliers band supplied the music, while the Kilties Band of Toronto was specially engaged for Tuesday and Wednesday. This band rendered some very fine musical numbers, which were very much appreciated. From May 17 to May 26 the Silverstone Orchestra was present.

It is variously estimated that the attendance between the opening and closing dates of the fair was about 60,000. This is placing it at a low figure as many had grocers' passes and attended more than once.

From the Directors' Gallery.

Just over the main entrance to the arena wherein were situated the different booths, was the directors' gallery, which was nicely decorated with flags and bunting. From this location those who were privileged could obtain a splendid view of the fair, especially at night when every booth was lit up. It was certainly a pretty scene which presented itself to the eye gazing over the brilliantly lighted stands. Overhead could be seen a profusion of flags and bunting, while the gay colors of the exhibitors' stands stood out below. The whole building was brilliantly lighted by electricity, showing to great advantage the beauty of the decorations. The aisles, three in number, were always thronged with visitors ever stopping to obtain a sample or to taste a dainty dish, while away back at the other end of the rink were the musicians, rendering the latest musical hits with occasional attempts to please the people with classical selections.

Directly in front of the gallery could be seen the large electric crown sign of the Edwardsburg Starch Company, signifying the Crown brand table syrup put up by this firm. Further back another particularly noticeable sign was that of the Bode Gum Company, while Fairbanks occupied a booth nearer at hand. No one could miss the booth of F. X. St. Charles, with its splendid statue of Psyche at the spring. The

Mr. J. A. Beaudry,
Secretary, Montreal Retail Grocers' Association.

Canada Maple Exchange booth to the right and the booth of Viau Freres to the left were quite attractive.

No better evidence of the purity and quality of the goods exhibited at the pure food show can be had than the fact that Mr. George Lloyd, manager of the grocery department of W. H. Scroggie, Montreal, bought for his firm nearly all the goods shown.

Edwardsburg Starch Co.

Large, well lighted both day and night and centrally situated, the booth of the Edwardsburg Starch Company was always surrounded by a crowd eager to hear of the standard food stuffs and corn products there being demonstrated.

As far as artistic beauty went the booth had no superior among the forty-odd stands occupying space. When the question of merit as to the goods is raised it is needless to say that no purer goods were to be found. Benson's Enamel Starch, Benson's Corn Starch and Benson's Silver Gloss Starch are the three brands so familiar to the grocery trade. Crown brand corn syrup occupied a prominent place. Daily, hundreds of samples were given away to those who were only too anxious to get hold of a good thing. The products of the Edwardsburg Starch Company are known to the public and the trade through judicious advertising in the best mediums and later by experience. The trade is quite aware that with Benson's and Edwardsburg starch and Crown brand table corn syrup it is always possible to please the most exacting customers. Several large high round jars containing corn syrup of the Crown brand were displayed and frequently remarks were heard on the clarity of the syrup. The demonstrators succeeded in getting rid of thousands of samples, which will surely mean hundreds of customers for the retail trade. The color scheme of the booth was blue and white and the effect was very pretty. Chinese lanterns added beauty to the scene at night. During the day two demonstrators were employed, while in the evening when the rush commenced it taxed the efforts of four persons to administer to the wants of the people.

Pure Food Show—Edwardsburg Starch Co., Limited, Montreal.

Five Roses Flour.

Novelty characterized the booth of the Lake of the Woods Milling Company. Situated about the centre of the rink, one could not pass without noticing the large three-sided stand of the makers of Five Roses flour, so favorably known to the trade of Canada, or to be more exact, to the trade of the world, for Five Roses is shipped to every part of the globe where flour is used. Upon entering the rink one caught sight of the novel booth for it was very high and nearly reached the roof. A pyramid of barrels occupied the centre. No person could fail to get a glimpse of Five Roses in all its different packages, for all sizes were displayed. Barrels, half-barrels, and quarter-barrels were piled beside bags containing six and twenty-four pounds respectively. After the publicity given this brand at the food fair, together with the fact that thousands of two-pound sample bags were distributed, there should be a great demand for it within the sphere of the show's influence. Six-pound bags are found very useful by housekeepers when a small quantity of flour is required.

An attractive feature of the Lake of the Woods Milling Company's booth was the number of vases, each containing five beautiful roses, symbolic of the firm's special brand of flour. It was very difficult to keep the number of roses intact as they were very much in demand by the ladies inquiring for samples of flour. The company's Breakfast Food formed a part of their exhibit and attracted considerable attention on the part of housewives.

Pure Food Show—Lake of the Woods Milling Co., Montreal.

Tobler's Swiss Milk Chocolate.

No visitor who went to the fair with the intention of seeing all that there was to be seen could have missed the

Pure Food Show—Maclure & Langley, Toronto.—"Tobler's Chocolates."

striking exhibit by Maclure & Langley, who are agents for Tobler's Swiss Milk Chocolate. The booth used was a large one and was centrally located, and the quality of the goods on show was sufficient in itself to arouse much interest. When a Swiss milk chocolate of the merit possessed by Tobler's has been so widely advertised as Tobler's, an exhibit at the food fair is sure to attract the attention of visitors. Since away back in 1845 when Tobler's was established the firm has been aiming at perfection in milk chocolate and at the present time their chocolate is about as near to perfection as it is possible to make it. Branches have been established all over the civilized world and large business is done yearly. With the agency for Canada and the United States in the hands of Maclure & Langley the products of Tobler's house are sure to be pushed. Chiclets chewing gum, which made such a hit in the States, is to be advertised widely, according to Mr. Gordon, who had charge of the exhibit, and a place for it in the chewing gum trade is already assured. Chiclets chewing gum is something which cannot but take with the trade, as there is sure to be a great demand for it.

Hamilton Saratoga Chip Co.

"Have a Chip" was the sign which greeted one upon walking down the side aisle at the food show. And a great many did have one of Mrs. Rorer's Saratoga Chips which were exhibited by the Hamilton Saratoga Chip Co., of Hamilton, Ont. These Saratoga Chips are put up in ten and twenty-cent packages and although they have not been on the market a great length of time they have already secured an enviable place in the trade. They are crisp and dainty and the firm guarantee their purity. Some persons have an idea that this is a cereal food, but they are mistaken who think so. Samples given away will no doubt be the means of still further advertising this new food. The booth was very tastily decorated and attracted much attention. A continuous demonstration of Saratoga Chips is being held in Scroggie's Montreal store.

The following firms have been appointed agents for Saratoga Chips: Rose & Laflamme, agents for the east; MacLaren Imperial Cheese Co., Toronto; Stuart Watson, Winnipeg; Dominion Brokerage Co., Calgary, Edmonton and Victoria.

Pure Food Show Hamilton Saratoga Chip Co., Hamilton.

The N. K. Fairbanks Co.

Gold Dust, so much sold by the grocery trade, was given great publicity during the pure food fair. Every visitor asking for one, and others not asking, were given a sample of Gold Dust and also a small cake of Fairbank's Tar Soap. Scouring soap was not forgotten nor was the popular Fairy, which has long since become familiar to the public through the advertising device used by the firm, "Have You a Little Fairy in Your Home?" Boar's Head lard and Cottolene were represented in the exhibit. The booth was in charge of Mr. Robinson, of the company's advertising department.

Peterborough Cereal Co.

In this booth Canada Flakes held a place of vantage and although no samples were given away in packages, dainty dishes of this tempting breakfast food were served out to all desirous of tasting it.

Shirriff's jellies and marmalades were

displayed at the other end of the booth as were also the products of the Imperial Extract Company, of Toronto. W. S. Silcock, local agent, was in charge

Pure Food Show—St. Charles Condensing Co., Limited, Ingersoll. S. H. Ewing & Sons, Montreal, Agents.

of both these exhibits. The electric sign used to illustrate the different flavors of jellies attracted a great deal of attention and proved a good advertisement.

Bode's Gum Co.

With an energy which is characteristic of him and which has had much to do with the success of his wares, A. Bodenweiser, of Bode's Gum Co., was one of the first to secure a booth and commence work in making it one of the most attractive to be seen. The large electric sign attracted attention right away and the booth being situated on a corner was a centre of interest. Several girls were employed in wrapping and packing the different brands of Bode's gums and the public were enabled to see the cleanliness and care which is used in the putting up of these gums. Bode's Menthal Pepsin, Crushed Fruit and Pepsin Gums were all displayed. Pieces of the raw products from which the gum is manufactured were also on view. Samples were given away liberally and the public were afforded every opportunity to test the purity of the different chewing gums put out by this firm. Bode's gum slot machine was very much in evidence. This machine has been found a great money-maker by those who have obtained one of them.

S. H. Ewing & Sons.

Many different lines were represented in the booth taken by S. H. Ewing & Sons. Good Luck milk, Purity milk, and Silver Cow milk were placed alongside cases of St. Charles cream in different sized cans. Ewing's Club coffee was demonstrated and many visitors were convinced of the merits of this brand.

Blue Ribbon Tea.

A very neat tea display was that made by the Blue Ribbon Tea Co. Situated on the corner of the side aisle nearest the main entrance, it attracted great numbers every day. Blue Ribbon is known in all parts of the country, as it is most extensively advertised. At the food fair numerous sales were made every day, without the formality of sampling first.

Good Goods to Drink.

It is estimated that between ten and fifteen thousand sample cups of Cowan's cocoa and chocolate were given away during the fair. Considering the number of people generally around the booth, this statement is not hard to believe. All lines of Swiss milk chocolate made by the firm were on exhibition, as were Cowan's Perfection cocoa and other special brands of both cocoa and chocolate.

P. McIntosh & Sons.

Swiss Food and Beaver Oats were shown in the stand occupied by P. McIntosh & Sons, of Toronto. Samples of both foods were served to visitors. H. J. Stevens, of Montreal, who has the agency for these in the Province of Quebec, was seen around the stand quite often and with his assistants made many sales to grocers.

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Pure Food Show—Bode's Gum Co., Limited, Montreal.

Canada Maple Exchange.

To the right of the main entrance was an exhibit which, for the purity of the goods shown, was unexcelled. This was

the booth of the Canada Maple Exchange. Mr. Small was fortunate indeed in obtaining a stand so well located, as it was one which the public visited as soon as they entered. A girl was employed during the time the fair was in progress to demonstrate the manner in which Small's maple cream chocolates were dipped, and in this way people were shown the absolute care used to make cleanliness certain. Of the purity of the goods the trade is quite well informed. Blocks of pure maple sugar, maple syrup put up in small pails and maple cream chocolates were also exhibited. Something which many noticed and remarked upon was the number of medals displayed by the manufacturers of Maple Leaf brand chocolates. Medals were there from Japan, Paris, Ottawa and many other centres, all gained over exhibits of the finest goods in the world, a fact which speaks highly for the Canadian manufacturing trade. The Canada Maple Exchange was established in 1851 and since that time its progress has been steadily upward until to-day it holds a front place.

Pure Food Show—Canada Maple Exchange, Montreal.

Lipton's Teas.

Laporte, Martin & Co. had an exhibit of Lipton's teas, which was a centre of activity during the two weeks of the fair. These teas have taken such a place in the trade that they need little comment. The teas shown at the booth were black and green and mixed in pound and half-pound tins. Lipton's coffees also occupied a place in this stand and were shown in one, two and five-pound canisters. Samples were served and in this way many were convinced of the quality of Lipton's teas and coffees. Sales, too, were numerous. The booth occupied by these teas was situated just opposite the refreshment stand and in consequence it could not escape notice. It was decorated in a most tasteful fashion in different colors and hung with Chinese lanterns. A noticeable feature was the number of excellent ad cards used for advertising purposes. Laporte, Martin & Company's booth was in charge of Mr. Auger, who did much towards making their exhibit a success through his unfailing courtesy and desire to explain everything in connection with the exhibit. Wiser's whiskies also occupied a place on the side of this booth and the display was a most creditable one. Laporte, Martin & Co. are selling agents for this line in the east.

Pure Food Show—Laporte, Martin & Cie, Montreal.

Improved Match Co.

Matches by the thousand were given away as samples by the Improved Match Co., Drummondville, P.Q. With its head office in the Board of Trade building, Montreal, and a factory at Drummondville, P.Q., the company is well able to take care of the business transacted with the trade. The several brands manufactured by the firm were to be seen in the prettily decorated booth used for this purpose.

J. W. Windsor's Booth.

A booth containing a great assortment in the line of groceries was that of J. W. Windsor, Montreal. Canned goods were to be seen in abundance and of the quality little need be said other than that it in all cases was first class. Monarch brand pure preserved fruits occupied a prominent place and they were demonstrated for the satisfaction of those visiting the fair. Another line noticed was Ice Castle Brand sugar cream corn. This corn is prepared most carefully and is packed the same day it is picked. Kippered herring of the same brand were also displayed. Samples were given away by the hundred and during the closing evenings of the fair it was next to impossible to get near the

booth. Taken all round, the exhibit of J. W. Windsor was an excellent one and has been the means of placing their lines prominently before the public. Ice Castle brand of lobsters were displayed, while special attention was paid to Windsor's clams, and the clam chowder served was an appreciated treat.

Pure Food Show—J. W. Windsor, Montreal.

The Ozo Company.

An excellent exhibit was that of the Ozo Company, of Montreal. It occupied a central position and was artistically arranged. The products of this firm are many and varied. Vinegars, pickles, jams, polishes, inks, mucilages and other lines are manufactured by them. The pickles which are offered to the trade are superior, as regards flavor, crispness and selected stock. Grocers say that they find it very easy to keep a customer for Ozo pickles after the first bottle has been purchased. Priscilla brand sweet pickles are attaining great popularity, as are Crest brand sour pickles. The stove polishes are being sold in greater quantities every month, according to all reports. Ozo borax is selling well. The venture of the company into the manufacture of stove polishes, both liquid and paste, has been very satisfactory.

F. X. St. Charles.

Psyche at the spring, a statue prominently displayed in the booth of F. X. St. Charles, was a very striking feature of the fair. This stand was situated in front of the main entrance and was lit up at night. All the many brands of bottled goods for which this firm have the agency, were to be seen. Included in these were White Rock, Vve. Cliquot, Schlitz, Vichy Cusset, and also several lines of canned goods.

Pure Food Show—The Ozo Co., Limited, Montreal.

Viau Freres.

Biscuits aplenty were to be seen in the exhibit which occupied a place in the left of the entrance. Viau Freres were responsible for the showing, which was indeed a creditable one. Almost every variety of biscuit was shown, as this enterprising firm manufactures nearly everything in the line of biscuits. During the days of the fair thousands of samples were passed out.

St. Charles Condensing Co.

A most attractive booth was that of S. H. Ewing & Sons, Montreal, whose exhibition consisted chiefly of St. Charles cream, and other products of the St. Charles Condensing Co., of Ingersoll, Ont. St. Charles evaporated cream has already an enviable place in the Canadian trade, as its quality has long since been recognized. Grocers are able to conscientiously recommend it to particular customers, when it is generally a case of "once used, always used." This cream is unsweetened, thoroughly sterilized, and absolutely free from microbes. It is put up in hotel size as well as in the ordinary size. "Silver Cow" condensed milk, "Purity" condensed milk and "Good Luck" condensed milk all occupied places in the spacious booth used. Ewing's celebrated Club coffee was used in conjunction with the St. Charles evaporated cream, and the combination was certainly excellent as any one tasting it would testify. To W. H. Halford, who has charge of the commission department of the St. Charles Condensing Co's agency, controlled by S. H. Ewing & Sons, is due, in a great measure, the credit for the really excellent showing made by the booth.

Kkovah Jellies.

A food fair without an exhibit of Kkovah jellies would seem incomplete, so well and frequently are these goods demonstrated at food fairs. G. H. Bradwell, manager of the Montreal office of Sutcliffe & Bingham, the manufacturers, was not slow to prepare an exhibit for the food fair in Montreal. And the exhibit was not at all behind others made by this firm, rather ahead of many. Kkovah brand jellies, marmalade, custard, were all demonstrated, and Creamo, Laitova and lemon curd were also shown. The latter is a line which is meeting with success on the Canadian market. Blanc mange, lime juice and lime juice cordials were displayed and attracted much attention. A corner booth was occupied by the firm and it was always an interesting corner to watch. The jellies were demonstrated and the public had a chance to judge their merits. The decoration scheme of the booth was in pink and yellow trimmed with blue and the effect was very pretty.

Norka Much in Demand.

Breakfast foods were much in evidence and one of the finest exhibits in this line was that of the Western Milling Company, manufacturers of Norka food. "The cooked oats, ready to serve," is the way in which Norka is described. Oats are regarded as one of the richest of all cereals for the building up of the human system, but heretofore they have usually been put on the market uncooked. In Norka the public have a scientifically cooked food combined with malt, which is a great tonic and aid to digestion. Norka is supposed to be served with cream and sugar, but may be served with fruits, eggs, and in many other ways, so that it is a food which appeals strongly to the variety-loving public. Samples were served at the booth and the tasty dish was very frequently a means of inducing a person to make a purchase. The attention accorded Norka by visitors augurs well for good trade in Montreal.

Other Exhibits Worthy of Note.

There were many other exhibits which were tastefully arranged.

Condensed milk was represented in more than one booth. The Truro Condensed Milk Co. made use of a very pretty stand and opportunity was given to visitors to sample it.

Many excellent lines of toilet soaps were represented in the display of the Atlantic Soap Co. Among the brands shown were Woodbury's Facial Soap, Jergen's Tonka Talpa, Marie Antoinette and Tubero Soaps. Woodbury's Dental Cream was also shown.

Nugget Shoe Polish occupied a unique little booth. This polish is rather out of the staid shoe polish line inasmuch as it is a waterproof polish, as was demonstrated during the weeks of the fair. It has been praised very highly by many of the Old Country trade journals. The company plan to introduce it to the Canadian grocery trade.

A guessing competition was the feature of the exhibit made by James Strachan. A piano was the prize to be awarded to the one coming nearest to guessing the number of loaves used in the exhibit of this firm.

The Standard Chemical Co. had a booth in which were displayed bottles of wood spirits and Columbian spirits. Their charcoal was also displayed.

Business Systems' exhibit attracted a great many business men. Many labor-saving devices were exhibited.

Other firms having exhibits were Jacquin Freres, Rowan Bros., Chas. Gurd, Standard Wafer Co., Quinquina, R. & W. Kerr and Brodie's Silver Polish.

Pure Food Show—Sutcliffe & Bingham, Manchester, Eng. Mr. Bradwell, agent, Montreal.

Pure Food Show—Western Milling Co., Limited, Toronto.

WHAT WAS THE DISTURBANCE?

"Warnock, Belmont Co., Ohio, 5-24.
"Please send me sample copy of Canadian Grocer.
"Yours respectfully."

A post card containing this request was received at the Canadian Grocer office and would be complied with readily enough were that possible.

One is curious to know what took the writer's attention just at the critical moment of writing his name. Could it have been an echo of the Victoria Day celebration in Canada? Perhaps the telephone rang, or the wife called, or the baby fell and cut a tooth. Perhaps a street car left the track and killed a customer, or some one asked him to have a drink. Anyway, the disturbance has lost him the pleasure and profit of a sample copy of The Grocer.

MADE THINGS PLEASANT.

N. J. Legge, of Chaput, Fils & Cie., did a great deal towards making the recent visit of the Ontario Legislature and the press to New Ontario a success during the stay at New Liskeard. This town and Haileybury, further south, are progressing more rapidly than any other centres in Eastern Canada and Mr. Legge has developed a splendid connection with the trade there.

DRAWING THE LINE IN TRADE

Witnesses in Case Against Guild Officers Tell How Goods Were Refused Them at Wholesale Rates

(By Staff Correspondent)

The adjourned police court investigation into the charges of conspiracy in restraint of trade, preferred against seven officers of the Dominion Wholesale Grocers' Guild, was re-opened on May 31 before Magistrate Jelfs at Hamilton. During a day and a half five witnesses were examined. Andrew McLean, of Kingston, and J. H. Curtis, of Port Hope, told how they were refused goods when they could pay cash and buy in large quantities. Both admitted that the retail departments of their businesses were extensive. That was the point Edmund Bristol, for the defence, sought to establish.

Andrew McLean started in business in Kingston fifty odd years ago as a retailer, but for a number of years back had been a wholesaler as well, and it had been his aim to gradually get into the wholesale business on a larger scale, but on account of the difficulty he had had in getting goods, through the guild's influence being brought to bear against him, he said he was restrained in this, although he could always pay cash. He had bought sugar in car lots from Redpath's refinery first in the 60's and continued to do so until 1888, when he was refused. In tobacco his experience had been similar. He once had bought from the manufacturers direct, but there came a time when he could no longer do that. He stated he had never been refused sugar or tobacco until the formation of the Grocers' Guild but after that his difficulties had commenced. Asked by the Crown Attorney if he had ever bought tobacco direct, witness said:

"I always bought direct from Macdonald and other makers."

"Were you eventually refused?"

"Yes, you have a letter there now from Sir William Macdonald stating he could no longer sell me tobacco."

The Crown Attorney read the letter wherein it was stated: "I consider that it is more favorable to the interests of my business as a manufacturer to confine the sale of my goods strictly to the wholesale trade, and think you will see the necessity of this in view of the conditions of trade."

"Were you a wholesaler at that time?"

"I was a rising retailer going into the wholesale business."

"Were your finances good?"

"Yes, I never bought unless I had the money."

"Was there any other reason why the Macdonald Co. should refuse you goods?"

"No. I saw their manager, who told me they were sorry, but in the interests of their business they must refuse to sell to me as they were constantly annoyed by those who did not wish me to get goods."

"Did you see them again?"

"Yes."

"What happened?"

Must Keep the Price.

"They said if I would sell tobacco at the same price as others I could have it."

"Did you get it?"

"Yes, I got it for two years more and was then cut off again. I asked their Kingston agent for a price list, but was refused. After that I did not try to get any more tobacco, but I wrote some personal letters to Sir William Macdonald."

"Did you get any satisfaction?"

"No."

"Did you ever speak to the president personally?"

"Yes. I knew him for years. He said he would like to sell me tobacco but could not as there were sixty against me."

"Sixty what?"

"Sixty wholesalers."

"That settled your tobacco business, did it?"

"No. I saw Sir William again, when he said he would sell me tobacco if I would fix it up with the other fellows."

"What other fellows?"

"The Grocers' Guild and others."

"Let's turn to sugar again. From whom did you buy sugar?"

"From Redpath and others."

"Did there come a time when you were refused?"

"Yes."

"By whom?"

"By Redpath and the St. Lawrence Co. Mr. Labatt, of the St. Lawrence, said 'we are satisfied with your account, but there are sixty others against you to whom we must sell and you are only one. We are trying to make money as well as you.' He told me to see the president of the guild."

"How much sugar could you have bought at that time?"

"From a carload to a train load, and paid cash for it."

"Did you ever attempt to get into the Grocers' Guild?"

"Yes."

"What happened?"

"I could not do it. I was cornered. They found out where I got my supplies and had me cut off."

"How do you know it was the Grocers' Guild prevented you from getting goods?"

"Well, it must have been them, for they would not let me in."

Similar questions were asked about rice. The witness said he was not refused rice, but the price was so high he could not buy it.

Kept Him Down.

"What has been the effect of all this upon your business?" the Crown Attorney asked.

"The effect has been that I have been kept down in trying to become a wholesaler. I am now 74 years of age and still fighting for it. It has kept me from getting to the position I am entitled to. I would have been a wholesaler long before had I not been treated this way."

Letters from the Goldstein Tobacco Co., and the McAlpin Tobacco Co. were also produced as evidence, the substance of which was that on account of objections from other dealers they could not sell him their goods. A letter from the Ontario Sugar Co., of Berlin, said the freight to Kingston would prohibit them from doing business, but intimated that were he a wholesaler they might be open to do business with him.

"Did you tell them you were a wholesaler?"

"Yes, but I did not get the sugar."

Cross-examined by Mr. Bristol, witness said he was a wholesaler and retailer. As he sold to the trade, he was a wholesaler. Mr. Bristol wanted to know if he were not more of a retailer than a wholesaler, but witness maintained he was equally a wholesaler.

"Where did you buy your sugar in 1888?"

"From the refiners."

In those days he had not kept a book, he said, so could not show correspondence with refiners. Asked how he sold tobacco, he said he sold it from two to three cents a pound lower than wholesalers in the guild.

"When you continued to sell at your own price you were refused tobacco?"

"Yes."

"Since 1890 you have had no dealings with the Macdonald Co.?"

"I wrote them, but got no reply."

"Did you see them since you were subpoenaed in this case?"

"Yes."

"Why?"

"I didn't want to come here and went down to see if I could get out of coming to court."

"Did the refiners tell you to come here?"

"No."

"Did you sell sugar below the price the refiners set?"

"I don't think so. There was nothing in it anyway."

"Have you any letters from the sugar people in reference to their refusal to sell?"

"I saw them personally."

"Do you recollect what the difficulties were?"

"Mr. Labatt said the wholesalers were not making enough money and had to raise prices. He said there were sixty wholesalers they sold to and I was only one."

"Have you attempted to buy since then?"

"Yes."

"What happened?"

"Mr. Labatt said he would sell me if the guild were broken up."

"When you say you could not buy sugar, do you mean not at the same price that the wholesalers paid, but that you could at the retailer's price?"

"Yes."

"Then so far as sugar and tobacco were concerned you could buy at the same price as the retailers?"

"Yes."

John Curtis was next called to the stand. He was a wholesale and retail grocer. He was not a member of the guild.

"Are you familiar with the equalized rates on sugar?" the Crown Attorney asked.

"Yes."

"How does it operate in Port Hope?"

Mr. Curtis stated that by the equalized rates the freight to Port Hope was 22 cents per hundred on less than car lots and 15 cents for car lots, as against 15 cents and 9 cents, respectively, to Hamilton. Eastern firms, he said, could not buy sugar except from guild members. If they could, they could have it hauled by the Grand Trunk for 17 cents for less than car lots, and 10 cents for car lots, whereas, through the guild it costs 22 and 15 cents.

"Why do you not get it by the G. T. R.?"

"I could not buy the sugar."

"Why?"

"The guild controls the sale of it."

"Did you ever try to buy it?"

"Yes. I wanted to buy in large quantities for cash, but was refused as I did not belong to the guild."

Equalized Rates System.

"Does the equalized rate affect all points east of Toronto?"

"Yes."

"Do I understand," asked Mr. Bristol, "that if we were in the Grocers' Guild we could get sugar in Hamilton here at a cheaper rate than you in Port Hope can?"

"If you were in the guild you could get it here for four cents."

"Are you sure that is right?"

"Yes. The guild price is 9 cents here for car lots and off that there is 5 cents which brings it to 4 cents."

"What would the same car going to Port Hope cost?"

"Twenty-two cents less 7 cents."

"How does this affect you in Port Hope?"

"I cannot compete against this rate at all."

What effect does it have on prices?"

"It keeps them above what they should be."

"How long have you been in the business?"

"About 20 years."

"Did you ever buy sugar from the refiners?"

"No."

"Did you ever apply?"

"Yes, but their answer was, 'Do you belong to the guild? If not, we cannot sell you.'"

"Did they make any distinction between a wholesaler and a retailer?"

"No, they simply refused to sell me."

"Have you tried them more than once?"

"Yes. I was importing sugar from New York. The refiners sent me samples and I thought perhaps they would sell me, but when I asked them they would not."

"Did you have any trouble with tobacco?"

"When the Empire Tobacco Co. commenced manufacturing, they sold direct to retailers. After awhile I was cut off. I asked why this was and was told they were selling through the guild."

Salt and Starch.

"Were there any other goods you were refused?"

"Yes. Salt and starch."

"Did you get a letter from the Edwardsburg Starch Co. saying that, owing to recent arrangements made, they were unable to ship direct, and were you asked what wholesale house you would prefer to do business with?"

"Yes."

"What did you do about it?"

"I simply had to buck it."

"Had you been in the habit of buying starch direct?"

"Yes."

"Have you been able to do so since?"

"No."

"How about salt?"

"I got a commission of 7 1-2 per cent. for jobbing it, but after the guild was formed they cut off my commission and I had to pay the retail price."

"Did you ever apply for membership to the guild?"

"Yes. When I found that goods were going to cost me so much I called on Perkins, Ince & Co. They sent me to the Board of Trade building, and there I saw the secretary, who sent me to Col. Davidson. When I saw Col. Davidson, he said there was no chance of my getting in."

Blames the Railways.

Mr. Bristol then cross-examined the witness, and in referring to the equalized rates, said: "You have compared east of Toronto rates with west of Toronto rates, but are the conditions of competition not different between the railway companies?" Mr. Bristol's contention was that the difference between freight rates east and west of Toronto was not brought about by the guild, but by the railway companies.

"Were you ever asked if you belonged to the guild?"

"Yes. When I wanted to buy sugar."

By Crown Attorney:

"Was there ever a time when you could not pay cash?"

"No. I always paid cash."

Alfred Powis was called and he stated he was a broker representing, among other companies, the Macdonald Tobacco Co. and the Pacific Selling Co. Asked if he sold to any outside the guild, he said he made no distinction that way.

"Do you canvass those outside the Grocers' Guild?"

"No."

"Why do you only canvass members of the guild?"

"Because my business is with the wholesalers."

"Will you not sell to anyone who will buy?"

"I have never had any instructions to that effect."

"I did not ask you that. Why do you confine your business to the wholesale trade?"

"It has been my practice for 25 or 30 years."

"If Dan Peace here, came in and gave you a large order for tobacco, would you fill it?"

"I would submit it to the house."

"Why?"

"Because he is not a customer."

"Is it not because the Macdonald Co. would not fill the order?"

"Macdonalds sell only to their own customers."

"Are they all members of the guild?"

"I don't know. They do not sell to retailers. It would cause trouble if they sold to a wholesaler and then turned around and sold to his customers also."

"Are you agent for the Acadia sugar refinery?"

"Yes."

"Have you any letters from the Macdonald Co. refusing to sell to those who have given you orders?"

"I may have."

Has no Instructions.

"Have you any instructions from the Acadia sugar people about whom to sell to?"

"No."

"Do you sell to anyone outside the guild?"

"Yes. The Canadian Canners."

"Oh! They are in the conspiracy, too."

"You sell to members of the guild and to manufacturers; do you sell to retailers?"

"No."

"Ever been asked?"

"Yes."

"And you refused?"

"Yes."

"Why?"

"They would not have been filled."

"Have you any instructions not to sell to retailers?"

"No; that is understood."

"Were you instructed to sell only to members of the sugar agreement?"

"I don't think I had any instructions in the matter."

"Had you not instructions not to sell to the Grocers' Wholesale Co., of Hamilton?"

"I don't think so."

"Did Mr. Zealand apply to you to buy sugar?"

"I don't think he ever submitted an order."

"Well, what happened between you and Mr. Zealand?"

"Mr. Zealand suggested that we write to the refinery and ask if his order would be accepted."

"What was the result? Did they say they would not fill the order?"

"The reply did not encourage taking his order."

"As a result you did not ask for Mr. Zealand's order?"

"No."

"Would you take his order?"

"I would submit it to the house."

"What does the Pacific Selling Co. sell?"

"Salmon, among other things."

"Did you sell a quantity to the Grocers' Wholesale Co. in 1904?"

"Yes."

"Was their business satisfactory?"

"Yes."

"Why did you refuse to sell them later?"

"I was so instructed."

"By whom?"

"By the Pacific Selling Co."

Letters were produced which passed between the Pacific Selling Co., Mr. Powis and the Grocers' Wholesale Co., the substance of which was that the Grocers' Wholesale Co. could not buy on account of objections made by other concerns.

"You had instructions to write as you did?" asked the Crown.

"Yes."

"Has Mr. Zealand tried since to do business with you?"

"Not since."

"Did any member of the guild committee see you about this?"

"No."

Would Follow Montreal.

Mr. Powis was then asked to look up any other letters that had a bearing on the case, and bring them after lunch. On taking the stand again he brought with him his letter book and some letters. One letter from the Pacific Selling Co. to Mr. Powis said if the Montreal men were willing to put the Grocers' Wholesale Co. on their list, they, the Pacific Selling Co., would also do so.

Cross-examined by Mr. Bristol, witness said he had never sold to retailers.

"Do you know anything about the wholesale trade complaining that the Pacific Selling Co. were selling direct?"

"No. They did not sell to retailers that I am aware of."

"Were your instructions to sell to wholesalers only?"

"I had no instructions to that effect, but I simply sell to wholesalers."

"Do you make distinctions?"

"Yes."

"Why?"

"If we were to sell wholesalers and then turn around and sell to their customers it would make things disagreeable."

Another Day.

The court then adjourned until Friday morning, when W. J. Graham, a canner from near Owen Sound, was called. When Mr. Graham was put in the box, Mr. Bristol asked leave to make an explanation. E. F. B. Johnston, K.C., he said, was unexpectedly detained from attending the investigation. Crown Attorney Washington was opening up an entirely new phase of the prosecution. It was touching on the canners' combine, and was going into an important and large question. The investigation had a wide significance, for if the Dominion Wholesalers' Guild were guilty, then there was not a banker or any other business man in Canada who was not equally guilty of restraining trade and enhancing prices. The effect of such a finding would be injurious to commerce. In view of Mr. Johnston's absence he asked for an enlargement at the close of the session.

Troubles of a Canner.

To the Crown Attorney, W. H. Graham said he had started business in 1901, his pack consisting of fruits, tomatoes and peas. He was at one time able to sell his stock in the open market, but there came a time when he was unable to do this, when those he called upon were bound by an agreement with the Canadian Canners not to buy from him. Asked what firms refused to buy from him, he named Eby, Blain Co., Perkins, Ince & Co. and others. Regarding the nature of the refusal, witness said he spoke with Mr. Eby, jr., the substance of the conversation being that they were sorry they could not buy his goods on account of his pack being limited, and that they could buy to better advantage by dealing with the Canadian Canners from whom they could get a complete range. Also that they had to buy all their goods this way or lose a discount of 10 per cent. Perkins, Ince & Co. told witness they were tied up so that they could not buy from him. He also had conversation with McLaughlin & Sons, of Owen Sound, along the same lines. They said they must abide by their agreement, and could not buy from him.

"Did you have any difficulty in selling since 1903?"

"Yes. My market has been limited."

"What was the effect of these refusals to buy from you?"

"The effect has been that I have had to confine my business to retailers and my business has been restricted.'

"What are your prospects now?"

"They are not very encouraging, and we have had to reduce our pack. Our 1905 pack we sold at cost."

Would not Sell Retailers.

J. M. Gwin, representing the Hornbury Oatmeal Co., of Buffalo, cereal manufacturers, was the next witness.

"Have you any agreement with the price committee of the Grocers' Guild?" asked the Crown Attorney.

"I do not know of any such committee and have no agreement with the guild."

"Did you see Mr. Beckett about prices?"

"Not any more than anyone else. Our people have insisted upon maintaining prices on all our goods in the interests of peace and harmony. We sell only to wholesalers who guarantee that the retail price will be maintained. That is the only agreement we have, and that is the agreement we have with everyone with whom we do business. I have talked that to everyone, not only to Mr. Beckett. That is my business."

"Do you sell to the retail trade?"

"No. We take their orders through the wholesalers and do not bill them."

"Then I could not buy your goods?"

"No, sir."

"Is there any agreement with the wholesalers to fix prices?"

"We insist upon them maintaining prices."

Considerable questioning along this

line was done by the Crown Attorney, but the witness maintained that they had no special agreement. They had only their general agreement with all with whom they did business, not to sell below the regular price.

The question of not selling goods to W. H. Merriman & Co., St. Catharines, came up, but the witness said that in some places they sold only to one firm, and they reserved the right to say to whom they would sell.

"Did any person request you not to sell to Merriman?"

"No."

"Did Mr. Beckett see you about Merriman?"

"No."

"Did anyone ask you not to sell to them?"

"Yes. Mr. Parnell, of Ross & Parnell."

"Did you ever fill an order from the Grocers' Wholesale Co., of Hamilton?"

"No."

"Will you sell them goods?"

"No."

"Why?"

"I understand they are a combination of retail grocers and we will not sell to retailers."

Heard They Were Retailers.

"Did any person in Hamilton tell you not to do business with the Grocers' Wholesale Co.?"

"They asked me if I would sell to them; they did not tell me not to. I was informed that the Grocers' Wholesale Co. were a combination of retailers. Several houses to whom I sold goods told me this and upon information which I got to this effect I refused orders from the Grocers' Wholesale Co."

"Did Mr. Beckett tell you that if you did business with the Grocers' Wholesale Co. you could not do business with the wholesale grocers here?"

"No."

The point the Crown wished to establish was that by agreement with the guild he was unable to sell to the Grocers' Wholesale Co., or any other company out of the guild, but the witness held that his only reason for refusing to sell to some firms was that they would not sell to retailers direct, either individually or collectively.

Mr. Bristol moved for an adjournment until June 25, owing to the importance of the case and the necessity for E. F. B. Johnston being present. Crown Attorney Washington was averse to further postponement, but it was agreed that all parties should be ready to go on with the case by the 25th inst., and the court adjourned.

Holyoke & Brown, grocers, of Woodstock, N.B., have been burned out but are insured.

QUEBEC GROCERS IN CONVENTION

Desire More Latitude for Trade Organization—Favor the Price Contract Plan

In connection with the Montreal Pure Food Fair, there was held the first annual convention of the grocers' section of the Retail Merchants' Association of the Province of Quebec. Four sessions were held beginning May 23 in the rooms of the Retail Grocers' Association, 270 St. Catherine street east. P. Daoust, president, was in the chair and extended a welcome to the visiting grocers on behalf of the Montreal trade. J. A. Beaudry, secretary of the association, also welcomed the delegates and spoke of the work mapped out for them. Messrs. Carignan, Trempe and Chevalier, of Three Rivers, Sorel and Joliette, made replies.

Mr. Moyer, of Toronto, who was present, was asked to address the meeting. Referring to a convention he had attended in the States some time ago, he spoke of the unanimity of purpose of the eight hundred grocers in attendance. All were working for the general good. There were no selfish aims. Grocers' associations in Canada were now working in the same manner and were at every meeting discussing with benefit to the members, questions of great interest. Mr. Moyer spoke of the necessity of the the retail grocery store to the public, and of the dependence of the retail merchant upon the jobber and of the jobber's dependence upon the manufacturer. The three should work together, he continued, for the common good.

Better Understanding.

At the recent guild meeting of the wholesale grocery trade the retailers had explained how they were trying to work in unison with the wholesalers, and a better understanding now existed. It was to be hoped that this state of affairs would continue and improve. At present there was a law rendering it illegal for retailers to make an agreement with a wholesaler as to prices. This law should be amended. Mention was made of the benefits of the contract plan. Mr. Moyer closed his address with a reference to the relief experienced by the trade through the wiping out of the trading stamp nuisance.

Officers were elected as follows: President, P. Daoust; vice-presidents, J. A. Chabot, J. G. Chevalier; treasurer, U. Carignan; secretary, J. A. Beaudry.

Resolutions Carried.

The following resolutions were adopted after being favorably reported upon by a committee composed of the newly-elected officers:

Favoring an amendment of the criminal code to permit retailers, wholesalers and manufacturers to enter into price contracts.

Against handling goods which manufacturers persist in selling to price cutters.

In favor of the appointment of municipal fruit inspectors to operate under the direction of officers of the Dominion Fruit Inspection Act.

In favor of trade organization as follows:

"That it is the opinion of this meeting that the selling of merchandise, either wholesale or retail, is one of the most important features of commerce, and we believe that through lack of proper organization in the past, trade has become so degenerated and confused that it is difficult to do business legitimately; and to improve this unfortunate condition of affairs we believe that it is in the best interests of the trade and commerce in Canada, as well as in he best interests of the consuming public, to have a standing committee of three or more members appointed by the manufacturers, wholesalers and the retailers so that they may consult together and endeavor to enter into fair agreements among themselves as to what would bring about the best results to remedy present conditions both for themselves as well as for the general public, and recognizing this, we hereby appoint Messrs. P. Daoust, L. O. D'Argencourt and J. A. Beaudry a standing committee with power to confer with the manufacturers, the wholesalers, and the producers on all matters pertaining to trade improvements."

Favoring the price contract plan of handling goods.

Favoring the principle of the one-price system.

Two other resolutions were discussed relating to the injury to the retail trade by wholesale houses selling to hotels, etc. They were reported against by the committee and were finally laid on the table.

Wholesalers Did Not Attend.

In the afternoon a meeting was held in the Victoria Rink. Originally it was intended that the association should meet and confer with a delegation of wholesalers, but the latter were prevented from being present through unforeseen circumstances.

A. McGill, of the Dominion Inland Revenue Department, Ottawa, then gave a lecture, a more detailed report of which will be found elsewhere in this issue.

Mr. McGill was to have given another lecture, but it was impossible to arrange it to suit the convenience of the grocers, who were kept very busy on account of the two feast days which occurred that

week. After a final visit to the fair in the evening, the grocers left for their homes. Among those present were: J. G. Chevalier, Joliette; U. Carignan, Three Rivers; J. L. Durand, Three Rivers; M. Moyer, Toronto; A. C. Trempe, Sorel; J. A. Chabot, Quebec; P. C. Lemoine, Sorel; Thos. Pleau, J. A. Labonte, A. Bergeron, N. Chartrand, J. A. Maynard, P. Daoust, Montreal.

A MILLION NEARLY LOST.

Steamer Wacondah Causes Trouble—Freights and Charters.

From reports received, the shipping business during the past week has been better than for some little time back. Good loads have been shipped to various destinations and the export trade generally is in a healthy condition.

There seems to be a better shipping business in butter and cheese also, although export lots in either are not very numerous. Meats are moving but fairly well. The scarcity of hogs curtails the export shipments.

A good business is being done in flour and several large shipments have been made to England and Scotland. South Africa is also a point of destination for flour cargoes.

One day last week the small steamer Garnet, loaded with butter and cheese bound for Ottawa River ports, ran into the bridge over the Lachine Canal at Shearer street, Montreal. Very little damage was done to the vessel and the cargo was not injured. Shortly afterwards the boat moored in Montreal.

Allan liner Sicilian cleared for Glasgow on May 28, carrying a general cargo.

Ionian, of the same line, cleared on May 31 with a general cargo, including wheat and foodstuffs, bound for Liverpool.

On the same day the Lakonia, of the Donaldson line, left for Glasgow with cattle and a general cargo.

On a trip to Quebec the R. & O. steamer Montreal broke her steam stearing gear. The damage was not great.

The Nyassa, with a cargo of sugar from the West Indies for the St. Lawrence sugar refinery, came into port May 30.

The ocean record between Moville and Rimouski was broken by the Allan liner Virginian, which arrived at Rimouski May 31. She made the fastest passage in the history of the St. Lawrence route, the time being five days, twenty hours and forty minutes. This is eight hours better time than the previous record, which was held by the same boat. The Virginian arrived in Montreal on the afternoon of June 1.

A very serious shipping disaster was narrowly averted in Montreal the afternoon of May 31. Lock No. 2 of the Lachine Canal was carried away by the grain steamer Wacondah, which entered the lock from the harbor. It was the intention of this boat to continue up stream, but she was under such headway that she carried away the upper gates. The water began to rush out and the force of such a volume drew up by suction a stop gate lying at the bottom of the canal, just in front of the lock. This shut off the water and prevented a loss to the shipping trade which is estimated at one million dollars. The Wacondah was not much damaged. The injury to the canal will not amount to more than a couple of thousand dollars.

VETERAN TRAVELER PASSES.

N. H. Geary, of Ewing & Sons, Montreal, After Long Illness.

Travelers are but human, and the grim reaper's relentless scythe mows down "the boys" as regardlessly as it does the employers. Last week the sickle fell on a Montreal traveler, and N. H. Geary joined the majority.

The Late N. H. Geary.

The late Mr. Geary was one of the old school of salesmen, conscientious, hard-working, a six-day-a-week traveler, who made his employers' interests his own, and whose uniform kindness, courtesy and fine manner made him a welcome visitor with his customers. An unkind and disparaging word of a competitor is not on record against him, and he had only time to do his own business. For over twenty-five years he was connected with the firm of S. H. Ewing & Sons and the interests associated with the changes in that company, and during all that time his employers found him trustworthy, faithful and conscientiously scrupulous in all his work. As a member of the company expressed himself to The Grocer:

"Mr. Geary was always a true gentleman and an admirable character in every way and during his long connection with our house gave the most faithful services possible. I cannot voice adequately the regret we felt when illness compelled him to leave the road."

Some twenty months ago Mr. Geary was forced through an attack of Bright's disease to quit traveling, and it speaks highly of the firm's appreciation of his services to record that his pay went on just the same. The territory covered by the late Mr. Geary was the Province of Quebec, with occasional trips through Ontario as far as Toronto. Of French-Irish descent, he was conversant with both English and French.

The funeral, which took place on Friday, June 1, was held from St. Jacques Church, St. Denis street, to Cote des Neiges Cemetery, and was largely attended. Mr. Geary was one of the oldest members of the Dominion Commercial Travelers' Association and of the Commercial Travelers' Mutual Benefit Society.

ZIL COMPANY IN LIQUIDATION.

Judge Curran, of the Superior Court, Montreal, has issued a winding-up order for the placing in liquidation of the Zil Company of Canada. Liabilities are estimated at $1,000. This firm has been carrying on business as a soap manufacturing house. Samuel Duncan, manager of the company, demanded the winding-up order. He declared the firm was insolvent and consequently unable to pay its debts. In his petition he also requested that the proceedings taken against the company by Cannac Marquis, who obtained from the court an order to seize the goods and chattels of the company as security for a debt, be suspended, which was granted. It was also asked that the proceedings taken by one Guertin, who had taken action to obtain $197, be suspended, which request was granted.

TO AID SPRING HORSE SHOWS.

At the recent session of the Ontario Legislature, special votes were made in the interest of horse breeding. Minister Monteith has decided that $1,000 of the money voted shall be set aside to assist Spring stallion shows.

Detailed rules governing the distribution of the grant will be sent upon application. The grants will be divided immediately after June 15.

JOINT REVELRY.

Brantford and Hamilton grocers and butchers are arranging for their annual joint picnic at Niagara Falls. The Dufferin Rifles' band has been secured.

GLUCOSE AS A FOODSTUFF

The Chemist's Exactness — Corn Sugar held to be Wholesome by Experts Who Should Know.

When a chemist says an article is adulterated he may or may not mean what ordinarily the word would be intended to convey. Chemists are very exact people. The hundredth part of a hair's breadth may upset their whole calculation; and so they acquire a habit of mind which is not appreciated by ordinary mortals who read as they run.

For instance, a chemist takes down his dictionary and finds the definition for jam, old-fashioned, kitchen-made jam, "a conserve of fruits boiled with sugar and water." To the exact mind of the chemist, anything outside the narrow limits of that definition is either not jam or is adulterated.

Is that quite fair in this age of progress, progress even in the meaning of words? This may begin to look like an agrument. It is merely a warning against giving the free and easy, popular interpretation to the exact and closely defined statements of chemists, especially in the matter of adulteration. The popular idea of adulteration is the inclusion of some harmful or nasty ingredient; the chemist's idea is the inclusion of anything not named in the definition.

Most Misunderstood.

Probably the greatest sufferer from this free exchange of popular and chemical concepts is glucose, or corn sugar.

Glucose derives its name from "glukus," a Greek word meaning sweet. It is a liquid substance obtained from corn, sometimes called "cereal syrup," which in solid state is known as grape sugar, or "cereal sugar." In Europe it is chiefly made from potato starch. Men noted nature's process of changing the starch stored in the cells of plants into different forms of sugar. In the case of cane sugar (sucrose) they knew that the plant absorbs carbonic acid from the air; other acids from the soil; and by the aid of the sun's heat a chemical process is evolved that puts into the sugar plant sucrose or cane sugar, and into fruits and vegetables, fruit sugar, which is found more plentifully in the grape than in any other fruit.

The Chemist an Imitator.

"The chemist seeks to obtain sugar from starch by a somewhat analogous process and one similar to that carried on in the human system during the process of digestion when starch is changed into sugar. Cane sugar and fruit sugar as they exist in cane and fruits are natural products, but whether nature's order of combining the various articles composing the fruit sugar as found in fruits is the same order as the order of combination followed by the chemist in making sugar from starch is a puzzling and debatable question.

A Little More Water.

In the laboratory of nature the starch or gum ($C_6 H_{10} O_5$) which is formed in the plant is treated by carbonic acid taken from the air and by other acids absorbed from the soil and carried into the plant by the sap, and through the action of light and heat is changed into cane sugar (sucrose) $C_{12} H_{22} O_{11}$.

Art or chemistry takes starch from corn (maize), treats it with hydrochloric or other acid which is neutralized or removed by alkali, the resultant product being glucose $C_6 H_{12} O_6$, differing in its constituent elements from cane sugar in that it contains one more equivalent of water. If to $C_{12} H_{22} O_{11}$ (cane sugar) is added $H_2 O$ one equivalent of water, it becomes $C_{12} H_{24} O_{12}$, equal to twice $C_6 H_{12} O_6$, which is glucose.

"It remains," said a prominent manufacturer of glucose, "for some one to discover means for eliminating from glucose the one equivalent of water; and, that found, chemistry can make from starch an article the chemical formula for which is exactly like that of cane sugar. And somebody will some day stumble over the method."

About Its Wholesomeness.

As to the wholesomeness of glucose, Government Analyst A. McGill vouched for it in his address before the grocers in convention in Montreal, reported in another column. It was declared wholesome by the U. S. Government experts as far back as 1884 and their statement then could, because of improvements in the method of manufacture, be made with much more emphasis now. They said:

"The starch sugar thus made and sent into commerce is of exceptional purity and uniformity of composition and contains no injurious substance. Though at best having only about two-thirds the sweeting power of cane sugar, yet starch sugar is in no way inferior to cane sugar in healthfulness, there being no evidence before the committee that maize starch sugar, either in its normal condition or fermented, has any deleterious effect upon the system even when taken in large quantities."

Another Expert.

Dr. Wiley, chief chemist of the U.S. Department of Agriculture, said to a Senate committee. "I have had occasion to make careful examinations of almost every variety of food that has ever been exposed upon our markets for sale. In my opinion glucose is not deleterious to health. It is wholesome, somewhat sweet, readily digested. I have always found, from the time I first begun to investigate food products, that the series of foods known as glucose or grape sugar, when properly made, are valuable food material and not injurious."

The production of glucose in the United States alone is over 200,000,000 lbs. a year.

PELEG HOWLAND DOUBTFUL.

Talks of Board of Trade and City Council Co-operation.

The suggestion of joint conferences of members of boards of trade and civic representatives to discuss matters of commercial and municipal importance, dealt with in two former issues, is meeting generally with approval. The Toronto Board of Trade is evidencing a revival of interest in municipal affairs, and its work reflects credit on its executive, and particularly on the president, Peleg Howland, who has given more than usual energy and time to it.

As to the advisability of forming a permanent joint committee composed of members of the Toronto Board of Trade and the city council, Mr. Howland when seen by a Canadian Grocer representative did not care to commit himself to an approval of the idea until it had been shown to be practical.

"The question in my mind," said Mr. Howland, "is, what virtue would there be in such a committee if it had no executive power? We already have an arrangement whereby we confer with the city council and offer and receive suggestions on such matters as the proposed Yonge street bridge, the city sewerage and other questions, but I hardly see that a permanent committee would make any difference in dealing with them. I am thoroughly in accord, however, with every movement that will bring representative bodies together on public issues affecting the general welfare of our city. Personally I am in favor of a continuance of our present plan of working independently, but conferring from time to time as necessity requires. We are not elected by the ratepayers, and therefore have no legislative power, except of course indirectly, where we have representatives on the harbor commission and other boards, and I am not sure that a joint committee could do any more than is at present done as a result of our conferences. However, the board of trade is always ready to lend itself to any movement that will help along our city's growth and prosperity."

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Maclure & Langley, Toronto.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms and Brushes.
Woods. Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cans, Tin.
Acme Can Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Benedict, F. L., Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Maclure & Lang ey, Toronto.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
Stewart Co., Toronto.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Cordials.
Batger's, Rose & Laflamme, Montreal.
Montserrat Lime Juice, Montreal.

Crockery, Glassware and Pottery.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
Star Egg Carrier and Tray Mfg. Co., Rochester N.Y.

Financial Institutions & Insurance
Bradstreet Co.

Fish
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist. Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Hall, R. C., & Co., London, Eng.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Flagg, G. A., Winona, Ont.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist. Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
Greig, Robert, Co., Toronto.
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Nicholson & Brock, Toronto.
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Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
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Goodwillie's—Rose & Laflamme, Montreal
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Upton, Thos., & Co., Hamilton.

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Carrier, P. W., Quebec.
Cheyne, John A., Winnipeg, Man.
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Dunn, Wm. H., Montreal and Toronto.
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Hughes, A. J., Montreal.
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Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Wiunipeg.
Tees & Persse, Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Western Cartage Co., Calgary, Alta.
Wiseman, R. B., & Co., Winnipeg.

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Improved Match Co., Montreal.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

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Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

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Allison Coupon Co., Indianapolis, Ind.

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Gillard's Pickles, London, Eng.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's— Rose & Laflamme, Montreal.
Purnell, Webb & Co., Bristol, Eng.
Suaut Co.
Sutton, G. F., Sons & Co., London, Eng
Taylor & Pringle, Owen Sound, Ont.

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Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
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Morse Bros., Canton, Mass.

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Fabien, C. P., Montreal.
Hanson, J. H., Montreal.

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Gray, Young & Sparling, Wingham, Ont.
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Yeast.
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NEW ADVERTISEMENTS.

Flagg, G. A., Winona, Ont.
Lakeside Canning Co., Wellington, Ont.

BOARDS OF TRADE AND CIVICS.

President Peleg Howland, of the Toronto Board of Trade, in an interview with a Canadian Grocer reporter which appears elsewhere in this issue, while endorsing the idea of board of trade activity in municipal affairs, rather doubts the advisability of the Halifax plan, a joint committee of council and the board with the mayor as chairman. Mr. Howland may be right. The thing is to bring the aggregate business wisdom and acumen as represented by the boards of trade to bear upon municipal affairs.

The Halifax plan has the advantage of being systematic and there's a good deal to be said for pegging away at it. The revival of civic interest in the Toronto board is very gratifying, but during the past ten years the board has not much to its credit municipally. A standing committee avoids the necessity for someone exerting himself to bring the matter up every time a new municipal question comes to the front, or, what oftener happens, an old one is revived.

BRITAIN THE INVESTOR.

"A most tenacious superstition" is the descriptive synonym of the New York Journal of Commerce for "the balance of trade delusion." It was stirred to this pitch of literary indignation by a U. S. Government statistical bulletin pointing out that while Great Britain's average monthly exports were $143,574,000 and imports $241,330,000, the United States exports were $147,208,000 and imports $101,506,000. The inference was a scream from the stripe-panted eagle because of the U. S. preferred position on the "balance of trade" theory. How does it happen, the Journal asks, that Great Britain is not impoverished by having to pay for imports nearly a hundred million dollars a month in something other than exports? How does Great Britain hold the first financial position among the nations and draw gold to herself whenever she needs it? What makes London still the commercial clearing house of the world?

These are posers for which the Journal has one answer, which is that Great Britain's excess of imports over exports represents the proceeds of British capital an enterprise abroad. The answer is exemplified thus:

"The British are mining in Africa and South America; they are practically by their investments operating plantations, mills and transportation systems in various parts of the world; they are building and constructing for others; they are carrying merchandise over seas, insuring cargoes and other property, and conducting banking and exchange the world over, besides loaning to all borrowers with good credit and some without it. The United Kingdom of Great Britain and Ireland, while not making the best use of its own resources on account of considerable monopolizing of land, is gathering tribute by its capital and energy and its business skill from the ends of the earth, and bringing treasures home by peaceful commerce. Thereby it is enriching the nation and not impoverishing it, adding to its prosperity a measure that could not be derived from its own soil and its home industries."

THE PORK PACKER.

Upton Sinclair wrote a novel portraying the horrors of the Chicago packing houses. President Roosevelt said to himself, "This man's a muck-raker" and sent a commission from the Bureau of Animal Industry to investigate. The report made him want to know more and he sent Chas. P. Neill, of another department of the service, and J. B. Reynolds, of New York, two expert investigators, to get the facts. Their report set the heather afire. Senator Beveridge introduced an act to provide for inspection from the hoof to the can. The packers got busy and were warned that if they didn't keep away the official investigators the report would be published. On the other hand there came a demand for the report on the ground that it was even more important to arouse the people than to secure legislation. The report came on Monday and it looks as if both objects would be attained.

Of a surety the British consumer is roused. One naturally says, this is the Canadian packer's chance. The trouble is, the Canadian packer can't supply the present British demand for his product. The hogs are not to be had. But the Canadian product should benefit by securing a much better relative position in regard to the American product on the English market. A visit to the largest packing house in the country convinced The Canadian Grocer representative that Chicago methods are not followed here. The packing house, while not a model or the realization of an ideal, is sanitary; consideration is shown for the comfort and welfare of the employes, and success is based on the excellence of the product.

At present the Government's only part in the industry is to educate the farmer to raise better hogs. Is that a safe position? In the interest of the

farmer, the honest and ambitious packer and the consumer, shouldn't the Government exercise strict supervision? It is a question. The American supervision, instituted as an escape from the Spanish-American war "embalmed beef" scandal, has proven but a cloak for worse evils. Is it wiser to let the industry succeed upon its merits? Considering all conditions, efficient Government supervision would probably be the better course.

THE SAME OLD STORY.

The annual question of the adulteration of maple syrup and sugar is again before the public. In Parliament the other day Mr. Boyer, member for Vaudreuil, moved that energetic measures be taken at once to prevent the adulteration of maple syrup and sugar which is now being carried on to such a large extent, to the detriment of farmers who produce the natural syrup.

This is a timely motion and it is to be hoped that something will be done at once to enforce the law in this regard. For years the public have borne with the adulterated products, almost without complaint, and in consequence, those engaged in the manufacture of the spurious article are becoming bolder and bolder each season. If this adulteration continues, the day of the pure maple syrup and sugar will soon be over. Indeed, the pure products are almost things of the past now. Mr. Boyer declares that not more than nineteen per cent. of the maple syrup on the market to-day is the pure, unadulterated product. In this respect we are but little better than the republic to the south of us, where only ten per cent. of the syrup offered for sale is pure.

But surely, when the facilities for the production of pure maple products of both countries are compared, it will be apparent at once that Canada should be able to show a greater quantity of pure maple syrup. This will never be, however, until the Government takes steps to make more effective the law for the prevention of the adulteration of maple syrup and sugar. As it is, the concoctions adulterated by glucose and white cane sugar and flavored with common extracts and hickory bark, are put on the market at prices with which the producer of the pure article cannot possibly compete.

It is in the interest of every grocer, of every citizen, to have this adulteration stopped. The grocer will suffer through loss of trade in maple products, for eventually the public will refuse to be imposed upon. It is to be hoped that the Government will attend to this matter immediately ; if something is not at once done, the fast fading reputation which Canada at one time possessed for the production of pure maple products will soon be a thing of the past, and one of the finest industries open for development will be killed, for certain it is that if the manufacturers of impure goods are allowed to go on unmolested much longer, it will be next to an impossibility to revive trade in pure maple syrup and sugar.

LET THE FARMER TRY.

Because of the high and advancing prices on pork products in the English markets the Manchester, Salford and District Grocers' Guild has issued a circular announcing the necessity for an additional advance and urging consumers to meet the situation by lessening consumption. The Canadian farmer could do a great deal better for them than that by raising more hogs and increasing the supply.

TEA OF THE EMPIRE.

The world's consumption of British-grown tea last year was less by eleven million pounds than production. These figures show the export from countries of production and the total consumption :

	Export	Consump'on
1900	334,113,050	314,097,698
1901	327,138,679	334,662,954
1902	329,112,682	342,005,070
1903	354,488,547	349,454,004
1904	371,532,245	366,787,360
1905	381,918,106	370,800,597

In 1900 there was a surplus of 20 million pounds. During the next two years there were deficits of seven and twelve million pounds each. In 1903-04 and last year there were surpluses of five, four and eleven million pounds, respectively.

An interesting detail of the figures, which are supplied by Gow, Wilson & Stanton, London, is that while the importations to London increased slightly the direct shipments to foreign countries increased markedly. Allowing a million pounds for ship's stores, these are the figures :

	United Kingdom	Other Countries
1900	230,495,035	82,702,663
1901	238,875,254	94,877,700
1902	234,268,715	106,736,355
1903	229,273,614	119,180,390
1904	234,503,103	131,284,257
1905	239,916,347	129,884,250

WESTERN BOARD OF TRADE CONVENTION.

All the indications point to a very successful convention when the representative business men of the west meet in Edmonton on the 13th and 14th of the month at the sessions of the Western business men's parliament, the Associated Boards of Trade of Western Canada. While this organization is confined in its membership to the boards of trade of the two Provinces of Alberta and Saskatchewan, representatives of leading boards of trade in Manitoba and British Columbia are invited to attend, thus making the gathering representative of the business interests of all Western Canada. One or two representatives of the Winnipeg Board of Trade will attend the convention.

This is the third convention of the Western Boards of Trade, the organization dating its existence from a meeting in Calgary in 1904. The convention in Regina last year was largely attended and its resolutions carried great weight because of its personnel and the serious fashion in which western business problems were discussed. This year all resolutions have to be in the hands of the secretary some time in advance of the convention and all delegates are being notified of the subjects to be discussed.

Realizing the importance of this gathering of western business men, this paper purposes publishing, as last year, a full report of the discussions and of the resolutions adopted.

THE WORCESTER SAUCE CASE.

As the article in last week's Grocer is liable to misinterpretation the trade should note that the courts held that Holbrook's Limited were entitled to use the words "Holbrook's Genuine Worcestershire Sauce."

NO SCANDAL IN CANADA

Brief Comparison of Packing House Conditions in Chicago and Here

Are Chicago packing house methods and conditions duplicated or even approached in Canada? Since the nauseating disclosures were made under the strenuous auspices of President Roosevelt, there has not been time to prosecute a thorough investigation, but the representative of the Canadian Grocer spent four hours on Tuesday inspecting the Toronto packing house of the Wm. Davies Co., the largest producers of hog products in the British Empire. If that packing house could be turned inside out and exhibited to the view of the United Kingdom it would be the best possible assurance to the British consumers that American uncleanness is foreign to the Canadian packing business. That can't be done here, and for the present some comparisons must suffice.

The charges against the American industry fall under three heads—the corruption and inefficiency of Government inspection, the unsanitary condition of the pacving houses and degradation of employes, and the use of putrid meat in the canned goods and prepared meat department.

The Official Statement.

The partial report by the President's commissioners sent to congress on Monday, deals principally with the second indictment. Following is a brief summary of the findings of Messrs. Reynolds and Neill:

"The yards are mostly paved with brick, laid with deep grooves between, which inevitably fill with manure and refuse. Such pavement cannot be properly cleaned and is slimy and malodorous when wet, yielding clouds of ill-smelling dust when dry.

"The interior of most buildings is of wood, and where water is used freely the floors are soaked and slimy.

"Workrooms are poorly lighted, in most of them artificial light being always needed. Many inside rooms where food is prepared are without windows, and may be described as vaults.

"Systematic ventilation was not found anywhere. In a few cases electric fans were used, but usually the workers toil without relief in a humid atmosphere heavy with the odors of rotten wood, decayed meats, stinking offal and entrails.

The Work Tables.

"The work tables upon which meat is handled, meat racks and meat conveyors, are of wood, in nearly all cases inadequately cleaned, and grease and meat scraps were found adhering to them, even after being washed and returned to service.

"Sanitary conveniences for both men and women are made by cutting off a section of the workroom by a thin wooden partition, rising to within a few feet of the ceiling, usually without proper ventilation. These rooms are sometimes used as cloak rooms, and often lunch rooms similarly constructed adjoin the privies.

"The worst feature of all was the frequent absence of washing sinks, soap, towels and toilet paper.

"New buildings have the same defects as old ones.

"The handling of meats for prepared food products is filthy and apparently without any pretentions to cleanliness. The men's clothes and aprons are unspeakably dirty, and no attempt is made to keep the meat from contact with them.

"Old canned meats are heated to liven them up and re-labeled, labels bearing the statement that the contents have been 'Government inspected.'

"The unsanitary conditions in which the laborers work and the feverish pace which they are forced to maintain inevitably affect their health. Physicians state that tuberculosis is disproportionately prevalent in the stock yards, and the victims of this disease expectorate on the spongy wooden floors of the dark workrooms, from which falling scraps of meat are later shoveled up to be converted into food products.

"Toilet rooms open directly into workrooms, and those for men and women frequently adjoin.

"Rest rooms for women were rare exceptions.

"No meal time provision is made for the men. In Summer their lunches are eaten on the street; in Winter or bad weather in the workrooms.

"The neglect on the part of their employers to recognize or provide for the requirements of cleanliness and decency of the employes must have an influence that cannot be exaggerated in lowering the morals and discouraging cleanliness on the part of the workers employed in the packing houses."

The Canadian Factory.

Consider now the Canadian packing house visited by the representative of The Canadian Grocer. The condition of the plant and treatment of employes stand out in the most vivid contrast to the above recital of wrongs. Following the same order, the yards are constructed of wood, with wooden floors and roofed and well drained. After a pen is emptied it is always cleaned before it is re-filled.

The interior of the packing house is fitted with wood, but every department is cleaned after the day's work, and at least once a week there is a thorough going over. The killing pen is floored and walled with concrete, and after each day's work a few minutes' hosing removes all marks of the slaughter.

Ventilated and Lighted.

Every workroom in the building is thoroughly ventilated, and all except the curing cellars and some of the cold storage rooms and pantries, are well lighted by windows. The apartment where the killing and dressing go on is not an appetizing place, but it is very light and airy. No one could slip into the grease and lard tanks because they are covered, having a hole just large enough to admit material.

The adjoining room where the hogs tarry for a natural cooling and sorting and cutting is done, is a very large, bright and airy apartment, with clean sawdust on the floors and whitewashed upperworks. In cleanliness it would compare favorably with the best butcher shops in the city.

The meat tables and carriers in the primary stages are of wood, but thoroughly scoured. In the sausage and pie rooms the tables are marble topped.

Treatment of Employes.

The two systems contrast even more strongly in regard to the treatment of employes. At the Toronto plant there has been erected, solely for the use of the men, a large three-storey brick building. On the ground floor are bicycle racks and modern lavatories, with soap, towels, and all conveniences. The next floor, comprising one big room, is furnished with tables and benches. It is the lunchroom for non-smokers. The room above is similarly fitted with the addition of spitoons for smokers. In these rooms the men leave their lunches in the morning, knowing they are perfectly safe. An old pensioner of the firm is employed constantly as caretaker, and at noon he supplies the men with tea or coffee. There are comparatively few women employes, but the few there are are provided for.

Substantial Bonus.

The company appropriates each year a bonus in which each employe of six months' or over participates. To benefit to the full extent an employe must be in the service two years. A foreman of one of the departments has paid for his house with his annual bonuses. It is only fair to state in passing that throughout the factory the employes are a superior type of working man. There is a well-equipped fire station, with three nicely decorated and furnished bedrooms. The members of the fire company get their rooms free and an extra dollar a week. In one of the rooms was a book shelf with a Bible and a score or more standard works of fiction—not a trashy one among them. That illustrates as well as anything could the type of man.

So much for the comparison.

There is no Government inspection of slaughtered animals in Canada beyond the casual municipal inspection in the larger places. The manager of the Davies Co., Dr. Smale, speaking to The Canadian Grocer representative, said they did not believe there was any cholera or trachinae among Canadian hogs. The rule they worked by was that what was not good enough for their own tables was not good enough to sell, and the assistant manager, Mr. Van Beaver, who accompanied The Canadian Grocer representative through the factory, declared he would eat anything turned out by the company except fertilizer.

Dr. Smale stated that he considered their packing house a fair average of what was to be found in Canada.

ANOTHER CO-OPERATIVE FAKE.

Arthur Smith, of Hillcrest Farm, Beachville, Ont., has been arrested on a charge of obtaining money under false pretences. His arrest discloses that the First National Co-operative Society of Woodstock have been advertising the sale of every edible and article of wearing apparel at cost. Inquiries led to Smith's arrest. No such company or office could be found in Woodstock, and an examination of the Beachville property showed no sign of the advertised goods. Farmers were taken in by the scheme in large numbers, but are averse to taking any part in the prosecution.

MARKETS AND MARKET NOTES

Quebec Markets.

Montreal, June 7, 1906.

A very good general trade has been transacted by grocery houses during the past week. Orders from the country districts have been fairly large in most cases, while the city business has been good. There has been nothing to distinguish the situation in groceries during the week. In fact, as far as prices go there have been no alterations in any line. Sugar is steady under the recent advance, but business transacted has not been of very large volume. Canned goods are unchanged. Dealers are expecting to receive quotations on California canned goods at any time. Japan teas occupy the attention of the trade at present. Reports from the primary market continue encouraging. Prices on teas of the better grades have been advanced one cent. Quotations on cheaper teas have not yet been received. It is thought, however, that these will sell at about the same figure as last year, although some reports received from the Orient would indicate that they will be a trifle cheaper. Molasses is unchanged. What business is passing is of the hand-to-mouth character. Advices from California are to the effect that fruit merchants there have refused to book orders for the smaller sizes in prunes. Larger sizes are at a premium. It is now stated that the apricot crop this season will be the shortest on record. Nothing new has occurred in coffee or spices. Evaporated apples are still very high and stocks are limited.

CANNED GOODS—Canned goods are moving along smoothly. The market presents no new features this week. Very good orders are being booked by wholesale houses. What business is being transacted is mostly in lines required for immediate use. Quotations are unchanged. Tomatoes are still selling very well, but there is no extra demand. Dealers are daily expecting quotations on California canned fruits. Some have already received prices on California asparagus. Reports from the coast state that the outlook for peaches, plums and pears is bright, which will insure a good supply as far as California goods are concerned.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pineapples—		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 62½	0 60
2's, early June (No. 3)	0 70	0 67½
2's, sweet wrinked (No. 2)	0 82½	0 80
2's, extra fine sifted (No. 1)	1 22½	1 20
Pumpkins—		
3-lb. tins		0 80
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz		1 30
Gallon tins, per doz		3 02½

FISH

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		0 95
½-lb. " less than 5 cases, "		0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.		1 20
Canadian kippered herring, 4 doz. ovals, per doz.		1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz		1 00
Canadian plain herring, per doz		1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

SUGAR—Sugar presents no new features this week. Since the last advance recorded, the market has remained practically unchanged. At present it is about steady. Some houses report very good business, while others state that a quiet prevails, very few orders coming to hand. Taken all round, however, there seems to be a very fair business moving. Summer trade has not yet commenced, but the trade is looking forward to a good season.

Granulated, bbls.	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, barrels	4 65
" " half-barrels	4 75
" " boxes, 100 lbs	4 65
" " boxes, 50 lbs.	4 75
Extra ground, bbls.	4 50
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Phoenix	3 95
Bright coffee	3 90
" yellow	3 85
No. 3 yellow	3 80
No. 2 "	3 70
No. 1 " bbls.	3 60
No. 1 " bags	3 55

SYRUP AND MOLASSES—Molasses is practically unchanged since last week. Orders being received are of the hand-to-mouth character, grocers buying apparently only for immediate use. Prices remain unaltered.

Barbadoes, in puncheons		0 30
" in barrels		0 32½
" in half-barrels		0 33½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls.		0 02½
" ½-bbls.		0 02½
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

TEAS—Japan teas are still the chief object of discussion among tea merchants. Better grades, according to advices received recently, will be about a cent higher than last year. Quotations on cheaper lines have not been received as yet, but tea merchants are inclined to believe that ruling prices will be about the same as last year. Reports from primary markets state that the teas as a whole are satisfactory, although in some districts unfavorable conditions have caused a falling off in the quality. Several inquiries have been received for Young Hysons the past couple of weeks, but none are to be obtained. Indians and Ceylons are slightly easier in the primary markets and buyers are holding off in consequence.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 24
" " pinhead	0 28	0 32

COFFEE—Business in coffee during the past week has been very good. Or-

ders from country points have been fairly large, while city trade has been good. Reports from primary markets state that no new features have developed. Prices remain unchanged.

Jamaica	0 10½ 0 11
Java	0 18 0 22
Mocha	0 18½ 0 19
Rio, No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13½

SPICES—Locally spices are unchanged this week. Orders received are fairly large and are all booked at prices quoted. In the primary market, white pepper is slightly higher and firmer. Black pepper is not very much changed, being a little easier if anything. Nutmegs are unchanged,

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger, whole	0 16 0 24½
Ginger, Cochin	0 17 0 17½
Cloves, whole	0 17 0 32
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 30 0 55

FOREIGN DRIED FRUITS—California fruit merchants, according to latest reports, have refused to book orders for the smaller sizes in prunes. Larger sizes are at a premium. Advices received from one of the largest houses in the south state that without a doubt the apricot crop this season will be the shortest on record. This is not unexpected, however, and will create no surprise among the trade. A good crop of cherries is predicted. Peaches, pears and plums are also said to give sign of being plentiful. For currants a good demand prevails locally. Stocks are adequate to take care of all orders. Tarragona almonds are still advancing. Dealers are now quoting in the neighborhood of 13½c.

Valencia Raisins—	
Fine off-stalk, per lb	0 04 0 04½
Selected, per lb	0 04½ 0 05½
Layers, "	0 05 0 05½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½ 0 14
Peaches, "	0 12½ 0 14
Pears, "	0 13½ 0 15
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" ½-boxes	0 80
Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
" Excelsior Window Clusters,"	4 50
" " " ½s	1 3
Californian Raisins—	
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½ 0 09½
" " choice seeded, in 1-lb. pkgs	0 08½ 0 09¼
" " 2 crown	0 07½ 0 08
" " 3 crown	0 08 0 08¼
" " 4 crown	

Prunes—	Per lb.
30-40s	0 09½ 0 09¾
40-50s	0 08½ 0 09
50-60s	0 08 0 08½
60-70s	0 07½ 0 08
70-80s	0 07 0 07½
80-90s	0 06 0 06½
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05

Currants—	
Filiatras, uncleaned, barrels	0 05½
Fine Filiatras, per lb., in cases	0 06½ 0 07
" " cleaned	0 06½
" " in 1-lb. cartons	0 07
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

RICE AND TAPIOCA—Ten cents was the extent of an unexpected rise in the price of rice. Very few indeed thought of the price advancing, at least for the present. All grades are included in the rise. Tapioca remains unchanged.

B rice, in 10 bag lots	3 15
B rice, less than 10 bags	3 25
C rice, in 10 bag lots	3 15
C rice, in less than 10 bag lots	3 25
Tapioca, medium pearl	0 06½

BEANS—Beans are firmer in tone this week. Demand is not great, as buyers appear to be holding off for lower prices.

Choice prime beans	1 60 1 65
Lower grades	1 55 1 60

EVAPORATED APPLES — Nothing new has developed in evaporated apples. Jobbers are still quoting 12½c. to 13c.

MAPLE PRODUCTS—Fair business is being transacted in maple products. The new goods rush season being past, the trade is now running along usual channels.

Maple syrup, in wood, per lb	0 05½ 0 06½
" in large tins	0 06½ 0 07
Pure Townships sugar, per lb	0 07 0 07½
Pure Beauce County, per lb	0 07 0 08

HONEY—Honey is being sold in small lots at present. Prices remain unaltered.

White clover, extracted tins	0 07½ 0 08
Buckwheat	0 06 0 06½

FISH—All lines of fresh fish are enjoying excellent sale at present. Several new lines have been added within the past few weeks to the quotations, and all of these are selling well. Fresh mackerel, which are being received in large quantities daily, are easy of disposal. New Restigouche or Gaspe salmon are now in season. Prices for them are lower this week, 15c. being the figure asked. Haddock and steak cod are plentiful and at prices quoted are selling freely. Different lines in lake fish are very much in demand. Brook trout continue scarce, but dealers are able to fill orders in most cases.

Fresh haddock, express, per lb	0 04
Fresh steak cod " "	0 05
" halibut " "	0 08
" grass pike " "	0 06½
Lake trout " "	0 08
Whitefish " "	0 08½
Weakfish " "	0 10
B. C. Salmon " "	0 14
Brook trout " "	0 20
Dore, per lb. " "	0 08½
Striped bass	0 13
Gaspe salmon	0 15
Fresh mackerel	0 08
Medium boiled lobsters	0 12
Fresh frozen fish—	
B.C. salmon, per lb	0 08
Herring, large, per 100 fish	2 00
Smoked fish—	
New haddies, 15-lb. boxes, per lb	0 07
New kippers, large, per box	1 00
St. John bloaters, 100 in box, per box	1 00
Smoked herring, in small boxes, per box	0 13
" salmon, per lb	0 20
Oysters and Lobsters—	
Standards, per imp. gal	1 50
Oyster pails, pints, per 100	0 90
" " quarts, "	1 25
Prepared fish—	
Boneless cod, favorite, 1 and 2-lb. bricks	0 06
" fish, 1 and 2-lb. bricks, per lb	0 05½
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, 100-lb. cases, per case	5 75

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, June 7, 1906.

BUTTER—Tone of market unchanged. Prices remain unaltered.

CHEESE—Receipts heavier. Lower prices expected.

EGGS—Prices a shade lower. In some cases 16½c. per dozen being accepted.

PROVISIONS—Good demand continues. Dressed hogs unchanged. Dealers asking $10.25 to $10.50 per 100 lbs.

Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl	3 50
" " per pail	0 80
" salmon—	
" " in bbls	13 00
" " in ½ bbls	7 50
" B.C. salmon, bbls	12 00
" " half bbl	7 00
" mackerel, per pail	1 80
" large green cod, per lb	0 05
" medium, " "	0 04
" small, " "	0 03

Ontario Markets.

ABBREVIATIONS—

Peas—5c. higher.
Currants—Continue to rise.
Cheese—Market weaker.
Butter—Expected to go lower.

Toronto, June 7, 1906.

Business in the grocery trade has not been extraordinary this week, but it is very fair and there are no complaints. Collections have been a little slow, but probably not more so than at the same time other years. Anyway, an improvement is looked for immediately. It is not to be forgotten that the season is about two weeks behind schedule time. That accounts for the comparatively small movement of sugars to date. Canned goods continue in a firm position. There has been an advance in peas and even at the advance agents have been instructed to accept orders subject to confirmation. Dried fruits are very scarce. Some lines, such as tapnet figs and most sizes of prunes, are practically out of the market. Indeed, there is a firm market for practically everything in the grocery line. Sugar is quiet, following the stir occasioned as usual by the advance.

CANNED GOODS—The Canadian Canners at the end of last week announced an advance of 5c. on all peas in groups 1, 2 and 3, and the market is said to be firm at the advance. Many stocks of canned goods are said to be getting into very small compass. All lines of canned goods are passing rapidly into the hands of retailers.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	2 77½	2 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	3 25	4 00
Cherries—		
2's, red, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, " not pitted	1 92½	1 90
Gallons, standard, not pitted	7 12½	7 10
" " pitted	8 62½	8 60
Currants—		
2's, red, H.S	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00

Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole		2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Strawberries—		
2's, heavy syrup		2 25

VEGETABLES.

Asparagus, California—		
2½'s		3 90
2's, Canadian	3 00	
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	1 00
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52	4 50
1's, Baked, plain	0 40	
1's, " tomato sauce	0 45	
1's, " chili sauce	0 50	
2's, " plain	0 70	
2's, " tomato sauce	0 75	
2's, " chili sauce	0 75	
3's, " plain (flat or tall)	0 87½	
3's, " tomato sauce (flat or tall)	0 95	
3's, " chili " "	1 00	
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 30	1 27½
Sweet wrinkle	0 95	0 87½
Early June	0 77½	0 75
2's, standard	0 67½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal.	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal., all kinds		3 75
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal.		4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	3 50
" 1-lb. flats	3 85
" ½-lb. flats	2 00
Mackerel	1 00 1 25
" Scotch	1 45
Salmon, Fraser River Sockeyes—	
1-lb. Talls, 5 cases and over, per doz	1 65 1 75
1-lb. " less than 5 cases, "	1 62½ 1 65
1-lb. Flat, 5 cases and over, "	1 75
1-lb. " less than 5 cases, "	1 77½
½-lb. " 5 cases and over, "	1 10
½-lb. " less than 5 cases, "	1 12½
Northern River Sockeyes	1 55
Cohoes, per doz	1 30 1 40
Humpbacks, "	0 25 1 00
Sardines, French ¼'s	0 14
" ½s	0 23
" Portuguese ¼'s	0 08 0 10
" P. & C., ½s	0 25 0 27
" P. & C., ¼'s	0 35 0 38
" Domestic, ¼'s	0 03½ 0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75 4 50
Haddies, per doz	1 05 1 15
Haudies, per case	4 00 4 50
Kippered herrings, domestic	1 00
" " imported	1 45 1 50
Herrings in tomato sauce, domestic	1 00
" " " imported	1 40 1 40

MEATS, ETC.

Beef, corned 1s, per doz	1 35
" 2s, "	2 40
" 6s, "	7 20
" 14s. "	16 80

	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	
" 3's, "	1 45	
Pig's feet, 1's, boneless		1 65
" 1½'s "	2 40	

SUGAR—The market for raws both in America and Europe has shown a steady improvement. The movement has been felt in refined also. Willett & Gray say: "An immense business has been done, buyers generally engaging a full month's supply ahead, being well satisfied that the sugars were a good purchase and anticipating, with improved weather conditions, an increased actual consumption throughout the country." Locally movement of sugars has been a little slow since the activity following the last advance. The world's visible supply is now 3,587,918 tons, against 2,613,166 tons a year ago, an increase of 974,752 tons.

Paris lumps, in 50-lb. boxes	4 83
" in 100-lb. "	4 73
St. Lawrence granulated, barrels	4 18
Redpath's granulated	4 18
Acadia granulated	4 13
Berlin granulated	4 08
Phoenix	4 18
Bright coffee	3 98
Bright yellow	4 03
No. 3 yellow	4 03
No. 2 "	3 88
No. 1 "	3 78
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES — There is a very small demand for molasses here at present. Prices are unchanged.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 " case) "		2 35
" 10-lb. " (in ½ " case) "		2 25
" 20-lb. " (in ¼ " case) "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEA—The lower grades, both Pekoes and Orange Pekoes, offering in Ceylon at the present moment are exceedingly good value and considerable business has been done for importation. This might be called the normal condition of the market in June, which is usually the month of the heaviest production for Ceylon teas of this character. Later on the general crop diminishes in quantity and improves in quality, and under normal conditions the market is always considerably higher later in the season than during June and July.

Japan tea shippers report that this year's leaf does not lend itself well to the manufacture of stylish looking tea and this is of considerable importance to Canadian buyers, who pay more attention to style in Japan leaf than they do to cup quality.

COFFEE—The New York coffee market has been weaker without any noticeable change in the situation here. Willett & Gray, New York, explain it thus:

"The liquidation in the speculative options has continued until quotations have arrived at a point where the New York options to-day are 50 points lower than the same date last year, while the European options in Havre and Hamburg are at exactly the same prices as a year ago. Such a disparity as this is undoubtedly due to the liquidations of outside speculators, the price itself not seeming of much importance to them, notwithstanding that all grades of actual coffee (with the exception of No. 2 Rio and Santos and possibly No. 3 Rio) are from 30 to 150 points higher than the basis of option sales. There are a few shipments of special grades coming forward from Brazil, but apart from this the price in Brazil is impracticable compared with the market here, thus checking business between the consuming and producing markets.

"The constant liquidation has made the technical position of the market very much healthier, and in the face of supplies having decreased about 2,000 bags compared with last year, the difference in the price of to-day compared with a year ago is most noticeable, proving an unduly large discounting of the possibility of a large crop next season, and which, if realized, is not likely to have the influence that is attached to it to-day."

DRIED FRUITS—This market is almost bare of California prunes. Stocks are so small that it is scarcely worth while advancing prices. There are a few very good French prunes, small size, 110s. to 120s., to be had at 4 1-2c. Tapnet figs are also about done. Currants continue to work upward. J. L. Watt, of J. L. Watt & Scott, says of them:

"There is little change in the Patras

market, but prices continue to harden, and 3d more has been paid for importation to Canada than the prevailing price last week. Some speculative offers of new crop have been made, but have received no interest from buyers, who are content to wait for quotations based upon actualities."

Valencia raisins continue to sell freely on spot. Prices are now fully a cent a pound higher than they were four weeks ago, but they are still a full cent below the cost of importation from any other market. Dates are in small compass and wanted on spot, but the London price is much higher than buyers' ideas here and they are simply dragging along without the goods, and this situation cannot be changed before the advent of the new crop in October.

	Per lb.		Per lb.
Prunes, Santa Clara—			
90-100s, 50-lb boxes	0 06½	60-70s, 50-lb boxes	0 07½ 0 08
80-90s "	0 07¼	50-60s "	0 08 0 09
70-80s "	0 07¼ 0 07½	40-50s "	0 09 0 09½
		30-40s "	0 10½ 0 10½
French prunes, 110-120's			0 04
Note—25 lb. boxes ½c. higher.			
Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 18 0 20
Orange	0 11½ 0 12½		
Figs—			
Elemes, per lb			0 10 0 14
Tapnets, "			0 04½
Apricots—			
Californian evaporated, in 50-lb boxes			0 13½ 0 15
Peaches—			
Californian evaporated, " "			0 14 0 15
Pears—			
Californian evaporated, per lb			0 13
Currants—			
Fine Filiatras	0 06 up	Vostizzas	0 07½ 0 08½
Patras	0 06½ 0 06¾		
Cleaned ½c. more.			
Raisins—			
Sultana			0 05½ 0 09
" Fancy			0 10 0 14
" Extra fancy			0 15 0 16
Valencias, selected			0 05½ 0 06½
Seeded, 1-lb packets			0 09 0 10½
California, loose muscatels—			
3-crown			0 07½
4-crown			0 09
Dates—			
Hallowees	0 05	Fards new choicest	0 09 0 10½
Sairs	0 04	" new choice	0 09½
Domestic evaporated apples			0 13

NUTS—In regard to shelled walnuts, there has been weakness in France owing to the disposition to clear some stocks prior to the necessity of cold storing. The demands for the United States for walnuts in the shell for September shipment, otherwise would have had a very strengthening effect upon the market as the quantity remaining for the purpose of shelling is not large and the whole is practically controlled by Davenszen & Co., Bordeaux. They have, however, announced it as their policy not to attempt to force up prices; but, in order to reserve the necessary stock to supply the trade with shelled walnuts, they have asked buyers to anticipate their wants by making their contracts now in order to avoid possible disappointment. A short crop of Tarragona almonds is looked for and higher prices expected. Shelled almonds share that position. The new crop of filberts for October shipment has advanced 1-4c. during the past week. The conditions affecting this crop, and which have made the price many shillings above the average of other years, are not in any large measure related to the filbert crop itself, but to the scarcity of almonds, walnuts and other competing articles.

Almonds, Tarragona, per lb	0 13½	0 14
" Formigetta	012½	0 13
" shelled Valencias	0 27	0 28
Walnuts, Grenoble, "	0 14½	0 15
" Bordeaux, "	0 10½	0 11
" shelled	0 26	0 28
Filberts, per lb		0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish		0 08½
A 1's, banners and suns		0 08
Japanese Jumbo's		0 08½
Virginia "		0 10

SPICES—Quotations are unchanged.

Spices—	Per lb.
Peppers, blk	0 20
" white	0 30
Ginger	0 18 0 35
Cassia	0 25
Nutmeg	0 45 0 75
Cloves, whole	0 30
Cream of tartar	0 22 0 28
Allspice	0 16
Mace	0 85

RICE AND TAPIOCA—The market is firm with unchanged prices.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 06½
Carolina rice	0 07½	0 10
Tapioca, medium pearl		0 06½
" double goat		0 07½

FISH—Storms have depleted the supply this week, but dealers have been able to fill orders. Business is fair. Fresh mackerel have been received.

Fresh hallibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb	0 07	0 08
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal		1 25
Whitefish, per lb	0 09	0 10
Salmon trout, per lb	0 08	0 09
Finnan haddies		0 08
Ciscoes, per basket		1 25
Perch, per lb	0 05	0 06
Herring, large, per lb		0 08
" medium per lb		0 04
Brook trout, per lb		0 25
Pike, per lb	0 05	0 06
Blue fish, per lb		0 10
Fresh mackeral	0 25	0 30

DRIED FISH—There is little business in this line now. Prices are unchanged.

Boneless fish, per lb		0 05
Cod fish, 1-lb. bricks		0 07
Quail-on-toast, per lb	0 05½	0 60
Flitched cod fish, cases of 100 lbs		6 50

BEANS—Prices are unchanged.

Beans, handpicked, per bush	1 85	1 90
" prime, No. 1	1 70	1 75
" Lima, per lb	0 06½	0 07

HIDES AND WOOL—Supplies are limited and business is very quiet. Prices are a cent higher.

Hides, inspected, steers, No. 1		0 12
" " " No. 2		0 11
" " cows, No. 1		0 11½
" " " No. 2		0 10½
Country hides, flat, per lb., cured		0 11
Calf skins, No. 1, city		0 14
" No. 1, country		0 13
Sheep skins	1 50	1 85
Lamb skins		0 40
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb	0 04½	0 05½
Pulled wools, super, per lb		0 25
" " extra "		0 27
Wool, unwashed fleece	0 17	0 1
" washed fleece		0 26

N. S. Markets.

Halifax, N.S., June 5, 1906.

Trade has been fairly good during the past week, considering the very backward condition of the weather. Rain fell continuously for several days, and very greatly hampered the farmers in their operations. Reports from the Annapolis Valley say that the trees are looking well, and that they are blossoming. If no heavy frost comes the trees give promise of a large yield of fruit. Retail trade in the city is exceptionally good, some of the dealers reporting business better than for years. This is probably due to the good demand for labor, and the steady employment given to all classes of artisans. Prices have not changed very materially. The sugar market is firmer and there has been an advance in the refined article, which is now quoted at $4.15 for barrels and $4.05 for bags of granulated. The demand is light at present, and it is expected to continue so for some time.

EGGS—The egg market is a little easier. First-class stock is quoted this week at 16c., and with the reduction there has been some increase in the sales. The receipts from local points have increased slightly, but shipments from Prince Edward Island are unusually light.

BUTTER—Receipts of butter are far below expectations. The farmers are not sending in any large quantities, but this is probably due to their being engaged in preparing their crops. Pasturage is now good, and the receipts should increase very soon. Quotations here are: Creamery prints, 24c.; small tubs, 22c. to 23c. for the choicest; solids, 21c. to 22c., and rolls, 19c. to 20c.

CHEESE—The market is very firm here, and it is stated that there is a good demand for it on the English market. Very few factories are yet running in the provinces, but it is expected that they will soon open up. Large cheese are quoted here at 12½c. and small at 13c. and 13½c. The stocks held are not very heavy. The New Perth, P.E.I., cheese factory began manufacturing cheese on June 1. This factory manufactured butter all Winter, the demand for which was greater than the supply. This factory is conducted on up-to-date principles by C. J. Cook. Mr. Vernon, who is to take charge of the cheese and butter making factory at Montague, P.E.I., has arrived. The factory will start to manufacture at once. This factory is now in first class condition for the season's work, having in addition to all the necessary machinery, a complete cold storage plant.

VEGETABLES—Stocks of good potatoes are becoming very light. Some recent receipts from Prince Edward Island were in good condition and found a ready sale. Calicoes are quoted at $1.25, and New Brunswick at $1.65. Turnips are scarce at $1.25, and the market is about cleaned up of parsnips and beets. Beets are worth $1.50 and parsnips $1.75. Plenty of good carrots are still obtainable, being quoted at $1.50, which price is reasonable for good stock at this season.

FRUIT, ETC.—Business is brisk and the jobbers are handling large quantities. Jamaica oranges are quoted at $6 and Californias from $4.25 to $5; Valencias, $4.20, repacked $5.50 to $6.50; bananas, $2 to $2.50; California cherries, $3 per box; American cabbage, $4 per crate; tomatoes, $3.50 per crate, and beans, $3.50 per bushel.

FISH—The fishing vessels are making only small catches on the banks, and no large hauls of mackerel have been made on the coast. Fresh mackerel are selling at 15c. apiece now. Salmon has dropped from 25c. to 18c. Lobsters are becoming scarce. They are now selling at $14 per crate in Boston.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Officers of the Association.

Officers Retail Merchants' Association of Western Canada. President J. F. Hunter, Boissevain, Man.; vice-presidents, R. Bogue, Moose Jaw, Sask.; J. A. McDougal, Edmonton, Alta.; secretary, W. A. Coulson; treasurer, J. D Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris Man.; vice-presidents G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg Man.; treasurer J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.

Association offices, 53 Scott building, Main street, Winnipeg.

Partial list of sections organized:

Arcola Extension — S. Carruthers, Creelman, president; A. Bishop, Tyvan, vice-president; E. P. Hall, Fillmore, secretary.

Arnaud—W. Ledoux, secretary.

Balgonie — J. K. Wilson, Balgonie, chairman; J. R. Bray, Balgonie, secretary.

Brandon—A. Grant, secretary.

Boissevain—J. D. Baine, Boissevain, chairman; D. Embree, Boissevain, secretary.

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Edmonton—Jos. Whitelaw, president; W. G. Harrison, secretary.

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Napinka—J. Kaiser, secretary.

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Stonewall—W. H. Morgan, secretary.

Shoal Lake—C. E. McGrath, secretary.

Virden—E. J. Scales, secretary.

On Friday evening of last week an enthusiastic meeting was held in the board room of the association offices in Winnipeg for the purpose of organizing the grocers of the City of Winnipeg. Some eight or nine years ago the Winnipeg grocers had an association of their own which, owing to various causes, died a natural death; but it did good work in its day and several of its members were the most enthusiastic in the work of organizing in Winnipeg a section of the Retail Merchants' Association of Western Canada.

Who Were There.

Among those present at the meeting were the following: E. B. Nixon, J. F. Hunter, Boissevain, president of Retail Merchants' Association of Western Canada; S. Elliott, W. L. Scott, John Dyke, S. Ling, A. M. McKinny, W. J. Kennedy, J. R. Bardsley, J. Bloomfield, Geo. Hilton, G. B. Andrews, M. Chariton, H. Genser, M. Rose, C. Charrest, chairman of the Winnipeg Retail Butchers' Association; W. A. Coulson, secretary of the Retail Merchants' Association of Western Canada, and F. R. Munro of The Canadian Grocer.

In opening the meeting, Secretary Coulson briefly explained the aims and objects of the association and then called on C. Charrest, chairman of the Winnipeg Butchers' Association, to tell of the work that had been accomplished among the butchers.

Mr. Charrest spoke briefly and to the point. The butchers' organization was now about three months old and the principal benefits seen so far had been in connection with the collection of bad debts. The association collection forms and the plan of listing bad accounts had worked wonders in Winnipeg. His own firm had already collected enough to pay their dues for a century. He also referred to the need of a higher license on peddlers and expressed the opinion that this could be obtained only by the united action of the retailers.

President Hunter reviewed the aims of the association and told of its origin in Boissevain, where the merchants had decided that it was poor business to cut each other's throats.

Butchers Glad of it.

E. B. Nixon was elected chairman pro tem and in an interesting speech he urged the advisability of the grocers meeting and learning to know each other better. There was too much enmity and too little co-operation among the grocers of Winnipeg. He hoped to see the association get after the Winnipeg fruit stores. These stores are allowed to keep open after six o'clock and they sell many lines which are handled by the grocers who are compelled by law to close at six. This was not right or fair.

After some informal discussion the gathering adjourned to meet again on Thursday night of this week, when officers will be elected and a permanent organization effected.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, June 7, 1906.)

FLUCTUATIONS—

Canned tomatoes—Advanced to $3.

Canned roast and corned beef—Manitoba Canning Co. brands, reduced; Clark's—Advanced.

Currants—Advanced ½c. per lb.

Seeded raisins—Declined 1c. to 1½c. per lb.

Choice evaporated peaches—Advanced 1¾c. per lb.

Plums—Advanced 2c. per lb.

Olums—Advanced 2c. per lb.

Apricots—Advanced 3½c. per lb.

Patna rice—Advanced ¼c. per lb.

Oatmeal — Advanced.

Business continues very active with few important changes in price except in California dried fruits. Other changes are trifling. Collections are not altogether satisfactory but they are better than at this time last year.

CANNED GOODS—Tomatoes are very scarce and they have been advanced to $3 per case all groups. One brand of tinned roast beef has been further advanced and another factory's brands have been slightly reduced. We quote:

	Group No. 1.	Groups No. 2 & 3
FRUITS.		
Apples—		
gallons, per doz.	3 35	3 30
3-lb. "	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Lawtonberries— " "	3 83	3 78
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries—		
new "	4 00	4 25
VEGETABLES.		
Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 53	1 48
(No. 3) 2's "	1 68	1 63
Succotash—		
2's "		3 00
Tomatoes—		
All groups, per case	2 80	2 95
MEATS.		
Pork and beans (V.C.P. Co.), 1's, per doz.		1 25
" " " 2's, "		1 90
" " " 3's, "		2 60
Clark's 1 lb. plain, per case		2 10
" 2 " " "		1 80
" 3 " " "		2 20
" 1 " tomato sauce, per case		2 30
" 2 " " "		1 85
" 3 " " "		2 40
" 1 " Chili "		2 30
" 2 " " "		1 95
" 3 " " "		2 40
Soups (Van Camp's), per doz.		1 25
Canned chicken (Man. Can. Co.) per doz.		3 25
" turkey " "		3 25
" chicken (Aylmer), per doz		3 30
" " (Delhi), "		3 20
" turkey (Aylmer)		3 30
" " (Delhi)		3 20
" duck (Aylmer)		3 30
" " (Delhi)		3 20
Corned beef " 2's "		2 80
" " " 1's "		1 60
" Man. Can. Co. 2's per doz.		2 50
" " " 1's "		1 35
Roast beef (Man. Can. Co.), 2's, per doz		2 50
" " " 1's "		1 35
" (Clark's), 1's, per doz		1 55
" " 2's, "		2 65
Potted meats, ½'s, per doz.		0 55
Veal loaf (Libbey's), ½ lb., per doz.		1 25
" " 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 50
Lunch tongue (Clark's), 1's, "		3 45
" (Aylmer), 1's, "		3 00
Sliced smoked beef (Libby's), ½-lb. tins, per doz.		1 80
" " " 1-lb. tins, "		3 10
" " " 1-lb. glass, "		3 35
Chipped " " ½-lb. tins, "		1 45
" " " 1-lb. tins, "		2 50
" " " 1-lb. glass, "		3 05
Sliced bacon, " 1-lb. tins, "		3 10
" " 1-lb glass, "		3 25
Corned beef (Clark's), 1-lb. tins, per doz.		1 50
" " 2-lb. " "		2 65

FISH.

Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River s Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, "	4 10
" cohoes, "	4 85
" Clover Leaf, Fall delivery, 1 to 4 case.	6 30
" " " 5 to 9 cases.	6 26
Lobsters (new), ½-lb. flats, per 8-doz. case	16 00
" " ½ lb. talls, per ¼-doz. case	10 25
" " 1-lb. talls. " "	14 50

SUGAR—Prices are steady. We quote:

Montreal granulated, in bbls.	4 75
" " in sacks	4 70
" yellow, in bbls.	4 35
" " in sacks	4 30
Wallaceburg, in bbls.	4 65
" in sacks	4 60
Berlin, granulated in bbls	4 65
" " " sacks	4 60
Icing sugar in bbls.	5 35
" " in boxes	5 55
" " in small quantities	5 95
Powdered sugar, in bbls.	5 15
" " in boxes	5 35
" " in small quantities	5 60
Lump, hard, in bbls.	5 45
" " in ½-bbls.	5 55
" " in 100-lb cases	5 45
Raw sugar	4 50

SYRUPS AND MOLASSES — There have been no further changes since the recent advance in New Orleans molasses. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ¼ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per gal.	0 40
New Orleans molasses in ½-bbls, per lb.	0 03½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb	0 10½	0 11
" roasted " per lb		0 15½
Ground roasted Rio		0 16
Standard Java in 25-lb. tins, per lb.		0 33
Old Government Java in 25 lb. tins, per lb.		0 32
" " Mocha		0 32
Imperial Java, in 25 lb. tins, per lb.		0 29
Pure mocha " " "		0 25
" Maracaibo		0 19
Choice Rio		0 17
Pure "		0 16½
Seal Brand (C & S) in 2-lb tins, per lb.		0 32
" " " 1-lb " "		0 33
Local Blends:—		
Mocha and Java in 2-lb. tins, per lb.		0 23
" " 1-lb. "		0 24

MATCHES—Prices are steady at advanced quotations noted last week.

	Per case.
"Telegraph,"	4 75
"Telephone"	4 65
"King Edward"	3 35
"Head Light"	4 20
"Rising Star"	5 50
"Eagle"	1 95
"Victoria"	3 10
"Silent," 200's	2 20
" 500's	4 70

FOREIGN DRIED FRUITS — Owing to the state of the California dried fruit market some fancy prices are now being charged for all lines on the Winnipeg market. The list below has been carefully revised and shows the high prices now obtaining. No decline can be expected until the new crop is marketed. We quote:

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs. per case (20 pkgs).	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 35 1 50
" " selected	1 60 1 75
" " layers	1 70 1 85
California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes 100-120 per lb.	0 06½
" 90-100 "	0 07½
" 80-90 "	0 08
" 70-80 "	0 08½
" 60-70 "	0 09
" 50-60 "	0 09½
" 40-50 "	0 10
" choice silver, per lb.	0 11
" silver, per lb.	0 08½
Currants, uncleaned, loose pack, per lb.	0 06½
" dry cleaned, Filfatras, per lb.	0 06½
" wet cleaned, per lb.	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07½
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb.	0 05½
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb.	0 20
Apricots, standard in 25-lb. boxes, per lb.	0 19
Slab apricots in 25-lb. boxes, per lb	0 15
Peaches, choice, per lb.	0 17½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb.	0 14½
Nectarines, choice	0 16

CANDIED PEELS—

Lemon, per lb.	0 11½
Orange "	0 11½
Citron "	0 20
Mixed, in 1-lb drums, per doz.	2 30

EVAPORATED AND DRIED APPLES—Evaporated apples are selling at 13½c. per lb. in 50-lb. boxes. Dried apples are quoted at 9c. per lb.

BEANS—No. 1 white beans are quoted at $2.05 per bushel, and No. 2 at $1.90.

NUTS—

Almonds, per lb.	0 12½
" (shelled), per lb.	0 28
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 30
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, In 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb.	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb.	0 25
Cinnamon (ordinary), per lb.	0 18
Cinnamon (extra choice), per lb.	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb.	0 10
Allspice, per lb.	0 08½ 0 10
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb.	0 10

SAUCES—

Worcestershire, Lea & Perrins'	½ pints, per doz		$3 65
"	" pints, "		6 00
" White's	½ pints "		0 90
" Paterson's	½ pints "		0 90
"	" pints "		1 75
Essence of anchovies (C. & B.), per doz.			3 00
Yorkshire relish (Goodall & Backhouse), per doz.			1 90

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO — As noted last week, tapioca has declined to 7c. per lb., and is firmly held at that price. Patna rice has advanced ¼c. per lb. We quote:

Japan rice, per lb., cwt. lots	0 05¾
" " 50-lb. lots	0 05¾
Rangoon rice, per lb.	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt.	7 00
Sago, per lb.	0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

OATMEAL AND CORNMEAL—There has been another advance in oatmeal and prices are now quoted as follows:

Rolled oats, 80-lb. sacks, per sack	2 20
40-lb. " "	1 13
20-lb. " "	0 58
8-lb. " "	0 26
Granulated oatmeal, per sack	2 45
Standard " "	2 45
Cornmeal, "	1 70

GREEN FRUITS—Quoted as follows:

Fancy Cal. blood oranges, 200's to 250's	5 00
" " " 324's to 360's	4 50
Fancy Cal. navel oranges, 96's	4 00
" " " 112's	4 25
" " " 126's	4 50
" " " 150's	5 00
" " " 176's to 324's	5 50
Lemons, 300's and 360's	5 50
Strawberries, quarts, per 2 doz. cases	5 00
California cherries, per box	4 00
Bananas, per bunch	2 75 3 25
Apples, Ben Davis, per box	3 00

VEGETABLES—

Rhubarb, 40's, per box	2 00
Asparagus, per box	2 50
Florida tomatoes (6 baskets to crate), per crate	3 60
Onions, Egyptian, per lb.	0 04
" native, per lb.	0 03
Lettuce, new, per doz.	0 45
Radishes, new, per doz.	0 45
Onions, new, per doz	0 45
Parsley, new, per doz.	0 45
Cabbage, new, per lb.	0 05
Cucumbers, new, per doz	2 00

BUTTER—Creamery butter is quoted to the trade as follows:

Finest fresh creamery, in 56-lb. boxes	0 21
" " in 28-lb. boxes	0 21
" " in 14-lb. boxes	0 21
" " in 1-lb. bricks (eastern)	0 25
" " " (western)	0 21 0 23

Local produce houses are paying 14c. per lb. for No. 1 dairy and 10c. for No. 2 dairy delivered in Winnipeg.

CHEESE—

Finest Ontario, large	0 13
" Manitoba, large	0 12½
" " twins	0 12½
" " small	0 12½

LARD—

Tierce basis, per lb	0 12
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb.	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb.	0 00½

CURED MEATS —

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19
Backs, " " "	0 16
Hams, light, 10 to 12 average	0 15
" medium, 14 to 16 average	0 14½
" heavy, 20 to 30, for slicing	0 14½
" heavy skinned, 20 to 30 for slicing.	0 14½
Picnic hams, light, choice, 6 to 8	0 11½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 15½
" " clear bellies, 12 to 14	0 15
Clear backs, b bacon light	6 14½
" b bacon 12 to 14	0 14½
Spiced rolls, long if in stock	0 15
" short	0 13
Dried beef ham, sets	0 11½
Smoked hams boned and rolled, 2c. per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear	0 12½
" " " smoked	0 13½
" " " boneless backs	0 12½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
" " per ½ bbl	11 50
Standard mess pork, per bbl	22 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 03½
" hocks, " 0 04

EGGS — Produce houses are paying 15c. per hozen at country points.

A VISITOR FROM ENGLAND.

E. D. Morton, of the firm of C. & E. Morton, London, England, while in Montreal recently expressed himself as pleasantly surprised at the progress being made by the wholesale grocery trade of the Dominion. Mr. Morton, who sailed for England a week ago Thursday on the Virginian, was in Montreal just finishing a combined business and pleasure trip around the world. He was gone six months and was accompanied by Mrs. Morton. During his visit to the Montreal trade he was introduced by Mr. E. B. Goodacre, of Watt, Scott & Goodacre, agents for Quebec.

N. B. Markets.

St. John, N.B., June 4, 1906.

Business is good. Bills are being met with quite general satisfaction. Markets generally are firm. Perhaps the matter of chief interest is the new agreement in reference to the selling price of canned goods entered into by practically every wholesale grocer in the province. It is signed not only by those buying from the Canners' Consolidated, but by all the trade. It is much more binding than any previous agreement, a large cash deposit being put up by each signer. For almost a year prices have been open and by many it was used as an opportunity to cut prices.

SPICE—In ginger, much higher prices rule. Cloves are very firm at full figures. Peppers and cassia are unchanged. Nutmegs are still quite low.

OIL—As reported last week, dealers in burning oil are busy booking future business. Prices are rather higher than last year. Buyers are guaranteed against decline. In lubricating oils it has been a busy season. There is strong competition for this business. Quality is a large feature. Paint oils are unchanged; prices hold quite high. It is still too early for receipts of new cod oil.

SALT—In Liverpool coarse salt, there is good steady sale at this season. Prices are firmly held. A cargo of Mediterranean salt was received this week. This grade is largely used by packers of fish. In fine salt prices are unchanged; Canadian chiefly sold. With the opening of the dairy season there is improved demand.

CANNED GOODS—As reported, there is now a firm selling price among the wholesale trade. This means an advance in corn and peas. Tomatoes are firm at the advanced price. In fruits, strawberries and peaches are firm. Gallon apples are again higher. It is proving the best season in this line for years. In salmon, prices are firmer. Meats are low. In domestic fish the situation is unchanged, as this season's stocks are light.

GREEN FRUIT—Bananas are large sellers. There is a big sale for small fruit owing to price, but for best stock full prices rule. Valencia oranges are about out of the market. Jamaicas, Messinas and Californias are offered. Prices are higher. Lemons are also higher. Pines sell fairly well. Strawberries are still too high for large business. Rhubarb is lower.

DRIED FRUIT—The booking of future business is now an active feature. In California prunes quite full sales have been made at rather lower prices than last year. Of seeded raisins there have been fair sales. Prices are quite low. But few other raisins have been sold. Apricots are not quoted. Peaches sell in a small way; prices are high. Prunes and evaporated fruits are scarce. Figs are being booked; prices are rather higher than last year. Peel will be high. Spot dates higher; new goods will cost higher than last season. In currants, prices are unchanged.

SUGAR—The week shows no change in price, with rather improved sales.

MOLASSES— In Barbadoes, prices are rather higher. Imports of fancy have been large. Choice stock is rather light. Little business has yet been done in Porto Rico and receipts are very light. There are one or two cargoes shortly due.

FISH—Salmon are being more freely received, but prices are still quite high. This is our best fish; practically all are sold fresh. Very large quantities being shipped to Boston. The catch of shad has been very light. Gaspereaux is just a fair catch; this is a large business. Dried fish hold at quite full figures. Pickled fish are still scarce and high. Smoked herring bring a good average price.

FLOUR, FEED AND MEAL— In flour, prices are unchanged. The market is quite firm. Feed holds at full figures. Oats and oatmeal are firmer. Package oatmeal is being largely sold. There is active competition in cornmeal. Beans are still low; yellow eyes have been largely sold. Peas and barley are dull.

DEATH OF JAMES TEES.

Winnipeg business men sincerely mourn the death last week of James Tees, head of the big commission firm of Tees & Persse. All classes mourn his loss, but none more sincerely than the business men of Winnipeg, with whom for many years he was brought in daily contact. "The whitest business man in the west," he has often been called, and his right to the name has never been questioned.

Mr. Tees was born in Montreal in 1854, being a son of David Tees, a furniture manufacturer. When a boy he was employed by Jas. Robertson in the office of the Canada Lead Works, and in 1881 he was made office manager. In the same year he moved to Winnipeg as manager of the Canada Lead Works and in 1887 he resigned to found, with John Persse, the commission firm of Tees & Persse. In this business he attained eminent success, his firm representing in the west some of the strongest Canadian manufacturing concerns.

ROLLED OATS PRICES UNIFORM.

There was a rumor among the Toronto wholesale grocery trade this week that the oatmeal millers had got together again and either reformed the combination or come to an understanding about prices. Some of the larger millers have come to an informal understanding as to prices, but there has been no arrangement or agreement.

W. A. Strowger, secretary of the former combine, would know of any movement toward reorganization, and to The Canadian Grocer he positively denied that anything had been done. "The oatmeal millers have not met in months," he declared. "I don't believe there is any sort of understanding as to prices. At any rate, if there is, I don't know about it."

The rise in the price of rolled oats at this unusual time, when consumption falls off, is attributed to dearer oats. The uniformity of quotations received by the wholesalers is the reason for the supposed reorganization.

BUSINESS NOTES.

Walter Bate, grocer, Lakefield, Ont., has sold out to W. Hurl.

Geo. Dixon, grocer, Brooklin, Ont., has sold out and is going west.

Isaac Hord, of Hord & Co., Mitchell, Ont., took a few days rest attending a church convention in the west.

The fine team of horses owned by W. R. Cole, of Mitchell, ran away last week. The only damage was to the rig.

Mr. Couch, of Couch & Schneider, Mitchell, Ont., is contemplating a pleasure trip to the Pacific Coast in August.

Gray, Bernie & Co., Listowel, Ont., have bought a bankrupt stock of boots and shoes and are making considerable stir with it.

J. H. Maiden, commission merchant, Montreal, has removed to 425 St. Paul street, where he now occupies larger and more modern quarters.

J. H. Maiden, Montreal, has been appointed agent for the Eureka Refrigerator Company, of Toronto. M. Hooey, representing that firm, was in Montreal during the week.

Samuel Freeman, representing the Montreal Packing Company in the Lower Provinces, together with C. W. Bowman, manager of the company, and J. T. Cuddy, sales manager, were visitors to the Montreal offices of The Grocer this week. Mr. Freeman, whose headquarters are in Amherst, N.S., reports a satisfactory and increasing trade in his district in the products of the Montreal Packing Company.

GUARANTEE FIVE CENT SARDINES

The retail grocerymen's line of conversation at the present time relates largely to the Chicago packing house scandal. Many of them are of the opinion that, although trade in American canned goods may be handicapped for a time, the scandal will eventually be forgotten.

A prominent retailer, when asked by The Canadian Grocer to give his views, said that while it is outrageous, the public, if they would take time to think, would come to the conclusion that nothing else could be expected from certain lines of goods at least. For instance, he has numerous calls for sardines at 5c. a tin, and the customer wants him to guarantee them. He can hardly guarantee the quality of such an article. When you consider the expenses of canning, the canner's profit, the wholesaler's profit, the quality of the sardines is far from the best.

John—"Yes, every time we caught a fish we took a drink of Wiser's Red Letter Rye."

Walter—"Did you have much luck?"

John—"Luck! Why, after a while we were catching 'em two at a time."

FOOD ADULTERATION AND THE LAW

Most Frauds are Against the Pockets, not the Stomachs of Consumers. is the Experts' Finding

(By A. McGill, Government Analyst, Ottawa.)

A. McGill, analyst of the pure food branch of the Inland Revenue Department, was present at the provincial convention of retail grocers in Montreal and in an address on food adulteration and the law said :

Although national control and inspection of foods, as known in our day, is a matter of comparatively recent development, the fact of adulteration is by no means of modern origin. Pliny states that, among the Romans, bread was adulterated with a soft, white clay; the celebrated Falernian wines were mixed with others of inferior quality, and opium was fraudulently mixed with valueless gums.

England, France and Germany enacted laws against falsification of bread, beer, wine and spices, as long ago as the eleventh century. In England these laws were known as assizes, and the following quotation from an assize of 1634 (Charles I) is interesting :

In the Days of King Charles.

"If there be any manner of person or persons, which shall, by any false ways or means, sell any meal unto the King's subjects, either by mixing it deceitfully, or sell any musty or corrupted meal, which may be to the hurt and infection of man's body, or use any false weight, and so deceive the subject, for the first offence he shall be grievously punished, the second he shall lose his meal, for the third offence he shall suffer the judgment of the pillory, and the fourth time he shall forswear the town wherein he dwelleth."

Progress of Chemistry.

The methods available for testing the genuineness of articles of food and drink were at that time of the crudest nature. As an example we may cite the mode of detecting the fraudulent addition of sugar to ale. The inspector was instructed to pour some of the sample given to him upon a wooden bench, on which he sat while drinking the remainder. If, on rising, he found that his leather breeches stuck to the bench, this was taken as proof that sugar had been added to the beer, and the vendor was punished accordingly. It was not until the science of chemistry had developed under Boerhaave, Berzelius, Liebig, Boutron-Chalard, Chevallier, and others, that methods of testing became sufficiently refined to enable trustworthy conclusions to be reached.

A Modern Beginning.

The first modern Adulteration Act in England was passed in 1860, in consequence of exposures of the frauds found on the London market by Dr. Hassall, and made public through the columns of the London Lancet. A parliamentary commission was appointed in 1855, and heard evidence from importers, manufacturers, chemists and others, thus securing a basis for legislative action. The original act was greatly modified in 1875, and this act as amended in 1879 and 1899 is in force to-day.

Canada followed closely the example set by the mother country, and our Inland Revenue Act of 1875 contains some clauses which deal with the adulteration of food, but our Adulteration Act proper belongs to the year 1886.

Four analysts were appointed in 1876, the late Dr. Edwards, of Montreal, being one of these. The only one of the number still living is Professor Ellis, of Toronto. The Department of Inland Revenue has, from the first, been charged with the carrying out of the provisions of the food laws, and reports have been issued as appendices to the report of the Minister of Inland Revenue since 1876. Some extracts from these reports will serve to show how faithfully the department has sought to discharge this important duty.

Proved its Usefulness.

In 1877 the commissioner says : "The act has now been in force during a period sufficient to afford a fair test of its value, and it is not too much to say that the reports made to the department show conclusively that it affords the means of exposing dishonesty in traders, and of protecting the consumer against the adulterations of his foods, which if not deleterious, have undoubtedly the effect of imposing on him worthless articles in lieu of the genuine article for which he pays his money. This being the case, I submit that the time has arrived for bringing the whole of the Dominion under the operation of this law."

The First Chief.

In 1884 a chief analyst was first appointed, in the person of the late H. Sugden Evans, of Montreal. Referring to the new appointment, the commissioner says : "Hitherto it has been felt that the prosecution of parties for adulteration was undesirable on the single report of the local analyst. Under the amended act, however, one-third of each sample is required to be transmitted to Ottawa, where the test of the local analyst is revised by the analyst in chief, and in cases in which prosecution is necessary in the public interest, the evidence of these two specialists will doubtless be deemed conclusive." On the regretted death of Mr. Evans in 1885, he was succeeded by Mr. Thomas Macfarlane, who now holds the office.

A Hundred and Sixteen Bulletins.

Since 1887 the department has issued in bulletin form the results of the work done in its laboratory. Up to the present time 116 bulletins have been published, and any person interested may procure copies of these on application to the Deputy Minister at Ottawa.

(Continued in our next issue).

1842 GET INTO LINE 1906

1000 doz. Williams Bros. Co. French Mustard

16-oz. Fruit Jar, 2 doz. per case, $1.35

WE PREPAY FREIGHT IN 5 CASE LOTS

L. CHAPUT, FILS & CIE

Wholesale Grocers and Importers of Teas, Wines and Liquors MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

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100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

NEW ZEALAND EXHIBITION.

We are prepared to supervise and give attention to exhibits at the New Zealand International Exhibition, and accept agencies for New Zealand.
Goods bought, or sold on commission.
ALFRED TYREE & CO., Ltd.,
Wholesale Merchants and Manufacturers' Agents.,
CHRISTCHURCH
Also at Dunedin, Wellington, and Auckland.

SALESMEN WANTED

A LARGE spice and coffee house want a first-class salesman for Manitoba and Northwest Territories. One with active present connection on the gronnd preferred. State references to Box G 20, CANADIAN GROCER, Toronto.

WANTED—Salesman with good connection in spices, on ground West London to Windsor. Apply Box T 627, CANADIAN GROCER, Toronto.

A SPICE house with unequalled connection in the Maritime Provinces requires the serviees of an active, energetic salesman who has knowledge of that territory. A good contract made with the right man. Fullest information required regarding experience and references, which if desired will be treated confidentially. Apply Box W.S.M., CANADIAN GROCER, Toronto.

FOR SALE.

Grocery and Liquor Business for Sale

GOLDEN LION GROCERY, Kingston, Ontario, the property of the late W. R. McRae. Established 1854. One of the finest businesses in Eastern Ontario. Apply to Cunningham & Lyon, Vendor's Solicitors, Kingston.

THREE small stocks will be sold separately or together. Wall paper, $1,300; clothing, $800; boots and shoes $1,500; at a rate on dollar or at lump sum. For particulars address J., CANADIAN GROCER. 24

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCY WANTED

A WELL-KNOWN firm of manufacturers with a complete organization, calling regularly upon and doing direct business with every good class grocer (wholesale and retail) in the United Kingdom, is open to negotiate for the representation of a high class grocery article on commission or buying terms. Address "Agency," c/o Street's, 30, Cornhill, London, England. (21)

LONDON agent, with great experience of the provision trade and thorough knowledge of the produce markets of the United Kingdom, is open to accept agency. Address, Fenwick, 3 Duke street, Tooley street, London, Eng.

TO THE TEA TRADE

A 2,000 LBS. TEA BLENDER — In first-class working order; a 24-inch roller, milling machine, adjustable for hand or power use; also four "Ideal" packing machines, almost new. All the above to be sold at a bargain. Write for prices and particulars. Box 115, CANADIAN GROCER, Toronto.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT
Chartered Accountant
371 Elgin Avenue, Winnipeg

G. C. KOOPMAN

Commission Merchant,
Agent and Broker
AMSTERDAM AND ROTTERDAM

Offers on demand
All Products of the Dutch Colonies (East Indian)
AS
COFFEE, TEA
SPICES of all kinds
GUMS for Varnish Manufacturers
COCOA, COCOA BUTTER
Cassia Vera, Chinchona-barks, Rattans, Drugs, etc.
Also COCOALINE (substitute for Cocoa Butter)
VEGETALINE (Vegetable Butter)
Agents wanted everywhere in Canada.
WE GIVE advances of 75% against documents on consignments of all Canadian Produce fit for this market, except sun-dried apples. Ask for reports about every article you wish to sell.

Write for samples and quotations. We furnish both cheerfully.
THE CODVILLE-GEORGESON CO., LTD.
WINNIPEG and BRANDON, MAN.

FOR OVER 20 YEARS

in the Commission Business in

WINNIPEG

If you are not represented in Winnipeg or Calgary, place your goods with a live and progressive Commission House. We sell exclusively to the wholesale trade in the West. Storage for all kinds of goods. Cars distributed.

NICHOLSON & BAIN
WINNIPEG and CALGARY
Wholesale Commission Merchants and Brokers. Est'd 1882

THE E. D. MARCEAU CO., Limited,
MONTREAL,

OFFER THE FOLLOWING NEW SEASON JAPAN TEAS.
Ex Strs. "KANGO MARU" and "EMPRESS OF JAPAN."

10 x 40-lb. Boxes extra choicest **CONDOR I.** .....at **40c.**
10 x 40-lb. Boxes choicest **CONDOR II.** .....at **35c.**
5 x 80-lb. H/c choice **CONDOR IV.** .....at **30c.**

JUST IN STOCK FROM LONDON:

10 Chests Golden Tipped Or. Pekoe Indian Black Tea, from the celebrated garden "Ka Kajan" .....at **35c**
15 H/c Golden Tipped Or. Pekoe Ceylon Black Tea, from the celebrated garden "Wanarajah" .....at **45c.**
18 Chests Orange Pekoe Ceylon Black Tea, choicest flavory kind, from the celebrated garden "Bambrakelly" .....at **25c**

CUP QUALITY IN COFFEES IS WHAT WE AIM AT.

Try Madame Huot's 1 and 2-lb. tins—Old Crow, Condor and HMD blends. They are all quality.

We make a specialty of good goods in Teas, Coffees, Spices and Vinegars.

Which Lime Juice?

are you going to handle this summer—the one that you must "push" to sell—or the one that sells itself?

MONTSERRAT LIME JUICE

A staple hot weather money-maker. A favorite with dealer and customer.

EVANS & SONS **DISTRIBUTORS** ***MONTREAL***

TRY GROCER WANT ADVTS.

If you want to Sell your Business
to Hire a Clerk
to Secure Employment

Tell your wants through THE CANADIAN GROCER. It will spread them far and wide at 2 cents per word.

ADDRESS
WANT AD. DEPARTMENT
CANADIAN GROCER
MONTREAL TORONTO WINNIPEG

There is no guess work or boasting about Red Rose Tea

It is all and more than is claimed for it. By independent tea judges it is recognized as the best standard of quality and value in Canada.

IF YOU BUY TEA FOR QUALITY AND NOT MERELY FOR PRICE, you will certainly buy Red Rose Tea if you test it against the others.

WILL YOU TEST IT?

Toronto Branch:
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T. H. ESTABROOKS
ST. JOHN, N.B.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

JAMES MARSHALL, Aberdeen, Scotland
Invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

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Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England.
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs.
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Perfect attendance on consignments. HIGHEST BANK REFERENCES

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

If you could see from what materials

NICHOLSON'S MINCE MEAT

is made you would understand why it is eaten.

If you could see how **Nicholson's Mince Meat** is made you would understand why it sells.

Order the best goods

We would again call your attention to

N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B. PUDDINE
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address
Business Manager
THE CANADIAN GROCER
Montreal and Toronto.

Hot Weather

Means a heavy demand for our
MILD CURED

Hams
Breakfast Bacon
Skinned Backs

BOILED HAMS
HAM, CHICKEN and TONGUE SAUSAGE
BOLOGNA SAUSAGE
CANNED MEATS

QUALITY THE BEST

WRITE US FOR PRICE LISTS

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

HAMS
BACON
LARD
BUTTER
CHEESE
HONEY
BEANS

PROMPT SHIPMENT.

F. W. FEARMAN CO.,
HAMILTON LIMITED

Try Our Goods

There's No Denying
the fact that until you get absolutely reliable
Lard, Eggs, Butter, Cheese,
Hams, Bacon, Sausage,
your customers will not give you absolutely continuous trade.
We vouch for what we sell and while modesty prevents us from saying our goods are the best, nevertheless our customers say that. Look for our Label.

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

Try Our Methods

"CORONA" MEATS

Fresh Beef, Fresh Pork,
Mutton, Lamb,
All kinds Smoked Meats,
Cooked and Jellied Meats

Butter, Cheese, Eggs

We have no Retail Stores.
We sell to the trade only.

The Montreal Packing Co.,
MONTREAL, P.Q. Limited

If you are not receiving our price list, send for one

PRODUCE AND PROVISIONS

Nothing new is to be recorded in the provision situation. Packers' receipts of live hogs are still a long way short of their capacity, and the domestic market for products is still bullish in tone. This week has brought its usual number of advances in the list. It has been the same story for months. Despite the high prices the demand is reported to be good.

It is well understood that the choicest hogs as to weight and form are utilized for the export trade. The continued shortage has compelled the packers to be much more lenient in selecting so as to include for export lighter and heavier hogs than under normal conditions of supply. The effect must be to greatly decrease the supply for the domestic trade.

CHEESE AND BUTTER BULLETIN.

The cheese market is decidedly easier and late country markets were about one cent per pound lower than a week ago. This is quite a decline, but present prices are still abnormally high for this time of the year.

Recent warm rains have done a great deal to improve the condition of the pastures and the cows are now getting plenty of good feed; the flow of milk is constantly increasing and so is the production of both cheese and butter. The ruling high prices, of course, are a great stimulant for the farmers to produce as much milk as possible, and according to section this increased production of milk is shown in a larger out-turn of either cheese or butter, and on the whole in both products.

It is not likely that either cheese or butter will sell at very low prices this year. There will be, of course, a natural decline in prices as the production increases beyond the immediate urgent demand, but with light stocks on hand every fraction of decline will stimulate buying and thus increase the demand.

Owing to the backward season we are as yet without really full grass butter or cheese in Montreal. A mixture of fodder and grass does not produce a good keeping quality, and goods now offered on the market for sale must go into immediate consumption at best obtainable prices. It will not do to put them into cold storage for speculative purposes. The scarcity of supplies makes the present high prices, but, regardless of cost, the goods must be sold.

This is a trying period for the merchants. They must have goods to supply their customers in order to hold their trade, and the customers care very little about the original cost of the goods; they want to buy them at lowest possible prices, knowing well that the merchants cannot and will not hold them. Meanwhile, therefore, declining markets must be expected until the quality of goods is of such a character that they may safely be held in cold storage for future demand.

So far the make of both cheese and butter shows a considerable increase over last year's make for the same period. The ruling high prices are undoubtedly the cause of this. The farmers have been getting high prices for their products for some years, and no doubt they are wide awake enough to "push a good thing along." They have increased their dairy herds and by extra feeding they have further increased their milk production. All this is good business and is to be commended. Our goods are wanted in Great Britain at paying prices and our farmers are sufficiently progressive to take advantage of it.

Regarding the future it is difficult to make any prognostication. At present the British markets are practically short of supplies. If our production of cheese and butter becomes larger than what the natural consumptive demand requires, prices must recede to induce increased consumption. We have had several years of high prices and it is not impossible that we may again see comparatively low prices when the production gets to a point beyond the natural consumptive demand.

A few days ago we had a very interesting experimental demonstration in paraffining cheese by D. M. McPherson with his newly invented paraffining machine in the warehouse of the D. A. McPherson Produce Company, in William street. The machine worked very well and seems to be a great improvement on the old dipping process. However, the temperature of the melted wax seems to be still an unsolved problem. It is said that the wax would crystalize at 250 degrees. The best temperature recommended was between 210 and 215 degrees. The temperature used by D. M. McPherson was about 212 degrees. It cannot be said that the experiment was a thorough success as the waxing was not even and it is contended that a higher temperature would cause a thinner coating of wax as well as a more even one and would also show the color of the cheese better. However, Mr. McPherson's invention seems a good one, and as soon as the question of the proper temperature of the wax is thoroughly settled there is no doubt that the machine will do its work well and be generally adopted. Paraffined cheese have been tried for years; their loss of weight is a trifle compared with cheese not paraffined, and the cost of paraffining, as laid out by Mr. McPherson, is infinitesimal to the cost of loss in weight of cheese held in storage for some time. Paraffining cheese is undoubtedly the right thing; the cheese cure better under a coat of wax and they lose nothing by shrinkage in weight.

OUR LONDON LETTER.

By Our Own Correspondent.

London, Eng., May 26, 1906.

Contrary to what might have been expected at this time of the year, colonial butters are meeting with a very ready sale, and prices are consequently on a firm basis. This state of affairs is due almost entirely to a shortage in British and continental supplies. Abroad, as well as in England, the wintry weather has had a bad effect upon pastures and crops. Agriculture generally is a month behindhand, and farmers regard the prospects with dubious anxiety. The New Zealand butter season being now practically at an end, importers here may not look to that quarter of the globe for further supplies except on a small and diminishing scale. Australian shipments, however, are continuing on a satisfactory scale, averaging, it is said, about 15,000 boxes a week. The bulk of these supplies come from Queensland. The state of the market for Australian butter may, therefore, be regarded as firm, with a tendency to become still more so. Australian "choicest" sells at 94s. to 98s., finest parcels a little lower. New Zealand butters are realizing about four shillings more.

A report states that "the exceptional character of the season is well illustrated by the fact that the Danish official quotation has never been raised in the month of May sonce the year 1889, when an advance of 2 kroner took place, and the quotation now stands at 92 kroner, which is the highest price reached since 1892. Notwithstanding the above facts, the make of butter in Europe and at

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Annual sales many times larger than all other fly poisons combined

ADVERTISED

throughout Canada.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

home has begun to increase, and supplies will henceforward come in larger quantities."

It is true that supplies may be expected on an increasing scale, but whether they will be sufficient for demand is doubtful. Altogether, the outlook for the coming Canadian season is bright, and it looks as though Canadian farmers will have yet another "golden" harvest.

According to one of our daily papers Canadian farm produce exports are to come direct to London. This is rendered possible by arrangements made between the Allan Line of steamships and the Surrey Commercial Docks. The latter party are now completing what will be the largest cold storage building in the United Kingdom, covering, as it does, about nine acres, and it is confidently expected that the increased facilities offered for unloading and storing Canadian produce will result in greatly augmented trade. It is quite certain that the new storage will enable Canadian produce to be preserved in better condition, a point which is of the utmost importance. It will also give Dominion shippers a very desirable advantage over their United States competitors.

Official information is to hand that Lovell & Christmas will combine with G. Wall & Co., of Liverpool, and Wall & Co., of Manchester, and thus form a huge provision combine with a capital of considerably over £1,000,000. The effect of such a combination upon the provision trade of the country will be great. The importing confraternity will be most concerned, but in spite of assurances to the contrary, the chances of the consuming public being affected through retailers are not small.

Stocks of cheese here in London are still on a small scale, and prices are steadily advancing. Both Canadian and New Zealand cheese are 2s. dearer than last week. Shipments afloat, however, are heavy, and the Rimutaka, from New Zealand, is expected to dock here about June 20 with 220 tons aboard.

AGENTS WANTED

We want the Calfskins, Hides, Sheep Pelts, Tallow Bones, etc., collected in your vicinity.

Can't you arrange to purchase these goods for us this spring? We will furnish the cash with which to buy; we will also furnish tags, advice sheets, taking off directions, cloth posters to enable you to advertise the business, etc., etc.

We pay highest cash prices and keep our customers thoroughly posted on the condition of the market and pay the freight.

To any one writing us and mentioning this paper, we will mail full particulars. Address,

CARROLL S. PAGE, Hyde Park, Vt.

We can't sell all the Pork and Beans that are sold, but we do sell to buyers who want the best.

Have you ever taken the trouble to investigate the merits of

Clark's Pork and Beans in Chili Sauce

No trouble to prove their superiority. You may easily prove it yourself. TRY A TIN—that's all.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jos. Carman
Victoria, B.C., H. Donkin
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4 Cullum St., E.C., LONDON, ENG.

TRADE MARK

This design a guarantee of quality.

RED-BROWN WRAPPING

All Weights **FOR FURNITURE PACKING** All Sizes.

Strong, Tough and Stiff. A Sure Protection to Destination

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

EXPERIENCE is the Greatest Teacher on Earth

STAR EGG CARRIERS are the Greatest Egg Carriers on Earth

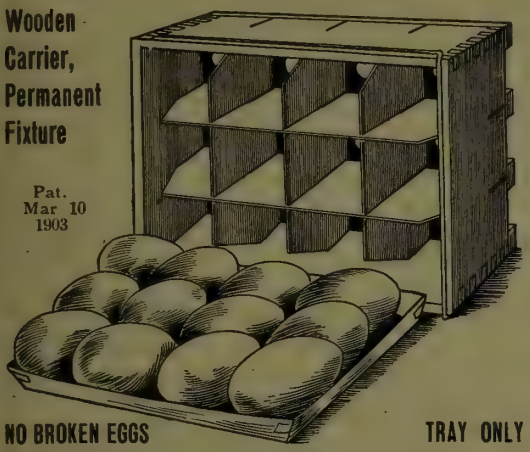
EXPERIENCE teaches this.

If you are not already equipped with STAR EGG CARRIERS and TRAYS profit by the experience of others and install them at once. They are the forerunners of universal satisfaction to both Dealer and Customer, and you know the value of a satisfied customer. Neither manufacturer, jobber or retail dealer can tell you of any other egg carrier that approaches the STAR EGG CARRIER and TRAY for safety, quickness and cheapness in delivering eggs. The illustration shows you the construction of this useful device, which is as simple as it is effective.

No 1

Wooden Carrier, Permanent Fixture

Pat. Mar 10 1903



Made in Two Sizes.

No. 1 for One Dozen Eggs.

No. 2 for Two Dozen Eggs.

Cost only One-third that of other Egg Carriers.

NO BROKEN EGGS TRAY ONLY EXPENSE

Send thirty cents in stamps for Sample No. 1 Star Egg Carrier and sufficient Trays to make test.

STAR EGG CARRIER & TRAY MFG. CO.

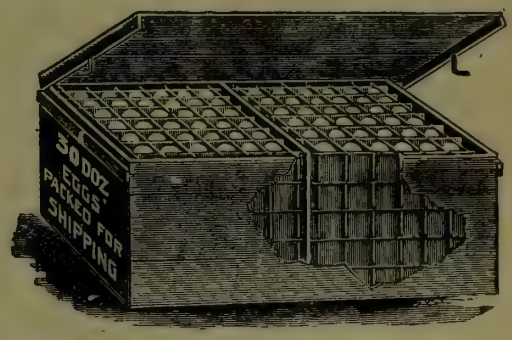
67 Cortland St., Rochester, N.Y., U.S.A.

MacLaren Imperial Cheese Company

Agents for TORONTO, HAMILTON AND LONDON, ONTARIO

Stock is carried by the following firms: Douglas & Ratcliff, Winnipeg, Manitoba; Provost & Allard, Ottawa, Ontario, Canada; Gunn, Langlois & Co., Limited, Montreal, Quebec; M. DesBrisay & Co., Vancouver, B.C.; Alexander Marshall, Vancouver, B.C.

EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from

The Miller Bros. Co., L't'd

Manufacturers of Egg Case Fillers

30-38 BOWD STREET

MONTREAL

Board Mills and Filler Factory at GLEN MILLER, ONT.

WE ARE JUST AS PROUD OF OUR

PORK

and

BEANS

AS ANY OF OUR CANNED MEATS.

Manitoba Canning Co.,

Grande Pointe, Manitoba. LIMITED

AGENTS:

Nicholson & Bain, WINNIPEG and CALGARY.

Galloway & Parnell, VANCOUVER, B.C.

SALES— **CHEESE** —PROFITS

Automatic Cheese Cabinets

WILL INCREASE BOTH SALES AND PROFITS

The cheese is temptingly displayed under glass, is kept as clean and fresh as when first cut, and is at the same time preserved from the ravages of mice, dirt and tasters.

Its simple operation, by which the cheese comes out automatically with the opening of the door and returns into the cabinet when the door is closed, makes it most convenient.

PRICE

$7.50

F.O.B. Factory.

The Cabinet is a very handsome glass, polished hard wood display case; a most attractive fixture.

Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.

WRITE FOR ILLUSTRATED FOLDER.

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, CANADA

ENGLAND WANTS CANADIAN BACON

(By P. B. Ball, Canadian Commercial Agent at Birmingham)

A favorable increase of Great Britain's imports of Canadian bacon still continues, and there is every indication that the demand is likely to grow more and more. Commenting on the expanding nature and wide development of the Canadian bacon trade, the Grocer in its annual review remarked: "Most remarkable of all the imports into the United Kingdom during the year 1905 have been those of bacon from Canada, showing the greatest increase of any from other parts of the world, and this has had a restraining influence on the London market in keeping it from unduly rising, at first through the stationary, but subsequently more contracted, supplies from the United States and Denmark."

The official figures of the importations of bacon for 1905, together with the totals for the two former years, are as follows:

From	1905. Cwt.	1904. Cwt.	1903. Cwt.	Increase over 1904. Cwt.	Decrease from 1904. Cwt.
Denmark	1,471 687	1,723 884	1,496,101	.....	.....
United States	2,755,233	2,806,108	2,893,507	....	50,875
Canada	1,191,390	829,883	665,249	361,507	.....
Other countries	80,650	92,436	102,131	.....	11,786
Totals	5,498,960	5,452,311	5,156,988	361,507	314,858

This shows a net increase of 46,649 cwt. in the past year's imports of bacon, more than made up of Canadian selections alone. That this was not merely a temporary or fitful expansion in the consignments hither of Canadian bacon is clearly proved by the fact that Great Britain's imports for the first three months of this year were on the same enlarged scale as shown by the following official statistics:

From	1906. Cwt.	1905. Cwt.	1904 Cwt.	Increase over 1805. Cwt.	Decrease from 1904. Cwt.
Denmark	343,075	368,983	389,249	.....	25,908
United States	908,192	885,124	870,318	23,068	.....
Canada	255,621	161,301	140,347	94,320	.....
Other countries	12,512	19,575	16,917	.....	7,063
Totals	1,519,400	1,434,983	1,416,831	117,388	32,971

Here again Canadian bacon stands out prominently with an increase of 94,320 cwt. above the supply of last year to date, and so helps to secure a net gain of 84,417 cwt. on the aggregate arrivals during the first quarter of 1905. These are significant figures, and strongly indicate that the production, distribution and consumption of Canadian bacon are progressing at a faster rate than those of any other cure.

As the journal above quoted remarks: "True, as an exclusive trade the Canadian bacon trade still falls a long way behind that of the United States, but considering its comparative youthfulness it affords evidence of astonishing vigor and vitality, and must henceforth be reckoned with as an important factor in determining the probable course of the bacon trade."

COW TESTING.

A statement issued by the Dairy Commissioner's Office, Ottawa, giving the results of the Cow Testing Association at Princeton during April and May, shows that in April thirty-one cows gave an average of 540 pounds of milk with 3.3 per cent. of butter fat, and that in May 45 cows gave an average of 671 pounds of milk with 3.3 per cent. of butter fat.

According to the May table one dairy of four cows averaged 1,090 pounds. That was the highest. The lowest was a six-cow dairy with an average of 540 pounds. The second highest average was 762 pounds.

THE PIG IN ENGLAND.

The Grocery, an English trade paper, says: For some time past pigs have been scarce, and, as a natural consequence, bacon and all hog products have been rising in price. It is really extraordinary, considering how very prolific an animal is the pig, that producers in this country cannot do more toward supplying the steady and continually increasing demand for pig meat. It is a great reflection upon the enterprise of British farmers to consider that for this produce alone upward of 18,000,000 pounds sterling is sent abroad.

GLYCERINED EGGS.

The press in England and Canada, particularly in England, recently published items to the effect that in future glycerined eggs will take the place of pickled eggs entirely. It is difficult to say where the first rumor had its origin but many papers have made more or less of the question. Speaking to The Canadian Grocer on the matter, a prominent Montreal egg merchant stated that the glycerining of eggs will not in the least affect the pickled egg business. The glycerining process, according to this merchant, is very simple. Instead of washing the pickled eggs in water just before they are sold, the eggs are cleansed in a solution which has the effect of whitening the shell to a greater extent than does pure water. The glycerining process does not, however, affect the egg itself in the least. From this it will be seen that glycerined eggs are simply pickled eggs washed in a solution, instead of in pure water, just before they are sold. A few years ago these glycerined eggs were much in demand, and were sold at a price from 1c. to 1 1-2c. in advance of the price of "straight" eggs.

OTTAWA CHEESE SELLERS KICK.

Cheese factory owners, bringing their product to the Ottawa board, are indignant at the refusal of buyers to give prices as high as those ruling on other boards. One day last week all but three refused to sell, though the president, who is both buyer and seller, urged them to take the price offered. Next day he apologized and said he had been misinformed. That day the price advanced 3-4c. and most of the cheese boarded was sold, but later it was found that on other boards 7-8c. more had been secured.

The Harris Abattoir Co., of Toronto, is erecting an up-to-date cold storage plant in Sydney, N.S.

BOARD OF TRADE BUSINESS.

The Halifax Board of Trade recently went on tour, visiting other boards and fostering commercial good will. The chief subject of discussion was the development of the tourist business. At Lunenburg, W. L. Kane, of Halifax delegation, said that boards of trade should keep in touch with the tourist business. They should find out people who have houses to let. A large number of people could be housed in the country and the farmers would derive considerable money from this source.

W. L. Brown, grocer, Lawlortown, Ont., is erecting an addition, 40 x 50, to his store and will add dry goods to his stock.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—The feature of the market is the scarcity of live hogs. At present they are very strong on an advance of 30c. per hundred pounds. On the part of the packing houses there is a great demand, and this, coupled with the scarcity in the country, may account for the rise in prices. A good trade is being done in hams and bacon, and other lines are normal. Pure lard is having a fair sale.

Lard, pure tierces	0 11½	0 11¾
" 56-lb. tubs		0 11¾
" 20-lb. pails, wood (10½)		0 12¼
" cases, 10-lb. tins, 60 lbs. in case		0 12¼
" " 5-lb. "		0 12⅜
" " 3-lb. "		0 12½
Lard, Boar's Head brand, tierces, per lb.		0 0[illegible]
" " ½-bbl., per lb.		0 09½
" " tubs		0 09½
Cases, 20 3-lb. tins, per lb.		0 09⅝
" 12 5-lb. tins		0 09½
" 6 10-lb. tins "		0 09⅝
20-lb. wood pails, each		1 88
20-lb. tin pails, each		1 78
Wood net, tin gross weight—		
Canadian short cut mess pork	$22 50	$23 00
American short cut clear	21 00	22 50
American fat back	22 50	23 00
Breakfast bacon, per lb.		0 18
Hams	0 13½	0 15
Extra plate beef, per bbl.	12 00	13 00

BUTTER—The butter market is very unsettled and it is hard under the circumstances to give quotations which will everywhere be applicable. A fair average for choicest creamery seems to be from 20½c. to 21c., while for western dairy the majority of dealers are asking 17½c. to 18c.

Choicest creamery	0 2[illegible] ½	0 21
Western dairy	0 1[illegible] ½	0 18

CHEESE—Weak and easier summarizes the state of the cheese market this week. Prices are lower than they were a fortnight ago. Export trade, although not very heavy during the week, is bracing up and further improvement is expected.

Ontarios	0 11½	0 11⅝
Quebecs	0 11	0 11⅛

EGGS—Quotations furnished by dealers this week are half a cent higher than they were a fortnight ago. Seventeen cents is the figure asked. Prince Edward Island eggs are arriving by boat every second week now, and egg merchants hope for better things in consequence of the larger supply in the market.

TORONTO.

PROVISIONS—The situation locally is unchanged with some higher prices. Long clear, small hams and shoulder hams are the lines on which prices are slightly advanced, and street lots of dressed hogs are fewer with a proportionate advance. The wholesale dealers all say there is a large consumptive demand despite the high prices. A lowering of prices is not looked for in the near future.

Long clear bacon, per lb.	0 12	0 12½
Smoked breakfast bacon, per lb.	0 15	0 16
Roll bacon, per lb.	0 12	0 12½
Small hams, per lb.	0 14½	0 15
Medium hams, per lb.	0 14	0 14½
Large hams per lb.		0 13½
Shoulder hams, per lb.	0 11½	0 12
Backs, per lb.		0 17
Heavy mess pork, per bbl.	20 50	21 00
Short cut, per bbl.		23 00
Lard, tierces, per lb.		0 11½
" tubs "		0 11¾
" pails "		0 12
" compounds, per lb.		0 09
Plate beef, per 200-lb. bbl.	12 00	12 50
Beef, hind quarters	8 00	9 25
" front quarters	5 25	6 00
" choice carcases	7 00	8 00
" common	5 50	6 50
Mutton	0 08	0 10
Yearling lamb	0 13	0 14
Veal		0 10½
Hogs, street lots	10 00	10 50

BUTTER—There is a weaker tone to the market, but prices are still maintained practically unchanged from last week. Everything coming now is grass butter. Apparently the supply just about meets the demand for home consumption, for prices are above an export basis except for a little creamery solids. The high price of cheese is said to be diverting a good deal of milk from the creameries. A year ago butter prices were from a cent to two cents below the present level.

	Per lb.	
Creamery prints	0 20	0 21
" solids, fresh	0 18	0 20
Dairy prints, choice	0 17	0 18
" tubs, choice	0 16	0 17
Baker's butter	0 14	0 15

CHEESE—Old cheese is nearly out of the market here and there is practically no demand. The price remains what it was, though some dealers show a tendency to get 1-2c. to 1c. more. The price of new cheese has declined 1-2c. and the demand is good.

	Per lb.	
Cheese, large		0 14
" twins		0 14½
New cheese, large		0 12½
" " twins		0 12½

EGGS—The market is even a shade higher than last week, but there is a feeling that a decline is due. Receipts are not quite as heavy as they were, but the commission men have put down now more than they did last year, so that the keen competition for eggs to pack is about at an end. A considerable proportion of the eggs coming now have to be selected, making a grade for bakers as low as 14 or 15c. a dozen, and the selected stock is selling as high as 18c.

Eggs (new laid)	0 16	0 18

NEW BRUNSWICK MARKETS.

St. John, N.B., June 4, 1906.

PROVISIONS—In barrel pork higher prices rule. Beef is firmly held; there is but a light sale. Pure lard is rather higher. In refined compound the situation is firm with good demand. Smoked meats are high. Fresh meat sales are not active. At this season, with salmon coming in freely, beef in particular is affected. Fresh beef is quoted rather lower. Veal is higher, being scarce. Mutton has little sale. Lamb is still high. Pork is very firm.

Mess pork, per bbl	$21 00	$22 00
Clear pork, "	20 00	23 00
Plate beef, "	13 50	15 00
Domestic beef, per lb	0 06	0 08
Western beef, "	0 08½	0 09
Mutton, "	0 06	0 08
Veal, "	0 07	0 09
Lamb, "	3 00	5 00
Pork, "	0 08	0 10
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard pure, tubs, "	0 12½	0 13
" pails, "	0 12⅝	0 13½
Refined lard, tubs	0 09½	0 09⅝
" " pails	0 09½	0 10

BUTTER—Prices continue to drop off a little. Really best grade is in demand. This, as usual, is difficult to get.

Creamery butter	0 22	0 25
Best dairy butter	0 18	0 20
Good dairy tubs	0 17	0 18
Fair "	0 16	0 17

EGGS—Prices are a little higher. It is some years since there have been really cheap eggs.

Eggs, strictly fresh	0 25	0 30
Eggs, fresh	0 16	0 18
" case stock	0 15	0 17

CHEESE—Prices, while still high, are rather lower. Twins hold the demand.

Cheese, per lb.	0 12½	0 14

MAPLE SUGAR CROP.

The Department of Agriculture at Ottawa has issued the following statement relative to the maple sugar crop: The sugar making season is now over, and while this province (Quebec) was not quite up to that of previous years, the season was a fairly good one, and in the other three sugar-making provinces was about up to the usual. Sugar and syrup are made in four provinces—Ontario, Quebec, New Brunswick and Nova Scotia—and enormous quantities are turned out. In 1901 the product amounted to 17,904,825 pounds, the money value of which was $1,780,482. Canada supplies over three-sevenths of the output of maple sugar and syrup of the world, and is capable of furnishing six times the quantity of sugar and syrup she does if the owners of the maples would push the work as they could. Nova Scotia, New Brunswick, Quebec and Eastern Ontario mark the northern and western boundary or limits of the sugar maple. It extends south into Vermont, New Hampshire, Pennsylvania, New York and Ohio, in considerable quantities, and a great deal of maple products are put out there. The sugar maple does not grow in Europe except in aboretums. The output of 1906 will almost equal that of 1901, the best authorities say, but the season having just closed no official figures are yet issued.

OLD VINEGAR FIRM'S NEW CARD.

A very neat and artistic show card just issued by Messrs. Purnell, Webb & Co., vinegar brewers and sauce and pickle manufacturers, of Bristol, England, portrays a very clear representation, in colors, of a bottle of pickles. It is a good specimen of lithographic work, and no grocer need be ashamed of providing for it a conspicuous place in his shop window. This firm was established in 1750, and has from that period up to the present maintained one of the highest reputations. As time has proceeded, there have been many developments at their works, and just recently there have been further and extensive alterations made in their vinegar grounds to meet the ever increasing demand. Not only has the vinegar department been made commodious, however, but their pickle and sauce works have been likewise extended. It is quite obvious that Messrs. Purnell, Webb & Co. are not lacking in enterprise.

To business that we love we rise betime and go to 't with delight.—Anthony and Cleopatra.

FLOUR AND CEREAL FOODS

The grain and flour market has enjoyed a week of comparative quiet. Following the Chicago break, Manitobas declined a cent and oats are a little firmer. Otherwise, quotations are unchanged.

A break of 2c. in Chicago was followed by a decline of 3-4c. in Winnipeg. A further decline in Chicago Tuesday was unrecorded locally. Stocks in Fort William and Port Arthur are a million dollars less than last year, but while last year only 40 per cent. could be classed as No. 1 or No. 2, this year 75 per cent. of the stock will so grade, and consequently the supply of good wheat is as large or larger than a year ago.

The Chicago bull "weather" crop campaign, which was in strong contrast to the crop reports of the railways, seems to have weakened. Thus far the crop prospects are satisfactory, with the exception that the crops are a week late.

CANADA FLAKES ABROAD.

The Peterborough Cereal Co., Peterborough, Ont., have just shipped to Sutcliffe & Bingham, Manchester, England, 644 cases or about 18 tons of Canada Flakes. Other shipments have recently been made to New Zealand, South Africa, Australia and Buenos Ayres.

MONTREAL MARKETS.

FLOUR—Excellent business is being transacted in flour this week. There is a strong demand locally and good sized orders are being shipped to all points in Canada. Export trade is also very good. Orders for South Africa and Great Britain have occupied the attention of the export department, although business with other countries has been going on also. Prices are firm.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 70
Glenora		4 20
Manitoba spring wheat patents		4 70
" strong bakers		4 20
Buckwheat flour	2 00	2 10
Five Roses		4 70

FEED—In bran this week the feeling is a little easier, the price having dropped somewhat. Shorts are firm in price and offerings are very light.

Ontario bran	18 00	18 50
Ontario shorts	20 00	21 00
Manitoba shorts	20 00	21 00
" bran	17 50	18 00
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed flour	1 22½	1 30

GRAIN—Oats have advanced a cent to a cent and a half. The market is very strong. Stocks at country points are not large and demand locally is strong. Peas are scarce also, as stocks in the country are pretty well cleaned up. Corn is in good demand and the better quality is hard to obtain. Dealers in the west are holding off to see what the prospects for the coming crop will be. No. 4 barley has advanced half a cent.

No. 4 barley, store	0 50½
Rejected barley, store	0 48½
No. 2 white oats	0 43
No. 3 white oats "	0 42½
No. 4 white oats "	0 41½
No. 3 yellow corn "	0 58½
No. 2 peas, basis 78 per cent. points	0 82

ROLLED OATS — Rolled oats are firming up, and although there has been an advance of ten cents just recently, many are looking for a further rise in the near future. It is hard to tell what the stocks are, as no dealer seems to know how his neighbor stands. Nobody is very anxious to sell.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags		2 10
" 80-lb. bags		2 00
" bbls	4 55	4 70

HAY—Slightly easier the local market is in tone this week. Stocks are still very limited, supplies from country points being received in exceedingly small quantities. Prices remain unaltered.

In the United Kingdom the market is also easier. Prices are lower. Stocks are small. Quotations from Liverpool are from 72 shillings to 73 shillings, c.i.f.

No. 1	10 00	
" 2	9 00	
Clover mixed	6 00	6 50
Clover, pure	5 00	5 50

TORONTO.

FLOUR—Quotations are unchanged from last week. For the season of the year there is a fair demand from grocers, flour and feed men and smaller bakers. The larger bakers are holding considerable stocks.

On track, Toronto.	
Manitoba patents, No. 1, per bbl. in bags	4 50
" " No. 2, " "	4 10
Strong bakers " "	3 90
Ontario patents, No. 1, " "	3 65
" No. 2, " "	3 40
Straight roller " "	3 30

GRAIN—Manitoba wheat is a cent lower, but the market is very quiet. Winter wheat, Spring wheat and barley are quoted as last week and the interim has not been marked by variations. White oats are slightly firmer.

(F.o.b. Georgian Bay elevator.)		
Manitoba wheat, Northern No. 1	0 84½	0 85
" " " No. 2	0 82	0 82½
" " " No. 3, nominal		0 81
Red, " per bushel. 78 per cent. points		0 83
White, " " "		0 83
Mixed, " " "		0 83
Spring, " " "		0 78
Goose, nominal " "		0 75
Barley, No. 1, " "		
" No. 2, " "		0 51
" No. 3x, " "		0 48
" No. 3, " "		0 46
Oats, white, " "	0 37	0 37½
" mixed, " "		0 36

CEREALS—Oatmeal is 10c. higher than last quotations. The demand is reasonably smaller, but millers report an active demand for other lines.

Oatmeal, standard and granulated, carlots, on track, per bbl	nominal 4 75
Rolled wheat in boxes, 100 lbs	2 25
" " 50 lbs	1 25
Rolled oats, standard, carlots, per bbl., in bags	4 20
" " " " in wood	4 45
" " " " for broken lots	4 50

NOTES.

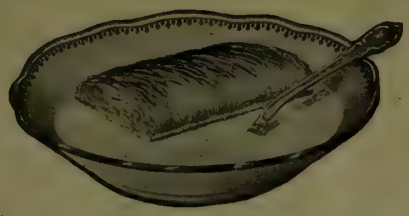
Howard & Taylor's grist mill, Miniota, Man., was burned last week. Loss $8,000; no insurance.

One of Armour & Co's elevators at Chicago was burned last week with a million bushels of grain. Four men were hurt, one fatally. The loss is placed at $500,000 to $1,000,000.

MARKET FOR ADVERTISED ARTICLES.

The difference between the market for an article that is advertised and a similar article which is not advertised, is a matter that ought to be better understood. Let us take rolled oats as an example, and consider the prospects of a firm undertaking to sell it in bulk in the old fashioned way. The sales would be limited by all the influences operating against the wide distribution of a commodity on which transportation charges figure up a very large percentage of the market value, and would be further restricted by the general connection which the firm might have in a more or less limited field. Consider next the prospects of the same firm if it were to put the same commodity in packages, give it a striking name, and apply generous advertising. The only limits of sale would be the bounds of the earth. Wherever people could be found susceptible to advertising argument, there would be found the trade that would make sales practically illimitable.

But this is only stating the first principle. Following the matter a little farther still, it would be found that whereas the man who is dependent upon the restricted field is subject to the influence of dull times therein, he whose field is widespread is able to maintain a better balance, unless trade depression should be very general indeed. This fact was brought home to a representative of the Merchant the other day while in conversation with a traveling man who had just returned from a field where a free lance competitor had been cutting prices, and as a result, getting big orders. He said it was the worst experience he had ever had, though he did not believe that his competitor gave good value and he was sure of getting his trade back. On being asked how it would affect a certain firm, who happened to be large advertisers, he said, without a moment's hesitation, that it would not affect them so much because there was a steady demand for their products and the dealer couldn't substitute. We thought his remarks a pretty strong testimony to the value of the advertised



"It's All in the Shreds"

SHREDDED WHEAT TALK

By AN UP-TO-DATE GROCER

Shredded Whole Wheat is the one staple cereal food better known than all the others.

You can grind up any old thing and call it a "breakfast food," but you can't make Shredded Whole Wheat that way.

It keeps better than any other cereal. It is not "treated" or "flavored" with anything and hence does not deteriorate.

It is ready-cooked and ready-to-serve, requiring only a slight warming in the oven to restore crispness.

It is economical. Contains more nutriment than meat or eggs and costs much less.

The Shredding process makes it the most easily digested of all the cereal foods.

It is good for any meal any day in any season in any climate.

It has larger culinary uses than any other cereal food. Hundreds of dainty and palatable dishes may be made with it.

It is the purest and cleanest cereal food, made in the cleanest and finest industrial building in the world.

"Made in Canada"

The Canadian Shredded Wheat Co.,
NIAGARA FALLS, ONT. Limited

EVERY WIDE-AWAKE GROCER

.ooks upon Canada Flakes as one of his best lines.

Every package represents a definite, tangible profit of an average 25%—not in theory but in fact.

Easy to buy, easy to sell.

Sell the food that sells itself. Push

CANADA FLAKES

and make friends of your customers.

THE
Peterborough Cereal Co. Limited

ROELOFSON & ROELOFSON, Ontario Agents

71 Jarvis Street, TORONTO

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

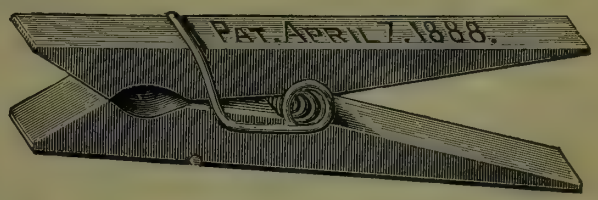
AND

A. KELLY MILLING CO., Ltd.

MILLS AT	OFFICES
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR



Dominion Spring Clothes Pin

The Dominion Spring Clothes Pin is the finest and most durable clothes pin manufactured, made of hard wood, with a strong galvanized spring, which holds the clothes to the line so tightly that the wind is powerless to blow them off. If you have not already handled them place an order with your jobber. You will experience no difficulty in placing large quantities. Packed two gross in a wooden box, twenty-five boxes in a case.

WHOLESALE SELLING AGENT

J. H. HANSON

422 and 424 St. Paul St. MONTREAL

FOR OVER 70 YEARS

the choice of all refined palates!

Compare this Fac-simile of the Original and Genuine Worcestershire Sauce with the imitations and you will see that every bottle of the original Worcestershire bears the name

"LEA & PERRINS"

All others are imitations and inferior in quality.

It is no idle boast to say that ***Lea & Perrins'*** the Best Sauce in the world. Use and sell it!

J. M. Douglas & Co.
Montreal ***Canadian Agents***

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ***ESTABLISHED 1871***

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

The McLEOD MILLING CO., Limited
Stratford, - ntario.
Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

article. It is time there was a more general awakening among people who have the facilities for manufacturing to the fact that there is a field for them which they can exploit by naming the article they make and burning the name into the public mind. There is no reason why we should not have fifty Stanfields in the Maritime Provinces— not, of course, all engaged in the same line of manufacture, but for producing various lines in general consumption, made in the right quality and advertised.—Maritime Merchant.

INFRINGEMENT OF TRADE MARK.

O. Lefebvre, proprietor of the Ocean Mills, Montreal and Boston, has taken steps to prevent the Vermont Chemical Manufacturing Co., New Orleans, La., from using their trade mark, the familiar Chinese figure known to the trade. It is the intention of Mr. Lefebvre to try and compel this company to withdraw these goods from the United States market. A couple of years ago action was taken and won against a local concern which put out an imitation Chinese starch, using M. Lefebvre's trade mark. Another firm using this trade mark on their goods withdrew their product.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

QUANCE BROS.
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. ***DELHI, ONT.***

ALF. T. TANGUAY & CO.
Flour, Grain and Provisions Commission
Quebec
Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.
REFERENCE, HOCHELAGA BANK.

ROLLED OATS. You do not care to buy largely of cereals in summer.
We ship five sacks as cheerfully as a carload.
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

FROM THE ANCIENT COLONY.

The F. P. Wood Co. have opened a new office in the Exchange building.

Manabhan D. Daru, of Smat, India, was a guest at the Crosbie Hotel the past week.

Joseph Sellers, Newfoundland representative of Union Blend Tea, will shortly start on a cruise around the island.

Evefything promises well for a good fishery. Some good catches are already reported, which is much earlier than usual.

Colonel A. Young, of Chicago, manufacturer of elevators, spent two weeks on the island. He made a host of friends while here.

B. J. McGarry, Boston, is at present on the island. He reports trade good. He leaves for Nova Scotia Sunday, well satisfied with his trip.

C. F. Taylor, president of the Crown Manufacturing Co., has returned after spending the Winter in Virginia and New York.

R. Macaulay, H. W. Phillips and J. F. Robertson, of McGill College, Montreal, have been investigating the iron mines at Belle Island.

St. John's, Nfld., May 26, 1906.

Thos. F. Clift has been appointed wholesale agent for Ganong's chocolates and H. Boker & Co.'s hardware and cutlery.

A company has been formed to operate a woolen mill here, the site has been chosen and building operations will commence at once. A prominent Canadian manufacturer of woolens will have the management.

A. B. Morine, K.C., leader of the Opposition, is leaving the Colony and will locate in Montreal. He will resign his seat in the Legislature for Bonavista. Things politically will now be turned topsy-turvy for awhile.

J. Wildman, representing a large Bradford, England, house, has been visiting the firm's customers on the island. Mr. Wildman is on his way to England after a tour of the principal cities in the United States and Canada. He reports business extra good.

F. R. Gilman, representing E. W. Gillett Co., Toronto, is in the city. The goods his firm manufacture are the best advertised goods in this colony and the sale of them is large. This is Mr. Gilman's first visit to Newfoundland. He has already booked some fine orders.

W. J. Ashbourne has been in the city for a month preparing for the season's business at Twillingate, where he has the largest commercial establishment north of St. John. Mr. Ashbourne's energy and progressiveness have brought about a revival of business at that point. He is now opening a new branch at Herring Neck.

FIGURE UP YOUR SALES OF

WALL PAPER

You will find that out of last season's sales you made your biggest profits on the Staunton lines. Two ways to prove it—selling price over cost price, and so little Staunton stock among the "left-overs." Another reason why Staunton Wall Paper is best to carry is that in originating the season's patterns and colorings Stauntons get closest to what the actual demands of the market will be.

Stauntons' Travellers

will soon be on the road with samples for 1907. Don't place an order until you see their new colorings, new designs and new prices.

STAUNTONS

LIMITED

Wall Paper Manufacturers **Toronto, Ont.**

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHNIPPER, No. 38 Front Street, NEW YORK.

Strawberries
Pine Apples
Navel Oranges
Medit. Sweets
New Potatoes
Bananas
Lemons, etc.

In fact our stock is complete in all lines. Send in your orders. We guarantee satisfaction.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St. TORONTO, CANADA

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

Summer seems to have really arrived after several false alarms, and the result has been to give the fruit and vegetable trade a big boost. The only trouble is, prices are too high and the fruit men are talking of it as "a lean year." The berry crop is short in the States and will be short in Ontario. The quality of much of the fruit being imported leaves much to be desired and for the best the wholesalers are getting as high as 20c. Oranges are also scarce and higher. This means a run on pines, which are now at their cheapest. "The fruit situation is very strong and a spell of hot weather would make it almost impossible to supply the demand," remarked one of the largest importers yesterday.

WILL NOT HAVE TO PAY.

A deputation of fruit merchants waited upon the market committee of the Montreal City Council last week and asked that the finance committee vote sufficient funds to pay for the fireproofing of certain chambers in Bonsecours market. These chambers are used for the maturing of fruit, and some time ago were ordered by the city to be fireproofed. It was originally intended that the fruit merchants should pay for the alterations, but on presenting satisfactory reasons as to why they should not, the expense was taken over by the council.

DEFINE THE BERRY BOX.

At the recent meeting of the B. C. Board of Horticulture, a resolution was passed requesting the Federal Minister of Agriculture to substitute weight for measure in the definition of a legal berry box, and suggesting that all so-called quart berry boxes shall contain 16 ounces of freight, a half box to contain 8 ounces. This is the system that has been in vogue in British Columbia for many years.

LOBSTER SEASON OPENED.

The lobster season is fairly opened on the west and south coasts, says the St. John's, Nfld., Trade Review, but the heavy sea and cold weather along the east coast has interfered with operations to date. A few cases of western lobsters have been sent to the city market, and a regular price for the season can now be gauged. The opening figures are $12.50 to $13 for "flats," while the half pound tins are quoted from $12.50 to $13.50. Future prices will depend largely on the size of the catch, which, if it does not turn out large, will send prices up to $13, or perhaps $13.50 for pound tins before the end of the season. Once again we would impress upon packers the necessity of putting their best efforts into their work, for anything below high standard goods is not wanted at any price.

APPLES FROM WEST AUSTRALIA.

One of the most important developments in our Australian colony, says the London Grocer, has just taken place in the western portion, between Albany and Fremantle, where the soil has been found advantageous for fruit culture. Especially is this so for apples, which is quite a new departure, for hitherto supplies of apples have come from South Australia and Tasmania alone. The enterprising settlers in the west have strongly held the idea that apples could be successfully grown in their district, and as the result of their efforts the first consignment of 140 boxes arrived in London by the steamer "Mongolia" on the 17th instant. These were displayed for inspection in buildings connected with the green fruit auction rooms on Tuesday last. The entire shipment gave shippers and buyers alike complete satisfaction. A choicer or more perfect collection of fruit could not be desired all kinds, viz., Cleopatra, Dunn Seedlings and Jonathans, being of high merit. Prices ranged from 15s. to 23s. per box, each containing about 36 lbs., of fruit.

GO AFTER THE CARP.

According to the sixth annual report of the Fisheries Department for Ontario the carp is increasing at an alarming rate. This fish is destructive to other and finer species, but the report points out that the growing commercial demand will be the means of lessening its depredations, and advocates allowing every implement or contrivance known to be used in its capture, so long as other fish are not destroyed thereby.

BIG RUN OF NORTHERN SALMON.

A. J. Buttimer, a Skeena River canner, has reported that there is an exceptionally good run this year of Spring salmon.

PLENTY OF FISH.

Cape Breton fishermen say all that is needed in a record season's catch is a plentiful supply of bait. The Banks are teeming with fish.

FRUIT NOTES.

It is reported as likely that the British Columbia canners will pay fishermen for salmon 25 cents in July and 20 cents in August. This would be an increase of 100 per cent. Last year the scale was 12 cents in July and 10 cents in August.

The lower Columbia Valley in the neighborhood of Windermere and Wilmer, B.C., is reported by R. M. Palmer, secretary of the British Columbia Bureau of Information, to have a great fruit growing future before it. The building of the V. V. & E. Railway is providing the needed means of transportation.

MONTREAL MARKETS.

GREEN FRUITS—Fruit dealers are kept busy at present and do not complain at all of lack of orders. Oranges have advanced in nearly all lines, but are selling well nevertheless. Lemons at prices quoted are in very good demand. Strawberries are up a cent or two but supplies are sufficient to meet all orders. Other lines are having good sale also. Bananas, as the warm weather comes on, are sold in much larger quantities; during the past week fruit merchants have transacted a large business in them.

Messina b'ood oranges, half box	1 90	2 00
Navels	....	4 50
Dates, per lb	....	0 04½
Bananas	1 75	2 25
Cocoanuts, per bag of 100	....	3 40
Pineapples	....	3 50
Apples	4 00	6 00
Lemons, per box	3 25	4 25
Jamaica oranges, per bbl	....	5 50
Egyptian onions, per 11 lb bag	....	1 75
New st awberries, per small basket	0 16	0 18

VEGETABLES—Since the coming of the warmer weather excellent business has been done in vegetables. Prices on many lines are still rather high, but as supplies come forward, are declining to reasonable figures. Cucumbers are in good demand at prices quoted. Cabbage and tomatoes are enjoying good sale also. Lettuce is arriving in larger quantities every day and is easily sold. Good orders are being received for various other lines. There has been an advance of ten to fifteen cents in potatoes. Dealers are now asking from 95c. to $1 per bag. Potatoes at this figure are high, but the supply is light and little better can be expected for at least a fortnight.

Potatoes, per bag	0 95	1 0
Parsley, per doz. bunches	....	0 40
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	0 75
Southern cabbage, bbl. crates	2 75	3 00
Tomatoes, Florida	3 75	4 25
Red onions, brl	....	3 00
Turnips, bag	0 50	0 60
New turnips, per doz	....	1 50
Water cress, per doz	....	0 75
Leaf lettuce, per box, 4 doz	....	2 00
" per doz	....	0 80
Boston lettuce, per doz	....	1 00
Washed celery, bunches	0 50	1 25
Spinach, per bbl	....	2 00
Cucumbers, per doz	....	1 00
" per basket	....	3 25
New potatoes, per bbl	....	7 00
Mushrooms, per lb	....	0 80
Carrots, per bag	....	1 00
New beets per doz	....	1 50
New carrots, per doz	....	0 75
Wax beans, per basket	....	3 25
Green beans, per basket	....	3 25
Canadian asparagus, per basket	....	1 75

First Car of Texas Tomatoes

To come to Canada this season came to us **Friday**. This car will be followed by others every two or three days.

We will again represent exclusively the **California Fruit Distributors** for the handling of **Peaches, Pears, Plums,** etc. Our first car will arrive in a couple of weeks.

Just a word—Florida Pineapples are "all the go." Beautiful color. "Perfect pictures."

Try us for your Fruit

WHITE & CO., LIMITED
TORONTO

Branch at HAMILTON

"ST. NICHOLAS" "WINS IN A WALK"

SOUND SENSE SAYS—Handle Tracuzzi's pack of Verdilli Lemons and ½ Boxes Oval Oranges—it's the only SUITABLE, SUBSTANTIAL, SATISFACTORY SUMMER PACK.

W. B. STRINGER & CO., - Toronto and Montreal

THE BEST PINEAPPLES, - - - - - - - FLORIDAS
THE BEST SUMMER LEMONS, - - - - - - SORRENTOS

Full line of all Foreign and Domesic Fruits always in stock.

THE F. T. JAMES COMPANY, Limited
76 Colborne St. 33 Church St. ***TORONTO*** *Wire, Phone, or Mail your Orders*

PINEAPPLES will be done very shortly, or get considerably higher. Let us have your orders at once.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

PINEAPPLES
In Beautiful Condition. **18s, 24s, 30s, 36s and 42s.**

HUGH WALKER & SON
ESTABLISHED 1881 **GUELPH, ONT.**

I Want to Sell My Select Fruit

to a select list of Grocers residing within a radius of 100 miles of Grimsby.

I will accept advance orders nowfor **Plums, Pears, Peaches, Grapes, Black Currants, Raspberries**—all of which I will **guarantee.** If you want to do a high-class trade at a profit, drop me a line. Address

"FRUITMAN" **Box 118, Canadian Grocer**

"OUR STRENGTH IS AS THE STRENGTH OF TEN"

One jar of the

E.D.S. Brand

Jams, Jellies, Sealed Fruit in Glass

is worth more to a grocer in sales power than a case of half the stuff on the market called "Preserves."

There is no use of your talking honesty to your customers unless you sell honest goods.

E. D. Smith has been on the Purity Path since 1880—that was the year he started business.

Those 26 years of "sterling" effort cannot be talked down.

W. G. Patrick & Co., 29 Melinda St., are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods

Open for Foreign and Domestic Agencies.

Highest References. ***Correspondence Solicited.***

214 PRINCESS STREET, - - WINNIPEG

SCOTT, BATHGATE CO., BROKERS AND COMMISSION MERCHANTS

COR. NOTRE DAME EAST AND VICTORIA STS.

WINNIPEG, CANADA

Storage and Warehousing a specialty. First-class facilities in a fully modern brick warehouse, centrally located on the railway track.

Manufacturers' Agents—Continued

JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.

Uinon Bank Block, Rooms 722 and 723

Winnipeg, Man.

Open for good Agencies. Correspondence Solicited.

STUART WATSON

Manufacturers' Agent and Wholesale Commission Broker.

Winnipeg, - Man.

Highest References. Correspondence Solicited.

JOHN A. CHEYNE

Wholesale Commission Broker and Manufacturers' Agent

Correspondence Solicited.

41 Bannatyne Ave., Winnipeg, Man.

Winnipeg Storage

We make a specialty of storing and distributing car lots for

Eastern Shippers

Negotiable receipts issued

Low Insurance Rates reasonable

R. B. WISEMAN & CO.

WINNIPEG

Warehousemen and Distributing Agents. Best of references.

W. A. TAYLOR

BROKER and WAREHOUSEMAN

243 Main Street

WINNIPEG, MAN.

HIGHEST REFERENCES

ONTARIO MARKETS.

GREEN FRUIT—The market is exceptionally firm but business is very brisk. Some fruit men call it a "pineapple year." One firm sold 2,460 cases of pines within a week. But oranges are scarce; berries are few and dear and pines are plentiful and comparatively cheap. The Florida fruit is now coming in car lots and is said to be a little more reliable as to quality than the Cuban. The strawberry crop in Maryland, Kansas, Delaware and Missouri, whence supplies are now drawn, is short and the quality is not up to the average. A good many poor berries are coming on the market. Oranges are very scarce and higher. Lemons will be higher again next week. Canadian stocks are said to be exhausted with not more than 10,000 cases between Halifax and Vancouver. Bananas are in heavy demand, but the supply is adequate, of good quality and the price is unchanged.

Oranges, California navels	4 75	5 00
" California sweets	4 25	4 75
" Jamaica, per bbl	...	6 50
Lemons, Messina, 300's, 360's, per box	3 00	3 75
Limes, per crate	....	1 25
Apples, Spies XXX, per bbl	5 00	5 50
" XX, per bbl	....	4 00
" Baldwins, XXX, per bbl	....	4 50
" " XX per bbl	....	3 75
" other Winter varieties, XXX, per bbl	....	4 00
" " " XX, per bbl	3 00	3 50
" farmers', per bbl	2 00	3 00
Bananas, per bunch	1 20	2 50
Red bananas per bunch	2 20	2 25
Strawberries per quart box	0 16	0 20
Pineapples, Cubans 18's, 24's, 30's, 36's, per case	....	3 25
" Floridas, 18's to 48's	....	3 50
Cherries, California white heart, 23-lb. box	2 50	3 00

VEGETABLES — Business continues to increase in volume and supplies seem to be adequate though prices keep up. Onions are lower and green peas and beans are down somewhat, but tomatoes are decidedly higher owing to the crop shortage south.

Potatoes, kiln dried sweet, bushel hamper	....	2 00
" Delaware, per bag	1 10	1 15
" Silver Dollar, per bag	0 90	1 00
" Ontario, per bag	0 80	0 90
New potatoes, Bermuda, per bbl	5 00	6 00
Onions, Egyptian, per sack 100-115 lbs	....	2 00
" Texas Bermuda, 50-lb. crates	....	1 50
" green, per doz. bunches	....	0 12½
Cabbage, new South Carolina, per crate	3 00	3 25
Wax and green beans, per bush. hamper	2 00	2 50
Green peas	....	2 00
Beets, per bushel	....	0 50
" new, per doz. bunches	1 00	1 25
Carrots, per bag	0 40	0 50
" new, 5 to 6 doz. in box	2 25	2 50
Lettuce, per doz. bunches	....	0 30
Radish, per doz	0 25	0 30
Cucumbers, Boston, per doz	1 25	1 50
" Florida, per hamper, 5 to 8 doz	2 00	2 50
Mushrooms, 1-lb. boxes, per lb	....	0 80
Celery, Florida, per case	....	4 50
Asparagus, per doz. bunches	0 50	1 00
Beans, white, prime, bush	....	1 75
" " hand-picked, bush	....	1 90
" Lima, per lb	....	0 07
Tomatoes, Floridas, 6 basket crates	4 00	4 50
Rhubarb, 1 doz. bndls	0 25	0 40
Spinach, bush	0 75	1 00
Leaks, per doz	....	0 25
Artichokes, per bag	0 60	0 95
Parsnips, "	0 50	0 70
Watercress, per doz. bunches	....	0 2
Egg plant, per doz	....	1 55
Peppers, green, per small basket	0 75	0 85
Parsley, per doz	....	0 20
Turnips, per bag	....	0 35
Mint, per doz	....	0 25

The Delhi Canning Co. are making extensive improvements to their plant in anticipation of the approaching campaign.

G. B. THOMPSON

Wholesale Broker and Commission Merchant

159 Portage Avenue East, - WINNIPEG, MAN.

Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

We are now Delivering

NEW PACK

ICE CASTLE BRAND LOBSTERS
ICE CASTLE BRAND KIPPERED HERRING
BEAVER BRAND LOBSTERS
OAK BAY CLAMS

ANGLO-SAXON BRAND HALIBUT
GOLDEN RULE SARDINES
BELL BRAND CANNED MACKEREL

LOW PRICES QUICK SHIPMENTS

J. W. WINDSOR - - - Montreal

The Largest Handlers in Canada of all kinds of Canned Fish.

NEW PACK NEW PACK NEW PACK

OF THE FAMOUS

Brunswick Brand SARDINES

Now is the time to send your order for—

¼ Oils, Sanitary Can, 100 tins to case
¼ Oils, Handmade Can, 100 "
¼ Mustard, 100 tins to case
¼ Tomato, 100 "
¾ Mustard, 50 "

TO

Connors Bros., Limited

Black's Harbour, N. B.

Largest Sale in the World

King Oscar Sardines

The Most Delicate Flavor and Purest Olive Oil.

ASK YOUR WHOLESALE HOUSE

JNO. W. BICKLE & GREENING

HAMILTON, ONT.

Canadian Selling Agents

FRESH SALMON

GOLDEN CROWN and GOLDEN KEY brands CANNED LOBSTERS

½, ¾, 1-lb. Talls. ½, ¾, 1-lb. Flats.

FRESH LOBSTERS

Golden Crown Canned Clams
Golden Crown Canned Mirimichi Salmon
Golden Diamond Canned Blueberries

ATTRACTIVE LABELS PROMPT SHIPMENT QUALITY GUARANTEED

If your jobbers do not handle these goods, write us direct for quotations.

W. S. LOGGIE CO., Ltd. - CHATHAM, N.B.

PACKERS AND EXPORTERS OF ALL KINDS OF FISH

Be Sure! Be Sure!

Chocolate trade to be of any value to you must be permanent. Permanent chocolate trade has to be sought with "permanently-good" chocolate.

"Where shall I get such," you say. "Nearly all the makers **claim** their chocolate is made from Swiss Milk, yet I am compelled to believe a lot of it is made in Canada from ordinary milk."

We don't ask you to order on what we claim. We ask you to order on what is an indisputable fact.

TOBLER'S CHOCOLATE

is made in Switzerland from Swiss Milk, Chocolate and Sugar.

A reward awaits the man who can refute that statement.

Maclure & Langley
AGENTS Limited

152-154 Pearl St., - TORONTO
30 Hospital St., . MONTREAL

THE SUMMER SEASON
brings
A DEMAND FOR THE BEST
IN YOUR STORE

STEWART'S
Chocolates and Confections ARE THE BEST

Pure Materials.
Absolute Cleanliness.
Perfect finish.

New and beautiful packages for the Summer trade.

PRICES RIGHT

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Always Put
MOTT'S Chocolate

"DIAMOND" and "ELITE" brands

first on your "want list" when you are making up an order for the traveller—

They are unique in their purity and perfection.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, Montreal — R. S. McINDOE, Toronto — JOS. E. HUXLEY, Winnipeg

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

FIGHT FOR A TAFFY MAKER.

A legal case of much interest to manufacturing confectioners was recently tried at Toronto and judgment has not yet been given.

It was an action brought by H. L. Hildreth, of Boston, Mass., against the McCormack Manufacturing Co., of London, Ont., seeking to restrain the Ontario manufacturer from using a taffy pulling machine, the patent rights on which are claimed by the Boston man.

The machine is a wonderful labor saver in a taffy department and the principle of it is extremely simple. It consists of two upright iron posts, each supporting a revolving arm with a projecting tooth a foot long or longer at either end. The taffy is pulled on the teeth. The trick of the machine is that the revolving arms do not revolve on their centres. The pivots upon which they turn are considerably nearer one end than the other, with the result that two of the teeth pass outside and two inside each other. That's where the "pull" comes in. The machine will pull 80 lbs of hard taffy in six or seven minutes and do it much better than a man possibly could.

H. L. Hildreth charges a rental of $300 a year and collects, it is said, between $100,000 and 200,000 a year. To sell a machine outright, the price is $2,000.

The McCormack Mfg. Co. claim that Hildreth has not manufactured the machine within two years in Canada and that he will not lease or sell at a reasonable rate as required by the patent law.

The Robt. Watson Co. had one of the machines made for themselves before the Canadian patent was taken out and it cost for patterns and everything $100. There are only three or four of the machines in Canada. Like most candy machines there are other claimants to the patent rights.

PRIVATE CARS FOR BISCUITS.

The Mooney Biscuit Co., of Stratford, have now the distinction of being the only manufacturers of foodstuffs in Canada owning private freight cars. This is indicative of their progressive spirit, and insures clean transportation. The company have been in business only three years, but they have been years of phenomenal progress.

The new cars are of standard size and are painted in a rich cream color. To right and left of the doors is painted the familiar blue and purple brand of the Mooney Perfection Cream Sodas. On the doors themselves is the fac-simile of the famous Mooney chocolate chips. The cars have each a capacity of 60,000 lbs., and weigh 36,000 lbs. They will soon become familiar to the public as they pass along the leading lines of railway carrying the Mooney products throughout Canada from the Atlantic to the Pacific.

The Mooney factory has been extended each year since its inception owing to the demands of business, and this season the company have been compelled to build again, contracts having just been let for a building which will practically double their present premises.

THE WORLD'S COCOA CROP.

The world's cocoa crop amounted in 1904 to 146,552 tons, or 16 per cent. over that of 1903, according to figures just published by the German Cocoa Trade Journal.

The United States led the world in cocoa consumption, using 33,159 tons, Germany following with 27,101 tons, France with 21,799, the United Kingdom with 20,552, and Netherlands with 21,124 tons. Switzerland, using 6,839 tons, leads the remaining countries. Canada used 1,840 tons. Italy consumed only 479 tons in 1904.

The production of cocoa has steadily increased since 1901, when it was 105,720 tons. Ecuador, which is the largest cocoa producing country (28,433 tons in 1904), showed a 42 1-2 per cent. increase; Brazil, with 23,160 tons, made a 11 1-2 per cent. increase; St. Thomas furnished 20,526 tons, or a 4 1-4 per cent. decrease. Trinidad, which increased 25 per cent., to 18,574 tons, formerly shipped the entire crop to London, but now ships largely to Hamburg, Havre and New York by German and other steamers. Santo Domingo made a great stride in cocoa production, advancing 74 per cent., to 13,575 tons. Here the plantations are mostly in the hands of small farmers, with the exception of a few large estates, the most important of which belongs to a Swiss chocolate firm, and is fitted out with extensive agricultural machinery and narrow gauge railways. As suitable land is obtainable in Santo Domingo at a very low price, the crop may be expected to

Excellent Eating

Biscuits that make excellent eating for the consumer also make excellent selling for the Grocer.

Now,

are made to eat, and that a pleasure is taken out of the eating no one who has tasted **Perfections** will begin to deny.

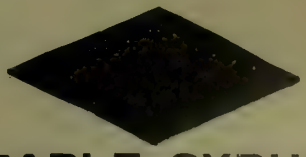
We go to great trouble in securing the right materials for **Perfection Cream Sodas** and go to just as much trouble making those materials into "**Perfections.**"

Hence the reason of the "good selling" for Grocers.

Are you enjoying the prosperity ?

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

DIAMOND
Brand



MAPLE SYRUP
has that delicate flavor of New Sap Syrup direct from the bush. Try it.
ALL JOBBERS
Sugars Limited, Montreal

This is the Time of the Year

when the average housewife enjoys something choice in the preserve line.

This is the time of the year when you should have a supply of

Southwell's Jams and Marmalades

to meet this call of the average housewife.

Southwell's Goods are delicious.

If you taste them yourself you will agree with us.

FRANK MAGOR & CO.
Canadian Agents - - MONTREAL

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

THERE IS

No true saving where quality is not considered. The grocer who sells

SHIRRIFF'S FLAVORING ESSENCES

gets the best trade, plus the best profits.

MANUFACTURED BY
IMPERIAL EXTRACT CO.
TORONTO

Besides being "best," they're different

In addition to quality, our biscuits have the added charm of novelty. They've a freshness in this respect that puts them on a higher level than the ordinary, and by adding them to your stock you raise the standard at once. Your **good** customers will certainly appreciate your action.

Pamphlet (illustrated in color) from our agents.

W. & R. JACOB & CO., Limited = Dublin, Ireland

Canadian Agents:

Kenneth H. Munro, 324 Coristine Bld., Montreal.
C. & J. Jones Bros., 424-425 Union Bank Building, Winnipeg.
Wilson Bros., Wharf St., Victoria, B.C.

ERIN'S BEST
JACOB'S BISCUITS

BORDEN'S BRANDS

"EAGLE" CONDENSED MILK
"PEERLESS" EVAPORATED CREAM

—There are no better or purer goods—This has been established by the world's best judges at all Pure Food and World Exhibitions, wherever exhibited.

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Registered U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 36 St. Peter St., Montreal, Can.

BUY
Star Brand
COTTON CLOTHES LINES
AND
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

increase yearly. Hamburg is the principal market for Santo Domingo cocoas.

Venezuela was the sixth country in cocoa production, advancing 4 per cent., to 13,048 tons. Grenada was seventh, with 6,262 tons, a 1 1-4 per cent. increase, all of it going to England, where it is preferred. The Gold Coast in Africa made the greatest increase in the cocoa crop of 1904, marketing 568 tons, or 148 per cent. over the 1903 crop. In 1901 the Gold Coast produced only 196 tons. More and more cocoa plantations there are reaching the cropping stage, which requires five to six years. Cuba and Porto Rico together rank ninth as producers of cocoa, the yield in 1904 having been 3,266 tons, a 15 3-4 per cent. increase over 1903. In 1901 Cuba and Porto Rico produced only 1,750 tons. Hayti furnished 2,531 tons, an increase of 16 1-2 per cent., while Jamaica's crop of 1,605 tons was the same as the previous year. Martinique and Gaudaloupe sent their 1,215 ton cocoa crop as usual to France. The Germans increased the cocoa production 40 per cent. in their colonies of Cameroons, Samoa and Togoland, which was 1,100 tons in 1904.

TRAVELERS IN AUSTRIA.

In Austria every commercial traveler has to pay a tax and for this reason he is considered a regular tradesman, even though he has no particular place of business. Austrian commercial travelers refuse to represent a firm which is not well known throughout the country unless under special arrangement. They are a hard-working class and are economical in their habits. As a rule they travel third class when making a railway trip, although representatives of liqueur establishments often travel first class. They very seldom touch liquor, and a traveler who drinks habitually, although moderately, soon loses the respect of his fellows.

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

IT'S A MONEY MAKER
every time, but you will never know it if you never try it. Catalog tells all.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

Sixty Years of Popularity

COX'S GELATINE
may now be had in a new form as

COX'S INSTANT POWDERED GELATINE

It dissolves instantly in hot water. No trouble. Recipes in every box.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

QUALITY !
QUALITY !

That is

UPTON'S

first consideration in the manufacture of his

Jams, Jellies and Orange Marmalade

Good goods always command a fair price.

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

Order 500 for Summer Trade

That every Grocer may have the privilege of trying our Cigars, we are going to put up, for a limited time, an assortment of **500.**

The assortment includes the famous **Pebble** and **Pharaoh Cigars** and other leading brands.

This, of course, is an offer that you cannot duplicate anywhere.

We want you to take advantage of it and to get right after Summer Trade.

YOU HAVE HEARD ABOUT OUR "TERMS"

J. BRUCE PAYNE, Limited, Mnfrs.

GRANBY, QUEBEC, CANADA

You Don't Have To Wish for Trade When You Sell *T. & B.*

It comes itself.

It comes regularly.

T. & B. quality being assured, ***T. & B.*** trade is assured.

You know, ***T. & B.*** has been on the market for years.

Tobaccos either pass out or pass up.

T. & B. has passed all others—is in First Place.

A Grocer without ***T. & B.*** is without the best selling tobacco on the market.

There is lots of trade right near you.

THE GEO. E. TUCKETT & SON CO., Limited, Hamilton, Can.

TOBACCOS, CIGARS AND ACCESSORIES

WHEN A WOMAN BUYS CIGARS.

She was a plump little matron of some thirthy Summers, and when the showcase loungers in the corner cigar emporium sighted her steel-grey paddock in the doorway they all edged away from the counter and appeared to be suddenly interested in the Oriental lithographs that came with the Egyptian cigarettes.

"I would like to look at some cigars," she announced, as she placed her shopping bag on the glass case. "I want to make a little present to my husband."

"Yes, ma'am," responded the young clerk with a low bow. "What—er—is his favorite smoke?"

"How is that?"

"I mean does your husband prefer a mild, medium, or strong cigar?"

"I think he likes strong ones. Some of those he smokes after supper are so strong that the neighbors ask if we are burning leaves in the back yard."

"H'm! They must be strong. How would these suit him?"

Liked the Ribbon.

The clerk drew a box from the showcase and displayed a row of handsome cigars, each bundle embellished with a yellow ribbon.

"I like the pretty ribbon," said the fair customer, slowly examining the cigars with her gloved finger, "but I don't like the color of the tobacco. Besides, there are horrid yellow specks on them."

The clerk suppressed a smile.

"M-- dear lad--" he hastened, "don't you know that those little spots are just what connoisseurs look for?"

"No, never heard of such a thing. I believe the cigars have been damaged. Show me another box."

Didn't Like the Picture.

The obliging clerk reached for another brand and opened the box on the showcase.

"Here is something fine," he began, but the prospective purchaser shook her head.

"It is no use to show me those. I don't like the picture on the inside of the cover."

A Woman's Logic.

The clerk smiled, and reached for another box.

"Well, how about this make? Surely the picture pleases you this time. It represents an old Cuban fort by sunset. You can take it off with warm water and use it to decorate a screen."

There is a remote possibility that the fastidious customer may have decided on the old "Cuban fort" brand had she not glanced at the end of the box. But she did glance, and all the suave cigar clerks in town could not have made her purchase those cigars.

"It is no use," she said, firmly. "I see it with my own eyes."

"See what, ma'am?" asked the mystified clerk.

"Why, the word 'Colorado.' You know that Havana cigars should not be made in Colorado. I suppose you think women are green at buying cigars."

"But, madam—"

"It is no use of trying to convince me that those cigars were not made in Colorado. Why, isn't there the stamp on the box? Why don't you try to sell me some that were packed up in Connecticut, and then claim that they are imported from Porto Rico. Oh, it takes you men to try and gold-brick a woman when she enters a cigar store."

Found What She Wanted.

The clerk sighed. He collected the open boxes and placed them back in the glass case.

"I am sorry," he said in pepperish tones, "that we don't seem to have any cigars suitable for your husband. He must, indeed, be a fastidious smoker."

The overparticular patron did not re-

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

ply to this hidden thrust. She swept up and down in front of the long glass cases and minutely examined every box of cigars on display. Suddenly she pointed her slender finger toward a long box with an expression of triumph.

"There is what I want," she exclaimed. "Those real long cigars. I know they are just the kind that Henry smokes. He will be tickled to death if I present him with a box of those."

The clerk followed the direction of her finger and then laughed so loud that the yellow cat, asleep on the snuff jar, awoke with a start.

"What is so laughable?" demanded the woman in the gray coat, rather sharply.

"Nothing particular, madam," hastened the clerk. "I was just thinking of a good joke I heard at the theatre the other night about a woman selecting cigars for her husband. Do you really want those?"

"I certainly do. Don't think that I don't know good cigars when I see them. I know Henry will compliment my judgment as soon as he smokes the first one. Wrap them up, please."

The smiling clerk drew forth the long box and quickly wrapped it up in pink paper and tied it with a blue cord.

"One dollar ninety-nine, ma'am," he said. "That's right. Thank you."

She gave him a two-dollar note and he returned her a copper in change.

"And now you admit that I know something about selecting cigars?" she said with a winning little smile.

"I do, indeed, ma'am," assured the clerk. "Very few would have selected the brand of smokes that you did."

She placed the box under her arm, and the next moment her steel-grey paddock had vanished in the crowded street. Then the chronic loungers turned away from the Oriental cigarette lithographs.

What Harry Got.

"What kind did she select?" they asked in unison.

"Stogies!" roared the clerk. "Upon my word, she selected a box of Pittsburg stogies. Preferred their looks to Havanas and Porto Ricos. Maybe it was the bargain counter price of $1.99 that attracted her. Say, I'd like to be around when the old man opens that box."

And the clerk grinned and threw a ball of tinfoil at the yellow cat on the snuff jar.

CUTTING TOBACCO PRICES.

Considerable discussion has arisen over an authoritative report being circulated in Montreal to the effect that some of the wholesale grocery houses are cutting the prices of Macdonald's tobaccos. In the trade there is a general feeling of dissatisfaction caused by this action.

LEAVES.

W. Bailey, tobacco and cigars, Ottawa, Ont., has admitted son into partnership; style now W. Bailey & Son.

Customs authorities at Montreal last week seized 50,000 cigarettes on the steamer Montreal. It is said there has been systematic smuggling of German cigarettes from Antwerp.

Upon the application of the American Tobacco Co., who claimed the tobacconist had left the city, an order has been issued placing in liquidation the estate of Jos. Desrosiers, Montreal. The liabilities are $1,000 and assets $500.

A big fire at Woodstock, N.B., last week wiped out 15 places of business, including two groceries, Holyoke & Brown's and Sullivan's. The total loss was $40,000.

LABOR'S HOSTS ON THE MOVE.

The Labor Gazette for May, the organ of the Department of Labor, Ottawa, reviewing the industrial situation for April, says:

"Employment increased very materially throughout Canada during April, as compared with March. Seeding was actively in progress among agriculturists over a wide area: the lobster and mackerel season opened on the Atlantic Coast; the lumbering industry had a very busy month in British Columbia, Ontario and the Eastern Provinces; the mining industry was exceptionally busy in almost every field; manufacturing establishments were working to full capacity, overtime prevailing in many branches, and the work of preparation for the unprecedented amount of railway construction to be undertaken during the present year was fully under way, many thousands of men, in addition to those employed on existing contracts, were expected to be at work within a short period. The beginning of building operations was in several of the most active centres on a scale never before equalled, and civic improvement work also gave promise at the close of the month of an exceptionally active season. Navigation opened on the St. Lawrence and the Great Lakes during April, a week earlier at most points than last year, giving employment to large numbers of workmen. The influx of immigrants was unprecedentedly heavy. Compared with April, 1905, conditions were more active in every province, the improvement being especially marked in the case of British Columbia and the Maritime Provinces."

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

640. Pepper—A Midlands company manufacturing a special line of pepper would like to do business in Canada.

642. Lobsters—London firm of importers wishes to hear from Canadian packers of high grade lobsters who seek export trade.

646. Dried fruits, etc.—North England firm desire to get in touch with Canadian manufacturers of dried fruits and evaporated apples.

647. Butter, eggs and cheese—North England firm desire to get in touch with Canadian shippers and invite quotations, c.i.f. Newcastle.

648. Eggs, canned meats and fruits—North England firm require regular and large shipments of eggs, canned meats and fruits.

653. Butter, cheese, etc.—North England firm desire to get in direct communication with Canadian exporters.

654. Butter, canned meats, etc.—North England firm invite correspondence with Canadian exporters of butter, canned fruits, meats and hog products.

655. Wheat, barley, etc.—North England grain importer desires communication with Canadian shippers of wheat, barley, peas and oats.

656. Dried fruits, etc.—North England grocer desires to get in touch with Canadian manufacturers of dried fruit, evaporated apples, canned meats and fruits. Must be high-class.

657. Cheese, butter, etc.—North England firm desire to get in direct communication with Canadian exporters.

662. Eggs—North England firm desire direct communication with shippers.

663. Cheese and hog products—North England firm desire to be put in direct communication with shippers and manufacturers.

650. Canadian apples—North England firm desire to get in touch with packers and shippers.

651. Eggs, canned fruits and meats—North England firm desire to get in touch with shippers to get a reliable Canadian firm to act as their agent in buying.

THE SECRET OF ADVERTISING.

If you want to know the secret
Of the way to advertise,
You've got to use some common sense—
Be up-to-date and wise.

It isn't merely filling space,
It isn't all display,
It's telling folks about the goods
In a bright and catchy way.

MR. GROCER,—

Adams Tutti Frutti Gum

SWELLS YOUR BANK ACCOUNT
BECAUSE YOU MAKE **80% PROFIT**

Adams Tutti Frutti Gum

PLEASES YOUR CUSTOMER
BECAUSE IT IS THE BEST.

GIVE IT A PROMINENT PLACE ON YOUR COUNTER.

AMERICAN CHICLE CO.,
Logan Ave., - Toronto.

CROCKERY

Our stock is complete and "up-to-date" in every respect. We are offering many new and exclusive lines in **DINNERWARE and TOILETWARE.**

UNPRECEDENTED VALUES IN

CHINA—GLASS—SILVERWARE – CUTLERY

CUT GLASS — LAMPS — LAMP GOODS

MAIL ORDERS are given careful attention. If in doubt just name your price and allow us to supply our "Best Sellers." Our long experience enables us to know what the public likes best.

THE JOHN L. CASSIDY
CO., LIMITED,
MONTREAL

THE SUN ECLIPSED BY "PUTZ"

Putz! What is Putz?

PUTZ, "Lion" brand, is the most popular and satisfactory metal polish in the world. PUTZ, "Lion" brand, is put up in boxes in the form of liquid as well as paste and is known as PUTZPOLISH.

The finest thing for metals is the "Lion" brand. "Lion" brand, PUTZ contains no acid. Its use will not injure metal of any kind. PUTZ gives a lasting polish to all metals. It will neither scratch nor rub off. The "Lion" brand saves hours of work. It acts in minutes as compared with hours by old systems of polish. When applied on the surface of iron, of zinc, of nickel, and metals of all descriptions especially, the Triple Extract Putz Polish for Metals, the "Lion" brand, liquid or paste, gives a brilliant and lasting sheen.

Insist upon getting PUTZ, "Lion" brand.

SOLD BY ALL GROCERS AND HARDWARE MERCHANTS.

AGENT:

J. A. TAYLOR, MONTREAL

THE SAUCE THAT SELLS

WORCESTERSHIRE SAUCE
FROM THE RECIPE OF A
NOBLEMAN IN THE COUNTY
OF ROAST MEAT. STEAKS. CUTLETS. CHOPS. FISH
CURRIES. GRAVIES. GAME & SOUP.
PREPARED AND SOLD BY
A. WHITE & Co.
LONDON.
ENGLAND.
Sold Wholesale by the Proprietors
and Retail by Grocers, Oilmen, and Druggists in all
parts of the World.

Why? Compare the quality and price with others—that is all.

White's Worcester Sauce

is sold by all the leading wholesale grocers.
If yours has not offered it, ask for it now.

EXPORTED BY

MACONOCHIE BROS., LIMITED

London, Eng.

AGENTS FOR CANADA AND U. S.

MacLAREN IMPERIAL CHEESE CO.

Head Office: TORONTO.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

June 7, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	5lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
8a size	$3 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's $4 40
5-case lots. 4 30
Canada Flakes, "Jumbo" case, 24/25's 4 90
Canada Flakes, "Jumbo" 5-case lots. 4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ¼-lb., per doz.	$2 40
" ½ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ¼'s and ½'s per lb.	$0 40
Vanilla, ½'s	0 25
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	0 30
" ¼'s "	0 30
" Flat cakes per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 5
Smaller quantities 0 37

HENDRIE'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins,	4½	doz. to case	per doz.,	$	.90
1 " "	4	" "	"		2.40
½ " "	2	" "	"		4.75
¼ " "	1	" "	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's.	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoas, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	25c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder	
5-lb tins, 10 tins in case	27c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

"Batger's"

Lemon Squash, & Lime Juice Cordial

When your customers come in and ask for a ***Good Summer Drink*** sell them ***Batger's*** Lemon Squash or Lime Juice Cordial——They give the satisfaction that brings repeat orders——***No Sugar Required,*** but just add water. Very ***handy*** and ***economical.*** Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme
Montreal and Toronto

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

Are you satisfied with the Coffee you are using? If not, try

Braid's Best Coffee

a triumph of the Coffee blender's art.
It pays.
It gives satisfaction.

WM. BRAID & CO., - Vancouver, B.C. BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5	"
15 00 "	6	"
20 00 "	7	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $3.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND

Tierces	$0 08⅞
½-bbls.	0 09⅜
Tubs	0 09½
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09⅝
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar	0 25
F.D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel, per box	1 25 to 3 50

WOOD'S COFFEES

Ask the man who sells them, Ask the man who drinks them,

For the points that demonstrate the value of

WOOD'S COFFEES

They bring money and peace to the Grocer.
They bring satisfaction and delight to the Drinker.

All tastes are gratified in the pure and uniform varieties of superior goods that comprise our numerous lines.

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL.

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—

Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—

1-lb. packages, boxes 40 lb.	0 05½

No. 1 Brantford Prepared Corn—

1-lb. packages, boxes 40 lb.	0 07

Crystal Maize Corn Starch—

1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkgs., cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCHAN MILLA

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

Packed in cases of 56 lbs. each (cases free)

	Per lb.
No. 1, London—	
In papers of 4 to 5 lbs.	8½c.

Blue, white or assorted.

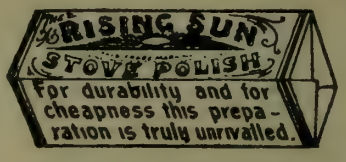
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'S PKGS.

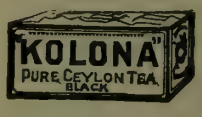
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lb ½s & ¼s.	0 35	0 50
" " 1 lbs. ½s & ¼s.	0 40	0 60

3 p.c. off 30 days or 3 months.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

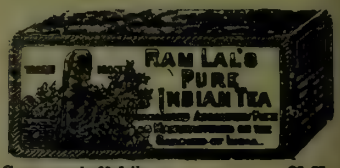
Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

	Wholesale	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Embossed Label, 1's, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ¼-lb.	0 36

"CROWN" BRAND

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s.	$0 35	$0 50
Blue Label, 1-lb. and ½s.	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$....	
" II 40-lb. boxes	....	
" III 30-lb. boxes	....	
EMD AAA Japan, 40 lb "at	....	
" AA " 40 "	....	
Blue Jay, basket fired Japan, 70 lbs.	....	
"Condor" IV 80-lb. "	...	
" V 80-lb. "	....	
" XXXX 80-lb. boxes	....	
" XXXX 30-lb. "	....	
" XXX 80-lb. "	....	
" XXX 30-lb. "	....	
" XX 80-lb. "	....	
" XX 30-lb. "	....	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½	....

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½	at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30	at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35	at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40	at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50	at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail		at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 25
No. 2 "	0 20
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 3s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 3s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 23½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 65
Gillett's cream yeast, 3 doz.	1 95

"Don't make the same mistake twice"

You may have bought Baking Soda which has not had color, quality or strength, and of which your customers have complained. This is likely to happen to any business man; but to continue buying the same quality that caused trouble is poor judgment.

You are always ABSOLUTELY sure of getting the best soda on earth when you order

"COW BRAND"

BAKING SODA

Every jobber in Canada sells it.

CHURCH & DWIGHT, LIMITED
Manufacturers
MONTREAL

If You Believe Ivorine Is a Good Starch, Buy It!

Have you given any study to starch merits? Has your study proven to you that "boiling" starches are a back number? Do you see any difference between

IVORINE
COLD-WATER
STARCH

and starches that go by other names?

If you believe "Ivorine" is a good starch, buy it, and demonstrate your faith in your own belief. Your customers are waiting for your recommendations. Let them be: "If I were you I would try **Ivorine Starch.**"

$2.50, Case of 40 pkgs.

Order through the Jobber.

St. Lawrence Starch Co.
Limited
Port Credit, Ontario

TEA HINTS
FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON
"GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

BRIGHT AND SPARKLING

Do you want a nice **LITTLE** assortment of the latest and best productions in Crystal Glassware, handsome, good pieces to retail at **twenty-five cents each ?**

Then send a card to-day for a **6606 Assortment.**

It contains ¼ doz. each of 12 of the nicest pieces of cut glass pattern table glass you have ever seen, and will cost you just **six dollars.**

GOWANS, KENT & CO.
LIMITED
TORONTO

BEFORE BUYING

Canned Fruits and Vegetables

WRITE US.

LAUREL BRAND

In Quality, Leads the Market.

WHAT ABOUT YOUR REQUIREMENTS ?

J. H. WETHEY,
LIMITED
ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Preserved Provisions in Glass, Galantine of Chicken and Tongue, Galantine of Veal and Ham, Chicken Breasts, Pressed Beef.

Agents :

C. E. COLSON & SON

10 St. John St., MONTREAL

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, JUNE 15, 1906. NO. 23.

Raised On It.

There is no better time than during the hot weather to interest your customers in the use of

Robinson's Patent Barley

Let us help you in this work.

Send us a list of your family customers and we will send them samples of Robinson's Patent Barley. We will tell them all about its uses and value—That means money for you.

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

The less time you occupy in explaining the merits of your goods to your customers, the more valuable in other directions will be the time saved———

When asked for the BEST Cooking or Laundry Starches, the time-saving words are :

Benson's "Prepared" Corn and

Edwardsburg "Silver Gloss" Starch

For sale by all jobbers.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

51 Front St. East, TORONTO Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

Soaps For Family Use

"Queen's Laundry Bar" is a line every dealer who is in business for money should handle. It is a pure economical soap suitable for every household requirement—and a necessity in every home where there are always articles to be washed, which are of too fine a nature to send to the laundries. It is so pure that many use it for the bath. It is a soap that will make the people return to your store.

Queen's Laundry Bar

One of the excellent lines manufactured by Albert Soaps Limited, Montreal

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE CANADA SUGAR REFINING CO.
LIMITED

Montreal

Y. & S. SCUDDER M. & R. } **STICK LICORICE**

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - -	TORONTO
JOHN W. BICKLE & GREENING, -	HAMILTON
GEO. H. GILLESPIE, - - -	LONDON
JOSEPH CARMAN, - - -	WINNIPEG

Stower's Lime Juice

Distinguished from all others because it has no musty flavor. Many times stronger than any other Lime Juice made because concentrated and absolutely pure. An honest production from natural fruit. Palatable, healthy. Keeps perfectly in any climate even after the cork is drawn. "The Lime Juice that draws trade and holds it."

Pickles that always please. Sound, piquant Pickles preserved in absolutely pure Malt Vinegar. Packed in bottles with showy labels, which are a great shelf attraction for the store. ALWAYS THE SAME!

Packed in Scotland.

Hannah's Pickles

Sold by leading wholesalers.

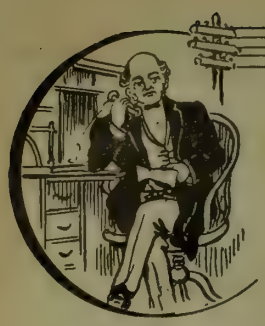
A. P. TIPPET & CO., Agents.

Montreal. Toronto.

Fry's Cocoa.

Absolutely pure Cocoa, with no false flavorings added nor any injurious drugs or chemicals. Made by one of the largest manufacturers of Cocoa in the world. Concentrated and hence of great strength. A quarter-pound tin, which retails at 25 cents, will make fifty cups of rich, delicate Cocoa—one-half a cent a cup.

Sold by leading wholesalers.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CALGARY

The Dominion Brokerage Co., Limited
Wholesale Commission Merchants and Brokers
CALGARY and EDMONTON, ALBERTA
Excellent Trade Connection
Highest References

WESTERN CARTAGE CO.,
Cartage and Warehousing
Storage and Brokerage for Eastern Wholesalers.
Handling and Forwarding of CAR SHIPMENTS.
Largest and Best equipped STORAGE Facilities in the WEST.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. EAST
TORONTO

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

Offer Few Cars
CHOICE
CORN
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

McGAW & RUSSELL
Manufacturers' Agents and Importers
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Phone Main 2647

W. G. Patrick & Co.
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29 Melinda St., Toronto

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
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Highest references Commissions solicited

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P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building, QUEBEC.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

Winnipeg Storage in BOND or FREE
For all kinds of Merchandise.
Negotiable Receipts Issued.
Low Insurance
TEES & PERSSE Limited
Wholesale Brokers and Warehousemen
WINNIPEG CALGARY EDMONTON

(*Continued on page 54.*)

Customers Brought to your Counter

by the effective advertising of

Blue Ribbon Tea

See our handsome Street Car Ads.
Look at your daily papers
And keep stocked

THE BLUE RIBBON TEA CO., Limited

12 FRONT STREET EAST

Wise buying brings larger profits

The wide-awake buyer will do well to take advantage of our two specials this week.

ROLLED OATS—per sack, 2.10 delivered at your station

For shipment from the mill in 10 sack lots—Quality guaranteed—Manufactured by one of the largest and best mills in the Province. Don't hesitate—This price will not last long as we have only a limited quanity to offer.

The Other is a snap in **Domestic Sardines**— We are quoting very low figures

—So low in fact that they can't last long at our quotations—
Send us your orders.

The EBY, BLAIN CO., Limited WHOLESALE GROCERS, TORONTO

The Supreme Tribunal

The tea drinking public of Canada, after a trial extending over years and despite the frantic efforts of the opposing forces, have arrived at a practically unanimous verdict to the effect that

CEYLON TEA

HAS A RIGHT TO THE CANADIAN MARKET

on the following counts:—

I. Fineness of fragrance.
II. Purity and delicacy of flavor.
III. Refreshing and invigorating qualities.
IV. Absence of deleterious elements.
V. Happy combination of those qualities demanded by the Canadian palate.

Ceylon Tea, Black and Green, stands head and shoulders above all competitors.

The grocer who specializes on Ceylon Tea has everything in his favor. He gives his customers what is best for them, what they best like and what gives him the best profit for handling.

CEYLON TEA
Black and Green

CEYLON TEA
Black and Green

1906 PACK

Our 1906 pack Fruits, Vegetables and Meats will be, as usual, of the very best quality.

Our factories are now being overhauled, and the newest machinery is being installed where necessary.

We have now over thirty of the most modern-equipped factories in the world.

Our factories being situated in the midst of the Fruit and Vegetable Farms of Canada, ensures goods being packed when at their best.

Our processors have had over a quarter of a century's experience in canning and preserving.

Quality and Cleanliness is the policy rigidly enforced at each of our thirty factories.

Our 1906 pack will be the best ever packed anywhere. We guarantee the quality of all our goods.

Remember the brands, viz.: "Canada First," "Auto," "Little Chief," "Log Cabin," "Horseshoe," "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," "Grand River" "Jubilee," "White Rose," "Deer," "Globe," etc.

If you want pleased customers stick to our brands exclusively.

CANADIAN CANNERS, Limited

Quality Canned Goods

We don't want you to forget that the distinguishing feature about the **Old Homestead Brand** Canned Goods is their superior quality.

We did not go into the canned goods business in a hurry. We were not promoters anxious to put through a stock deal. We were not amateurs desirous of making an experiment.

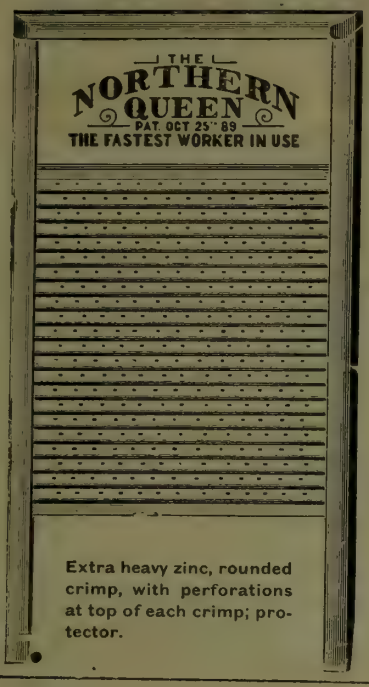
The Old Homestead Canning Company

went into the canned goods business to stay. That's why we went to the expense of building our immense cement block and steel factory and warehouses, equipped them with the very latest and most improved machinery and put in charge the best processor that could be secured.

We are thus able to take care of all fruits and vegetables without delay while they are fresh from the field. They are put up under conditions of absolute cleanliness and open up the very acme of perfection. You can absolutely depend on **Old Homestead Brand.** If you sell Old Homestead, you will please the most particular. Insist on having **Old Homestead.**

THE OLD HOMESTEAD CANNING CO., LIMITED

PICTON, ONTARIO



Extra heavy zinc, rounded crimp, with perforations at top of each crimp; protector.

Flinted glass rubbing surface, will never wear out, rust or corrode; will stand either hot or cold water.

Heavy crimped brass, will not crack, corrode or get out of shape; brass surface raised in centre.

Taylor Scott Winners

Here are just a few samples from our handsome new catalogue. There are more worth your while looking into. Send for one of our new illustrated catalogues, sent free to the trade on application.

Good heavy zinc, with Globe crimp and protector top; heavy solid back; always in good demand.

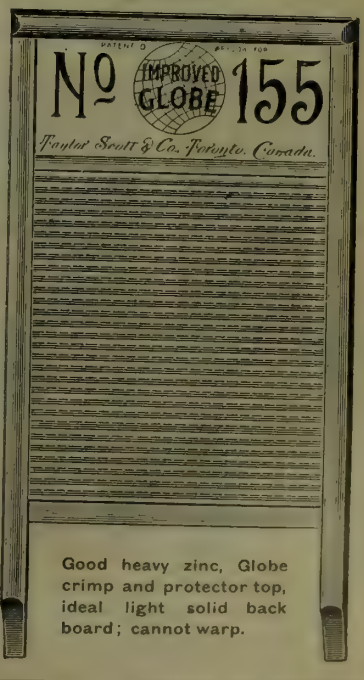
Ask Your Jobber

for

Taylor Scott Washboards and insure satisfaction to yourself and customers.

Taylor, Scott & Co.

Toronto, Ontario



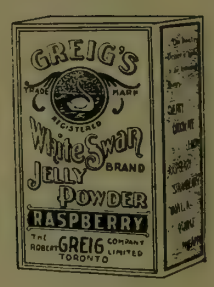
Good heavy zinc, Globe crimp and protector top, ideal light solid back board; cannot warp.

Did it Ever Occur to You

to think how much money you could make in the course of the year just by pushing the sale of some of the smaller items of your stock?

Take ***Jelly Powders*** and ***Flavoring Extracts,*** for example. Goods that never aggregate much money in your stock, but which pay handsome profit in the selling.

Try it and see how many packages and bottles you can sell in a day just by suggesting it to the customers in your store. The result will be ever so much better profits than obtained from the same effort used in selling heavy goods on which your margin is so light.



PARTICULARLY SO if you push high grade lines like ***Greig's White Swan Jellies*** and ***Flavors.*** Their quality is such that your patrons ***want more.*** Your profit on these is ***especially attractive.*** Try a sample lot ***at our risk*** and see how they go.

THE ROBERT GREIG CO., LIMITED, WHITE SWAN MILLS, **TORONTO**

THEY

Sell Well

Show a Nice Profit.

Give Satisfaction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

PERHAPS

you are selling

Paterson's Worcestershire Sauce

If not, you are missing an opportunity for profitable extension of your business. Remember it sells quicker than any other sauce, because its price is away below its quality.

ROSE & LAFLAMME
AGENTS
MONTREAL

'Tis Thus

All dealers that we have interested in the sale of "SALADA" Ceylon Tea (and that we still hope to interest) are those with their eyes wide open to the bald fact that in these keen competitive days, it's nothing short of "Commercial Insanity" to trifle in values.

Men who realize that to shave qualities here and there is a practice that none dare indulge in with impunity, as what might apparently be gained to-day is lost tenfold to-morrow in declining trade, dissatisfied customers, and a stock which shows an obstinate inclination to "stick."

THE "TOP NOTCH" QUALITY AND VALUE OF "SALADA" IS PAST ALL DEBATE.

"SALADA" Green Teas are doing to Japans just what "SALADA" Black Teas have done to China Congous. "Put them out of Business."

Black, Mixed or Green } Sealed Packets Only.

Wholesale Terms from "SALADA," Toronto and Montreal.

Magic Baking Powder

it's good

and the kind that pleases the people.

Pure and wholesome.
Most economical.
Best advertised.

Most profitable to handle.

Order from your wholesale grocer.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded highest honors at all Expositions.

Sterling Brand Pickles

None better—a favorite pickle for the picnic basket.

——Wise grocers keep well
——stocked at this season
——of the year.

Made in Canada by

THE T. A. LYTLE CO. LIMITED
TORONTO, CAN.

Windsor Table Salt

You must look into the by-ways and hedges of the past for convincing proof that "quality" tells in the long run—there are financial wrecks there without number. And the figure of the grocer who was tempted to buy doubtful goods for a little saving on price looms up like a lighthouse in a dense fog. It pays to buy standard goods like

Pure, White, Crystaline

Windsor Table Salt, because it is all salt every single time. No impurity in it, because it is sifted, not ground. No "caking," because every drop of moisture is dried out of it. Remember the wrecks of the past when tempted to buy salt said to be "just as good as Windsor."

THE CANADIAN SALT CO., Limited
Windsor, Ont.

"For Breakfast, Dinner, Luncheon or Tea, Queen Quality Sweet Pickles are the best for me."

That the average person tires of the average pickle is pretty well conceded. Indigestion usually follows indulgence, and this simply augments the ranks of adherents whose dogma is: "Pickles are no good, anyway."

In

Queen Quality Sweet Pickles

we have been fortunate in striking a lucky recipe. We are able to produce a pickle that has all the delicacy and palatableness of an appetizer and besides the substantiality of a food—the kind of pickles that invalids and men of muscle, alike, relish.

Grocers, we want **Queen Quality Pickles** to sell in your district.
Will you write us for particulars?

TAYLOR & PRINGLE CO., Limited
Sole Agents for "Perry's Worcestershire Sauce"
OWEN SOUND, ONT.

If you are a buyer of

Matches

do not place your order before you get our prices—

We make the best and finest Matches in Canada

Write for Price List.

The Improved Match Co., *Limited*

DRUMMONDVILLE
HEAD OFFICE—MONTREAL

BRAND NEW MACHINERY IN A BRAND NEW FACTORY

We hate antique methods. We run from antique machinery. We have got the "up-to-date" germ in our veins.

We have erected an elegant factory down here at Wellington, put in the latest machinery, and gone to more pains for an ideal sanitary system than half the canners ever dreamed of. But, you know,

RIVERDALE BRAND CANNED GOODS

had to be the best. There was no avoiding it.

Our processor says our place is the best he ever worked in. He ought to know. He says "Riverdale Brand" will "take." He ought to know.

"A Brand New Brand" will interest you.

The Lakeside Canning Company, Limited

Wellington, - Ontario

WHITE-COTTELL'S VINEGAR

PURE ENGLISH MALT

Not merely a sour liquid, but a pure tested Vinegar, from the largest vinegar brewery in existence. It is a Malt Vinegar of exceptional character, possessing **the finest flavor, aroma and keeping qualities.**

A perfect vinegar for export trade is instanced by the fact that we have supplied most of the Indian Government orders for some years, and the British Government has used our vinegars in all parts of the world.

Arrangements are being made for our representation in Canada; meanwhile a post card request to our brewery will bring you samples and quotations.

White, Cottell & Co., Warner Rd., Camberwell, S.E., LONDON, ENG.

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND.** Try us,—that is all we ask to convince you of the superior value of **"CLUB" COFFEE.**

S. H. EWING & SONS

98-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 582.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

HOLBROOK'S

GENUINE WORCESTERSHIRE SAUCE

HAS THE LARGEST SALE IN THE WORLD

Price alone does not guarantee quality, but the name "Holbrook & Co." does.

REMEMBER, goods well advertised are already more than half sold. Holbrook's Genuine Worcestershire Sauce is better known and more extensively advertised than any other brand————and the price is right.

Rep. ½ pts. (25c. bottle) $2.15 dozen in case lots (6 dozen).
Imp. ½ pts. (35c. ") $3.00 " " (4 "). Mail your order to-day to

HOLBROOK'S LIMITED, PACIFIC BUILDINGS, COR. FRONT & SCOTT STS. **TORONTO**

As far back as 1750 was the firm of Purnell, Webb & Co , Limited, founded in the old city of Bristol, the historic seaport, whence, in the 15th century, CABOT, in the good ship 'Matthew' sailed in search of AMERICA.

Right across the same track Purnell, Webb & Co., Limited, are to-day sending their products, which are still made by the descendants of the firm from the original recipes.

150 years' proved merit ! ! What better testimony to their excellence can you have ?

World-wide trade. All goods guaranteed of the best ingredients.

PURNELL, WEBB & Co., Limited

Malt Vinegar, Sauce and Pickle Makers, - - - BRISTOL, ENG.

WEEKLY SHIPMENTS TO CANADA PLACE YOUR ORDERS WITH OUR AGENTS:

J. W. GORHAM & Co. - - - HALIFAX, N.S.
R. JARDINE, - - - - - ST. JOHN, N.B
H. HANZARD, - - - CHARLOTTETOWN, P.E.I.
A. J. HUGHES, - 1483 Notre Dame Street, MONTREAL
J. WESTREN, - - - - 630 Ontario Street TORONTO
BICKLE & GREENING, - - - - HAMILTON, ONT.
J. CARMAN, - - - - - WINNIPEG, MAN.
C. E JARVIS & Co., - - - - VANCOUVER, B.C.

TROUBLE GALORE!

The daily papers of Detroit, Mich., report Alice D. Clement has just brought suit for $15,000 damages against a firm in that city for selling her, as she alleges, a preparation for cleaning stoves which exploded when she used it, burning her severely. No storekeeper can afford to take the chance of selling inferior, dangerous, inflammable stove polish. The courts may hold the seller responsible for the resulting accidents which often bring horrible disfigurements, if not death, to the users. Remember, RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins are now and always have been absolutely safe in the hands of the user.

MORSE BROS., Props. - Canton, Mass., U.S.A.

SALT

LIVERPOOL COMMON

(Sacks 140 lbs.)

FACTORY FILLED

(Sacks 50 and 200 lbs.)

ASK FOR QUOTATIONS

D. RATTRAY & SONS

QUEBEC Montreal OTTAWA

The Grocer who makes a specialty of Melagama Ceylon Tea is building up a tea trade on a sure foundation. Its uniform excellence in quality is now a well-established fact, and adding to this our judicious advertising causes a steadily increasing demand from the public. If you are not stocked better let us send you a little lot now—to-day. See last page of this issue for prices and particulars, and remember the name,

"MELAGAMA"

The
delicious,
aromatic,
healthful and invigorating

New Season's

JAPAN TEAS

are now in the hands of
the jobbing trade.

There is no tea in the world so delightful to drink
as the teas just in.

If You are Not "Saratoga Wise"
You are Out of Pocket

The Desire for

**MRS. RORER'S
SARATOGA CHIPS**

can be satisfied by nothing but ***Mrs. Rorer's Saratoga Chips.*** It is not a question of this food or that food, and both being pretty much alike.

Mrs. Rorer's Saratoga Chips

are fried potatoes put up in packages. They are the only thing of the kind on the Canadian Market.

MADE EXCLUSIVELY BY

HAMILTON SARATOGA CHIP CO.
HAMILTON, CAN.

AGENTS—Rose & Laflamme, Montreal, P.Q.; MacLaren Imperial Cheese Co., Toronto, Ont.: Stuart Watson, Winnipeg, Man.: Dominion Brokerage Co., Calgary, Edmonton and Victoria.

THESE CANS CONTAIN
PURE MILK

REINDEER BRAND | **JERSEY BRAND**

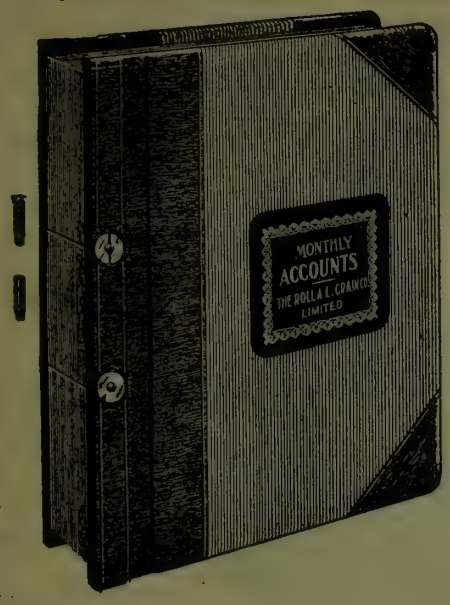
Sweetened | **Unsweetened**

Every Can Guaranteed

The skill exercised in selecting milk, the methods employed in its manufacture, the strict discipline and supervision of workers and details combine to produce the best product.

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

The System That Saves Time and Money



Time is money. Waste no time and you waste no money. The

Crain Monthly Account System

has long been recognized as one of the greatest time-saving agencies yet devised. It has been tested and tried for years, and to-day is more popular than ever before. This system has saved thousands of dollars to merchants all over Canada. It will do the same for you. Write us for further information.

BRANCHES AND AGENCIES

TORONTO OFFICE—18 Toronto St.
MONTREAL OFFICE—74 Alliance Bldg., 107 St. James St.
WINNIPEG OFFICE—Sylvester-Willison Bldg.
ST. JOHN, N.B.—Schofield Bros.
VANCOUVER, B.C.—White & Bindon.

THE Rolla L. Crain Co LIMITED. OTTAWA, CANADA.

A Day's Business Balanced in Five Minutes

Your present system allows the dollars that represent the profits of your business to slip away. You cannot keep track of all the money handled in your store, except with the most perfect system. You might not miss a half-dollar or dollar a day, but such a leak makes a big hole in your profits.

Our new system tells at any moment how much money you should have. Five hundred thousand retail merchants have used this system. Leaks and losses are reduced to a minimum where our system is used.

Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing and places you under no obligation.

Tear off here and mail to us today

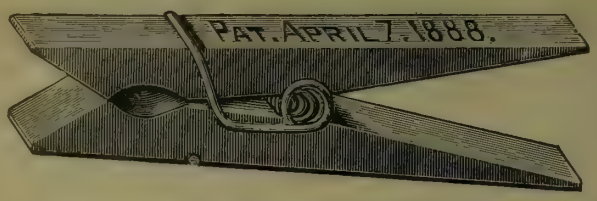
The N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men



Dominion Spring Clothes Pin

The Dominion Spring Clothes Pin is the finest and most durable clothes pin manufactured, made of hard wood, with a strong galvanized spring, which holds the clothes to the line so tightly that the wind is powerless to blow them off. If you have not already handled them place an order with your jobber. You will experience no difficulty in placing large quantities. Packed two gross in a wooden box, twenty-five boxes in a case.

WHOLESALE SELLING AGENT

J. H. HANSON

422 and 424 St. Paul St. MONTREAL

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ¼ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discoun ts, address

COLES MANUFACTURING CO.

os. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros, Montreal.
Gorman, Eckert & Co., London, Ont.

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—***We have it.***

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

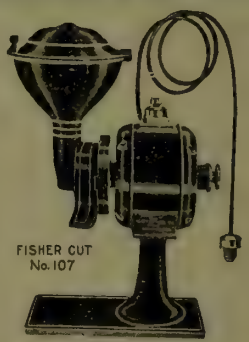
PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.

THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.

Beats gas, electricity, or coal oil.
Satisfaction guaranteed. Catalogue on request.

AUER LICHT CO., - MONTREAL
Sole Makers.

ELECTRIC POWER COFFEE MILLS



FISHER CUT No. 107

This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.

King's Cross

LONDON, ENGLAND

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd

154 Pearl St., Toronto

30 Hospital St., Montreal

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

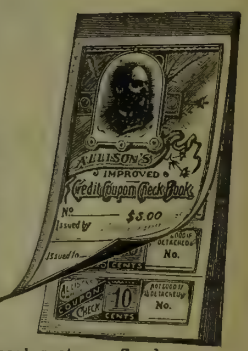
Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

Modern Merchandising



demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

EXTRA FINE GOODS

JAVA RICE

ASK FOR SAMPLE AND PRICE

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

ROWAT'S

The name that applied to

PICKLES and OLIVES

means

Quality—the best
Profit—satisfactory
Business—increasing

You can't wish for more.
All jobbers.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts. Toronto.

G. B. LODGE, - - WINDSOR, ONT.

THE SUCCESSFUL GROCER

is the man who gives careful consideration and daily attention to the details of his business—his customers' requirements, the condition of his stock, his facilities for prompt and satisfactory service and the appearance of his store.

THERE IS A DIFFERENCE

between the practical grocer and the man who sells groceries.

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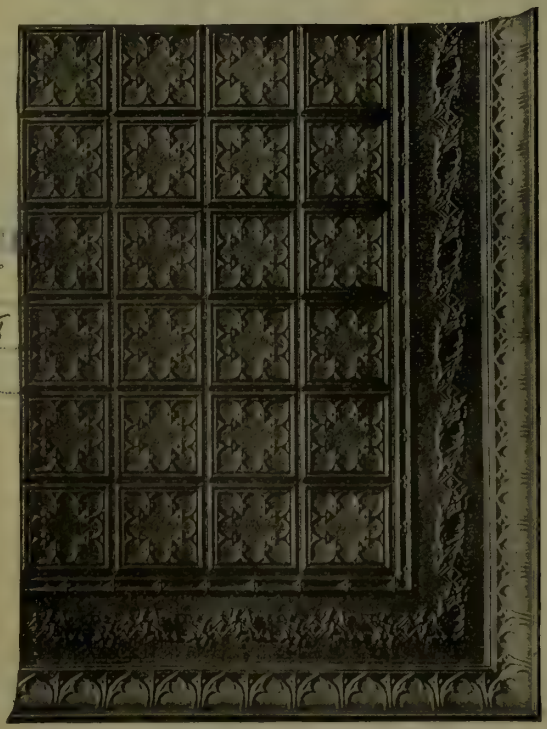

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BOARDS OF TRADE AND CIVICS

What is Being Done in Montreal—Vice-President Caverhill Tells The Canadian Grocer.

Mr. George Caverhill, vice-president of the Montreal Board of Trade, when interviewed by a representative of The Canadian Grocer regarding board of trade activity in municipal affairs, and the Halifax plan of a joint committee of the board of trade and council, said :

"I fear there is no hope for the adoption in this city of a scheme similar to that in force in Halifax, nor do I believe that it would be to the best interests of the city that such a system should be adopted. There are many objections which occur to me at once, and doubtless there are others even more serious which would develop in the carrying out of the scheme of having a joint committee from the city council and the board of trade. In the first place, if the business men of the city are consulted on certain matters it follows that other interests should be consulted in the same way when subjects in which they are concerned come up, and while the aldermen may, if they desire, unofficially consult such bodies as occasion arises, it would be impracticable to have them properly represented on any committee.

Tie Aldermen's Hands.

"Again, should such a committee be organized, the aldermen are almost forced to follow its recommendations or, in other words, a body composed of some members at least who are not directly responsible to the citizens would have undue power in the transaction of the city's affairs, a principle which I do not think would meet the approval of citizens generally. So far as I can see the only hope we have of economical and businesslike administration of the city's affairs is in the active personal interest of every citizen in the choice of representatives on the city council. If the proper men are chosen for this office they can be relied upon to secure advice from those with more knowledge than themselves on any subjects requiring special knowledge which may come before them, but if this type of men is not chosen we can hardly hope that, even assuming that they received the best of advice, they would be disposed to follow it.

Government by Commission.

"The alternative of this is government of the city by a small commission. This proposal would, I am sure, meet the hearty approval of all business men, but, unfortunately, it is extremely unlikely that citizens generally would accept it.

"While I believe that the charge is generally made that the business men of Montreal do not take a proper interest in municipal affairs individually, I do not think that the same can be said about business men collectively, as the Montreal Board of Trade, the most thoroughly representative business organization of the city, has always taken an active interest in the larger questions which have come before the city council, and have lost no opportunity of giving the city council the views of the business men on such subjects. During the last two and a half years the council of the board of trade has taken up many municipal matters. I refer especially to this period, as having been a member of the council for that time I have been more familiar with its work than formerly.

Done in Montreal.

"In 1904, while the Act to amend the charter of the City of Montreal was before the Quebec Legislature, the board of trade council, which, by the way, appoints each year a special committee on municipal affairs, went most thoroughly into the provisions of the proposed amendment and made representations on all clauses which, in its opinion, required alteration, and was largely successful in securing a number of changes which would commend themselves to every thinking citizen. In the same year the city council had before it the subject of the much-needed increase of civic revenue, and appointed a special committee thereon. This committee very sensibly advised the council of the board of trade that it would be pleased to consider suggestions on the subject, and we went into the matter most fully, communicating to the city's finance committee our opinions on the whole question in detail.

Various Suggestions.

"In 1904, also, on two different occasions, the board brought to the attention of the city council the need for cleaner streets and sidewalks, the board also making recommendations with reference to the smoke nuisance. In connection with public franchises resolutions were communicated to the city council regarding the contracts between the city and the Montreal Street Railway Company and the Gas Company—this during the year 1905. The council of the board of trade took action also to prevent the intrusion of electric railways into Mount Royal Park.

"Quite recently the question of the desired extension of Western Square to Sherbrooke street was the subject of a memorial addressed to the city council, which memorial, upon being referred to the parks and ferries committee of that body, resulted in its decision to secure estimates as to the cost of such extension, which estimates will be presented to that committee shortly, and I trust the desire of the board of trade and citizens generally in this matter will be acceded to.

Better Fire Protection.

"One other question which has, and is still, receiving attention, is the need for improved fire protection service. As citizens we can hardly claim any special credit for taking such an interest in this matter, as it affects our pockets as business men, but at the same time it is a matter in which every citizen of Montreal has a direct interest. As I said, this matter is still receiving attention at the hands of the board, and the council expects shortly to receive a report on the subject from a very strong committee appointed early in the year.

"I could mention many perhaps smaller matters on which the city council have had the advantage of advice from the board of trade, but these will suffice to show that, as I said, collectively, the business men of the city, through the board of trade, have been fully alive to the citizens' interests.

"I do not see that any advantage would accrue to the city by the adoption of the scheme now in operation in Halifax, as explained in The Canadian Grocer, whereunder the board of trade appoints some of its members who, with a certain number of the city council, form a joint committee to deal with important civic matters. If in the election of representatives on the city council the individual citizen sees to it that none but reliable and capable men are chosen, we will have a considerable improvement in the administration of civic affairs."

MONTREAL GROCERS' PICNIC.

A meeting of the Montreal Retail Grocers' Association took place in their rooms, 270 St. Catherine street east, on Thursday, June 7. The meeting was called to make arrangements for the annual picnic, which is to take place this year on July 18. P. Daoust, president, was in the chair. Some fifty members were present. All the necessary committees were formed to take charge of the sports, refreshments, tickets and other arrangements. It was not definitely decided at what time the excursionists should leave Montreal, but it is thought that it will be by G.T.R. leaving at 9 a.m. or 9.15 a.m., which goes to Ile St. Amour, where the picnic is to be held. Only one train will be used by the association.

WHOLESALERS FOR PURE FOOD

Form National Organization at Buffalo—Marks a New Epoch With the Retailers Across the Line.

What promises to be an epoch making meeting for grocery trade of the United States was held Tuesday, Wednesday and Thursday of last week, at the Iroquois Hotel, Buffalo. It was a gathering of wholesale grocers from all sections of the Union, and they organized the National Wholesale Grocers' Association of the United States. The paramount issue was pure food, but equally, or more interesting, was the desire to restrain the manufacturers of foodstuffs from selling direct to the cream of the retail trade, from giving premiums with package goods, and from bribing wholesalers' travelers.

The constitution recites that the association is formed for the purpose of fostering: First, friendly relations among grocers; second, the work of securing national legislation on pure food; third, the unification of state food laws to facilitate interstate commerce; fourth, restraint of manufacturers from giving premiums; fifth, abolition of the abuses of manufacturers in subsidizing jobbers' salesmen; sixth, such other legislation as shall meet the needs and requirements of the jobbers.

Not a Combine.

The association, it is provided in the by-laws, is not to interfere in any way with legitimate competition. It is not to restrain trade nor is it to act in the matter of limited prices. It is distinctly stated that the association will not be understood as a combination.

This convention was the outcome of a state convention of grocers at Milwaukee a year ago, when a committee was appointed to formulate a plan for national organization. This plan was submitted on the second day by the chairman of the committee, Wm. Judson, Grand Rapids, Mich., later elected president of the new association.

Nearly a forenoon was given to discussing the annual fees. The plan submitted was a scale between $10 and $1,000, according to the volume of business. A flat entrance fee of $25 and $10 a year were adopted.

Adopted Two Resolutions.

Two resolutions were adopted:

Resolved, That this convention is in favor of the enactment and enforcement of a national pure food law, which will tend to the introduction of uniform state laws, the purpose of which shall be the prevention of the manufacture and sale of food which is injurious or deleterious, and the safeguarding of the public against misrepresentation or deception, and that the executive committee be authorized to so legislate.

Resolved, That we oppose the subsidizing or corrupt influencing of jobbers' salesmen by manufacturers in the shape of cash gifts, premiums, or corresponding with them for the purpose of influencing the salesmen, the principle of which is not only wrong but which practice is contrary to law in some states.

Selling by manufacturers direct to the larger retailers was roundly condemned, but action was referred to the executive.

There was strong protest against the parcels post, and the stand of the retailers on the subject was generally indorsed, but the national association did not put itself on record in the form of a resolution against it.

The Retailers' Position.

John A. Greene, president of the National Association of Retail Grocers, addressed the wholesalers on the first day. He argued that the wholesaler had more than the passive co-operation of the retailer, and said in part:

"We are here to help the jobber organize and improve conditions. The question is often asked: 'Why should I join an organization?' In answer I would say, for comparing views, debating questions of vital importance and formulating laws of trade action as will tend to elevate our business, eliminate fraudulent practices, promote fraternal regard, and by a higher standard of commercial ethics benefit every man engaged in the retail business. We have no desire to throttle legitimate competition, but we do wage merciless war against unmercantile methods engaged in for the purpose of attracting trade.

"We do not ask you at any time to cease extending limited credit, and I use the word limited after due consideration, for I do not hesitate to say that the unlimited credit extended to irresponsible merchants has done more to disrupt trade conditions, both wholesale and retail, than any other thing. We do ask you to see that the goods and credit extended are not used to cut prices and demoralize trade. This has been done, and is being done, in all branches of trade. And I am sure that if this fact is brought to your attention we shall see less of it in the future.

Centralizing Tendency.

"One of the important facts that confronts us at the present time is that of a rapid and ever increasing movement toward centralization of capital and consequent centralization in every department of industry.

"This must be met by co-operation or organized opposition on our part, for it is by and through organization that we can best hold our own against evils that confront us on every hand. The retailers are much interested in a Pure Food Bill, the Parcel Post Bill, and the premium evil. If we could have the assistance of the organized jobbers of the United States it would not be 24 hours before a settlement of the premium question could be had.

"I make an appeal that the wholesale grocers now in convention help us retailers to destroy this gigantic evil, and just as surely as the trading stamp was relegated to the rear, so surely will premium giving be done away with.

"There is no question at the present time so important as that of pure food. It is not a question by many manufacturers as to what is necessary to preserve food, but rather what cheap concoction can I produce that will bring to me large returns.

Held Responsible.

"We, the distributors, are held responsible. There never was a more unjust proposition in the world than that the innocent distributor should be held responsible for the distribution of goods put up or manufactured by the producer and we having no means of knowing their contents."

New York's President.

Perhaps the most impressive feature of the convention was an address at the opening session in advocacy of a national organization, by F. W. Hannah, president of the New York association. Some of the things he said were:

"The wholesale grocery business has encountered many changes within last ten years, and it is clearly demonstrated, as in other lines of trade, that intelligent organization on broad and equitable lines, can minimize and eliminate abuses which have crept into the business."

"The foundation of the proposed organization must be based upon confidence and good will to our competitor and neighbor."

"Our compensation as distributors for the manufacturer, in notable instances, does not provide the cost of doing business."

"Who is to blame? The wholesale grocer. Natural and unavoidable conditions have increased the cost of conducting business, yet some of us seem unmindful or ignorant of the fact that we must so regulate our business as to keep abreast of the times."

"Mail-order houses, chain stores, buying exchanges and combinations, which are being formed in some parts of our country are entitled, not only to your serious consideration, but to that of the retailer."

Fair or Equitable?

"Is it fair or equitable for the manufacturer to supply ten per cent. of a de-

sirable class of retail trade direct, in competition with the jobber, thereby not only discriminating against the wholesale grocer, but against 90 per cent. of the retail trade, who cannot buy at first hands?"

"There was never a time in the history of the wholesale grocery business when proper organization, in the interest of the retailer, wholesaler and manufacturer, was more necessary than the present."

"The consumer is entitled to wholesome food and our laws should be so drawn and enforced as to fully protect him."

"Another error which we should strive to correct at this convention is the subsidizing of our salesmen by some manufacturers, which has grown to an alarming extent."

Cheapness a Boomerang.

"The old-fashioned way of doing business and trying to sell goods so cheap that our neighbor cannot stand it, generally results in not standing it ourselves."

"I venture that at least 65 per cent. of the retail grocers would have to give up business were it not for the aid and help of the wholesale grocer, who carries a stock of all lines called for."

"Let each of us determine that we will not favor any manufacturer's goods who discriminates against 90 per cent. of the retail grocers, whom it should be our duty to protect, and also see to it that no goods are sold by our houses that do not bear a margin above the cost of the goods, plus the cost of doing business, and a different balance sheet will be developed."

Selling Sugar.

"It has been the policy of what is known as the sugar trust to manage their business in such a way that the distributor, whose sales of sugar amount to 20 or 25 per cent. of his business, have to be made for about the price he pays for the sugar, which is a dead loss to the rest of his business of whatever it costs him to do the business."

"Experience has proven that if we give proper attention to our business, it is not necessary to sell large lines of staple goods at less than the cost of doing business."

"Is there any reason why we should all work ourselves to death and sit up nights trying to distribute sugar on this basis? Would it not be better to let the refiner distribute the sugar?

The sugar trust has denied Mr. Hannah's impeachment.

Abandon Private Brands.

A representative of one large manufacturer of cereals told The Grocer that if they wished the manufacturers not to sell direct to retailers they (the wholesalers) should stop putting up private brands and pushing them to the detriment of manufacturers' goods.

At a banquet tendered the visitors by the Buffalo wholesalers, covers were laid for 180 guests.

It is said the association has an assured membership of 1,000. Headquarters will be in New York.

FOOD ADULTERATION AND LAW

Most Frauds are Against the Pockets, not the Stomachs of Consumers, is the Experts' Finding.

(By A. McGill, Government Analyst, Ottawa.)

(Continued from last issue.)

The Adulteration Act provides for the publication of the names of manufacturers and vendors of fraudulent goods, as well as their punishment by fines. The fine may be, at the discretion of the Minister of Inland Revenue, merely the cost of procuring and analyzing the sample; and in recognition of the fact that the Adulteration Act marks a new departure in legislation, the fines heretofore imposed have been no larger than this amount. But the act also provides that a penalty not exceeding fifty dollars for a first offence, and from fifty to two hundred dollars for subsequent offences, may be imposed.

Absence of Standards.

One of the main difficulties in defining adulteration has been the absence of standards of quality for most food products. A committee has been appointed by the Department of Agriculture at Washington to investigate and define these substances and one of the chemists of the Inland Revenue of Canada has been nominated to this committee. Many foods have already been defined and limits set for their variability, such standards being made legal by Act of Congress in the United States, and it is likely that similar action will ere long be taken in Canada. The reports of the Commissioner of Inland Revenue, from 1891, contain frequent reference to the need of establishing such standards.

Protection for Retailer.

The most important amendment to the act is that of 1898, when a form of warranty was legalized by which the retailer may protect himself and place the responsibility for the purity of his goods upon the manufacturer or wholesale dealer. This warranty must be produced in court, in case of a prosecution for sale of adulterated goods.

Decrease of Adulteration.

In order to show the effect of the Adulteration Act upon the quality of food, it is only necessary to examine the following statistics, in which the number of samples analyzed in each year and the percentage of adulteration found is given:

Year.	Samples Analyzed.	Percentage Adulteration.
1877	488	51
1878	813	33
1880	1043	28
1882	1122	26
1884	1520	32
1886	1142	18
1889	1062	40
1891	934	30
1894	1021	15
1896	1265	9
1898	879	10
1899	805	11
1900	756	24
1901	881	20
1902	883	9
1903	541	7

Some Goods More Liable.

Some allowance must be made for the fact that the same articles are not collected every year, and certain classes of goods are more liable to adulteration than others. If we take special kinds of food, the improvement will be more apparent. In the case of milk, the percentage of adulterated samples is reduced from 58 in 1876 to 16 in 1902. In pepper from 89 per cent. to 27 per cent.; in coffee from 90 per cent. to 41 per cent.; and in spices, other than pepper, from 88 to 32 per cent.

It will be readily seen that there is still room for improvement, and it is at least gratifying to know that existing adulteration is rather a fraud against the pocket than a menace to the health of the consumer.

New But Wholesome Foods.

The progress of chemistry has added several wholesome articles of food to those already known to our fathers. We may mention glucose, a product of the action of acid upon starch; cotton seed oil and stearin, which are quite valuable food substances closely resembling olive oil and lard respectively. Very brilliant and probably harmless dyes have largely replaced the expensive vegetable coloring matters of former days.

It is not the use of these things that constitutes adulteration; it is their unacknowledged substitution for more expensive or better known substances. When glucose is sold under the name of sugar, or maple syrup, or honey, we have very apparent adulteration. Just in the same way adulteration occurs when cotton seed oil is sold as olive oil,

or oleomargarine as butter. It is apparent that not only has the consumer a right to complain in such a case, but the honest manufacturer has equally a grievance.

Nutritive Values not Considered.

It is to be noted that the Adulteration Act does not deal with the question of nutritive values, except as an indirect issue. Neither does it require that the relative qualities of food substances should be investigated, except so far as a direct claim by the manufacturer may constitute a ground of action against him, should his claim not be made good. For example, coffee may be genuine, and yet be of a very poor quality; wine may be technically true to its name, and yet have very little value.

Some work has nevertheless been done in the laboratory of the department having for its object the ascertainment of relative values among food substances; and it is to be hoped that this highly important investigatory work will become more and more prominently a feature of our reports. In the United States two large laboratories, one in Connecticut and another in Pennsylvania, are specially appointed for carrying out work of this character.

PERSONAL.

C. D. Cowles, traveling representative of St. Charles Condensing Co., Ingersoll, was in Montreal this week on his return from a three months' trip through the Maritime Provinces and Newfoundland. Business was most satisfactory and several carloads were booked by Mr. Cowles for the Newfoundland trade alone, while the New Brunswick and Nova Scotia trade was a pleasant surprise to him owing to the volume of business booked.

Wilfred A. Archambault, of Hudon, Hebert & Cie., Montreal, is receiving the sympathy of many friends in the trade because of the loss of his wife this week. Mrs. Archambault has been in ill health for some years and although everything physicians and careful nursing could do to restore her to health was done, she succumbed. Her husband is left with three small children.

LARGE ORDER OF FRUIT.

Medland Bros., King street east, Toronto, have got in a thousand cases of canned fruit. This firm is one of the most energetic retailers in the provincial capital, and believe in doing trade in a large way. Every member of the firm is ambitious.

O. C. Whitney, Goderich, Ont., was on a combined business and pleasure trip to London last week.

GROCER IN A HIGH PLACE

H. N. Kittson a Member of the Ontario Railway and Municipal Board.

Henry Norman Kittson, appointed last week by the Whitney Government to the new Railway and Municipal Board of Ontario, has for years been a prominent figure in the grocery trade. His appointment will be a source of satisfaction to readers of The Grocer, both from the fact of the recognition given thereby to the business and shipping interests, and because of Mr. Kittson's personal fitness for a position requiring the highest integrity and a mind schooled in the handling of affairs.

The board, as a new creation, has largely its own position to create. The chairman, a lawyer, Mr. Ingram, a practical railroad man, and Mr. Kittson, a shipper, constitute a personnel of no little strength. The public will look to these gentlemen to protect them from the devious devices by which the municipalities in the past have been over-reached by the traction corporations. In discharging their functions with an eye single to the interests of the province they will reap and deserve the lasting gratitude of their fellow countrymen.

Henry Norman Kittson,
Member of New Railway and Municipal Board.

Mr. Kittson, whose genial countenance is portrayed on this page, while born at Sorel, in the Province of Quebec, came to Hamilton as a small boy, and has been one of the factors in the upbuilding of the Ambitious City.

His entry upon a mercantile career dated from his arrival at Hamilton, when he became a junior in the firm of T. C. Kerr & Co., wholesale dry goods merchants. In 1879 he joined the wholesale grocery firm of W. H. Gillard as accountant, and five years later was taken into partnership. Mr. Kittson has always been the financial man of the firm, and his talents in this respect are held in high esteem.

It is hardly necessary to say that Mr. Kittson is a Conservative. He is the kind of a man who enters heart and soul into anything he undertakes, and his genial nature and keen insight made politics for him a congenial field. He was considered as high an authority in the councils of the Conservative party in Hamilton as any other of his fellow townsmen. It is not so extraordinary, therefore, that in this case the office should have sought the man, for Mr. Kittson had made no application for the position and was genuinely surprised when the offer of it came.

Besides his interests with the firm of W. H. Gillard, Mr. Kittson has been associated with various other industrial enterprises in Hamilton. He has filled the office of president of the board of trade for two terms of two years each, has been president of the St. George Benevolent Society; is also a prominent Mason, having been worshipful master of Temple Lodge for two years. Nor have athletics failed to interest a man of Mr. Kittson's wide sympathies. Indeed he has been a supporter of most of the clubs that have flourished in Hamilton. An enthusiastic oarsman and yachtsman, his hand has not yet lost its cunning in guiding the white-winged unstable craft.

Mr. Kittson is a married man with a family of two daughters and one son.

KINGSTON BOARD OF TRADE.

Kingston had a board of trade in 1872, but it tired by the way. The younger business men have seen that it is not good for Kingston to be without a board of trade and a new one has been organized with 120 members and two honorary presidents. The officers are: Honorary presidents, Hon. Wm. Harty, M.P., E. J. B. Pense, M.P.P.; president, W. T. Minnes; treasurer, W. B. Dalton; secretary, J. E. Cunningham; council—C. Bermingham, J. M. Farrell, L. L. Henderson, D. G. Laidlaw, C. A. Macpherson, Hugh Macpherson, J. A. Minnes, E. C. Mitchell, R. J. McKelvey, H. W. Richardson, T. J. Rigney, E. T. Steacy, and J. S. Turner.

Kingston, with its situation and historical associations, ought to be the centre of a big tourist trade. The board might see to it.

WINDOW AND INTERIOR DISPLAY.

The Window as an Advertising Medium not Appreciated—Cleanliness the Beginning of all Things.

What grocer, by taking thought, could not add attractiveness to his window?

Increased attractiveness in any grocer's window will add business to the store.

This is a fact, though there are many grocers who do not believe it. That is because they have not given the subject the consideration it deserves. If grocers could get away from their own stores occasionally and see how people are attracted by an interesting window display they would better appreciate this department of store keeping.

* * *

Don't begin to cite exceptions. I know there are a few. I know a store that does probably the biggest grocery trade in a capital city and its windows would not do credit to a village merchant. But it has been established a great many years and many of its best customers seldom or never see it. They order by telephone or their orders are called for. It is not in a business part of the city that is much frequented by the multitude of shoppers. So you see that store proves nothing contrary to my argument. And most of the so-called exceptions will upon examination be found to be exceptions in other ways.

* * *

No, the window is usually an index to store character that will attract or repel the trade of a great many people.

* * *

If the grocer who dresses his window as a mere matter of course, just for the sake of decency, and finds it a weekly or fortnightly drudgery, would get interested in the work, he would surprise himself. There's a lot to be learned in window dressing. New ideas are ever pleasant and exhilarating. But there is more than knowledge, there is art concealed behind the veil of indolence and don't-care that hides the possibilities of window dressing from so many grocers.

* * *

There are schools of window dressing. That fact itself should set a good many men thinking. Go out and take a look at your window and try and imagine what figure it would cut in a school where people are taught the art and practice of window dressing. Would you like to recommend it as a model?

* * *

The first thing to learn about window dressing is cleanliness—no dead flies, or live ones, if you can help it, but mind, no dead ones, no dust, no dirty window glass or mirrors. A shop window is much like a woman. She may be plain and her clothes poor but if she and they are neat and clean she is attractive, though perhaps not winsome.

A BULL IN A GROCERY.

The Scottish Trader, of Glasgow, Scotland, gives this illustration of window dressing:

Originality in window dressing is now considered one of the professions. Shopkeepers well know the value of an attractive or striking display of their goods, and some men have quite a genius for pleasing the eye or arresting the attention of the passerby, even though the material at their command may not in itself be beautiful. At the grocery establishment of Mr. McQueen, Hillhead, just now, pedestrians are at the first glance being startled into the belief that a bull is standing gazing at them out of the grocer's shop window. But it is only the art of the window dresser. The head of the ox is genuine. and the skin so arranged in conjunction with cunning touches of paint as to bring out the perspective of the body so effectively that it is hard to throw off the impression that it is not a real beastie looking out of his byre. Pots of bovril laid out to advantage make the commercial actuality.

A MERCHANT'S POINT OF VIEW.

A prominent Chicago merchant said in a newspaper interview:

"Among the many methods that the merchant has to use for advertising the most direct, best, and attractive means is the show window. For this reason the art of window dressing has advanced to a marked degree in so far that the window dresser has to use all available auxiliaries for producing the best effects in his window and the more individual and unique his display the greater the impression on the outside public.

"The success of a tastily arranged window is best manifested by the interest which it produces in the passer-by. One person looking and staying before a window will invariably draw others, and soon we can see ring after ring of curious onlookers watching the ensemble and details, admiring the peculiar ideas of the window dresser, speaking about some original, charming and novel effect, and going away to talk to others about it, thus unconsciously advertising the merchant and bringing him new customers. Thus is seen the importance of having modern ideas in dressing a window."

MONEY VALUE OF WINDOW DISPLAY.

Telling of the value of window display as advertising, an English advertising magazine says:

To appreciate their value you should do a little figuring. How many people pass your place in a day? If the average is ten a minute in the eight busiest hours of the day 4,800 people would pass your window. This number, 4,800, represents what, in newspaper parlance is called "daily circulation." Now, your show window occupies, say, 100 square feet surface, and in it you can display attractively quite a line of goods, changing the display as often as you wish. In a daily newspaper, with an actual circulation of 4,800, 100 square inches (not square feet) would cost approximately £2 per day, and in this space you can put only illustrations of the articles themselves, and, as a rule, the illustrations but imperfectly represent those articles. Now, your window space presents a surface 144 times as great as your £2 newspaper space, has depth, in addition to surface, and in it can be displayed the articles themselves, true to life as to color, size, shape, and everything, and, furthermore, they are seen at the entrance to your establishment, inside of which a salesman stands ready to give additional information and exercise his ability in making a sale. This window space is yours every day and all day, it presents wonderful possibilities as an advertising medium, and it's up to you to get those possibilities out of it. If newspaper space, properly used, is worth its cost (and we are firmly convinced it is) how important it is that so valuable an advertising medium as the show window should not be neglected.

JEFFERSON'S TEN RULES.

Never put off until to-morrow what you can do to-day.

Never trouble another for what you can do yourself.

Never spend money before you have earned it.

Never buy what you don't want because it is cheap.

Pride costs more than hunger, thirst and cold.

We seldom repent of having eaten too little.

Nothing is troublesome that we do willingly.

How much pain the evils have cost us that have never happened!

Take things always by the smooth handle.

When angry, count ten before you speak; if very angry, count a hundred.

PROVINCIAL CONVENTION.

The Ontario Retail Merchants' Association will hold its annual concention in Ottawa on July 3, 4 and 5.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Maclure & Langley, Toronto.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cans, Tin.
Acme Can Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Benedict, F. L., Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Maclure & Langley, Toronto.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
Stewart Co., Toronto.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Cordials.
Batger's, Rose & Laflamme, Montreal.
Montserrat Lime Juice, Montreal.

Crockery, Glassware and Pottery.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
Star Egg Carrier and Tray Mfg. Co., Rochester N.Y.

Financial Institutions & Insurance
Bradstreet Co.

Fish
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Hall, R. C., & Co., London, Eng.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Flagg, G. A., Winona, Ont.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
Greig, Robert, Co., Toronto.
Hamilton Saratoga Chip Co., Hamilton.
Kirouac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co., Peterboro', Ont.
Quance Bros., Delhi, Ont.
Tanguay, Alf. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Hides, Skins, Etc.
Page, C. S., Hyde Park, Vt.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Walker Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Cheyne, John A., Winnipeg, Man.
Dawson Commison Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Hazzard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Tees & Persse, Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Western Cartage Co., Calgary, Alta.
Wiseman, R. B., & Co., Winnipeg.

Matches.
Improved Match Co., Montreal.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Gillard's Pickles, London, Eng.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's— Rose & Laflamme, Montreal.
Purnell, Webb & Co., Bristol, Eng.
Suaut Co.
Sutton, G. F., Sons & Co., London, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
James' Dome, W. G. A. Lambe & Co. Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.
Hanson, J. H., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
Duncan Co., Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence StarchCo., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville-Georgson Co., Winnipeg
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Koopman, G. C., Amsterdam and Rotterdam.
Salada Tea Co., Montreal and Toronto
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper. Paper Bags, Twine, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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CANADA SHOULD KEEP AHEAD.

Already the Chicago packing house scandal is fading from the public mind and what is being done to improve the opportunity opened for the Canadian industry? Probably the packer says: "We can't get hogs now to supply export demand for our products. What's the use of our getting excited?" The Government naturally wants to be shown what to do. Canadian newspapers and politicians have been talking about the wonderful opportunity. It begins to look as if the advantage would be snatched by the Americans. The Chicago packers are cleaning up. Their haste was almost ludicrous. A telegraph despatch says: "The surroundings of the workers in three big plants were improved fifty per cent. in one day." They will spend millions if necessary. The inspection law will be passed; the president will approve and the packers will go to Great Britain with a clean bill of health and a Roosevelt guarantee and advertise their product as the cleanest and best in the world. The stain will be blotted out and where will Canada's opportunity be then?

The Dominion Government had better get busy right away on a plan of supervision that will be efficient. The Canadian plants are sanitary; the packers' methods are clean. They have been building the industry on merit. But the plants are not perfect; improvements are possible. The packers should study and plan for the betterment of their plants. Working together, the Government and the packers can save the Canadian industry from the American experience.

It is worth while.

Here are the figures showing Canada's exports, practically all to Great Britain, of meat products during the last fiscal year:

Bacon and hams	$12,558,075
Canned meats	3,546,050
Meats (all other) and lard..	702,308

While urging wise action by the Government and the packers, it must be borne in mind that the present conditions of the Canadian industry are clean and sanitary. The problem is to maintain our superiority.

TELL THE PUBLIC.

The pure food agitation will result in a good many manufacturers taking the public into their confidence. Adulteration is one thing, a substitute foodstuff is quite another. Oleomargerine is a cheap, wholesome, nutritious substitute for butter, but it is dishonest to sell it as butter. Cotton seed oil is a clean and wholesome substitute for lard, but a lard or compound composed mostly of it should not be sold as pure pork fat. There is to-day a big demand for maple flavored syrup, and it is pure and wholesome, but it should not be sold as the unadulterated, concentrated juice of the maple, what people usually mean when they say pure maple syrup.

Such substitute foods as these are useful and necessary, are in large demand and would be purchased just as readily, perhaps more so, if people were rightly informed of their true character. There is no justification for deception; people resent it and it is not good business. Surely everyone has a right to know what he eats! Then let the manufacturer of good food substitutes take the public into its confidence. The public will respect him and his products.

NEEDS TRADE AGENTS.

Canada during the fiscal year ending June 30, 1905, imported from the United Kingdom for home consumption, goods to the value of $60,342,704, and from the United States goods to the value of $152,431,626. The London (Eng.) Miller draws attention to the fact that the United States have in Canada 189 consular and trade agents, and continues:

"This country has no agents in Canada, and offers no official assistance to our exporters to that colony. A condition of things almost as bad prevails with regard to Australia, South Africa and India, and it is time a reform were instituted. We do not advocate sending a number of highly-paid, expensive and useless officials to these colonies, to idle away their time in attending receptions and balls, but we do need in our colonies a staff of capable and shrewd men, with a grasp of business possibilities, to assist home manufacturers and exporters. It is surely possible to find a number of such men in our country, and we hope that the question will be brought to the front in the next session, so that the existing reproach can be removed."

MAPLE FLAVORED SYRUP.

If a manufacturer takes corn syrup, a pure and wholesome product, and flavors it with the juice of the maple in some form and sells it as maple flavored syrup we maintain he is engaged in a perfectly legitimate business. That is an entirely different undertaking from adulterating maple syrup and maple sugar and selling them as pure. The difference is between honesty and fraud.

A large manufacturer of maple compound or maple flavored syrup has written taking exception to an article in last week's issue headed "The Same Old Story," calling upon the Government to prohibit the fraudulent adulteration of

maple products. A more careful reading of the article would show that the objection is not well founded. The maple flavored syrup is a perfectly legitimate article and absolutely necessary if the mass of people who must get along on limited means are to know aught of the flavored sweetness of the national tree.

BOARDS OF TRADE AND CIVICS.

Vice-President Caverhill, of the Montreal Board of Trade, has the right idea about improving civic government—get the individual citizen to take an interest. If that could be done the great problem of local government would be solved. Except spasmodically, because of some scandal or well-organized effort for reform, it has not yet been done. Some fellow is shown to have boodled and he is kicked out by an irate electorate. That's all; a worse man or an incompetent succeeds, and the game goes on. But in Canada there is very little municipal graft. The evil is incompetence riding on the shoulders of indifference. The business men make up most of the aggregate indifference. They keep so far away from municipal affairs that they are not in touch with the methods of the gentlemen who make a business of civics and usually a mighty poor business from the standpoint of the citizens' welfare. When they do drift into close proximity they are apt not to enjoy the experience and decide thereafter to "stick to business."

Lack of civic pride is at the bottom of it all. Patriotism should begin at home, but it doesn't. If men had pride in their city, town, village or township, they would be interested in the management of its affairs.

It will interest Grocer readers to learn what is being done by the board of trade in Montreal. Mr. Caverhill may be right about the Halifax plan. But it is not the plan that matters. To every board of trade we would say: "Get interested and you'll make your own plan."

GETTING UNDER THE FLAG.

J. Y. Griffin & Co., of Winnipeg, have sold out their pork and beef packing establishment. Swift & Co., of Chicago, are reported to be the purchasers, by which means they hope to capture British trade.

THE PORK PACKERS

Canadian Factories Pass Health Office Inspection— Answers to Questions— Situation at Washington.

The Chicago packers have been cleaning up, Congress is still wrestling with the meat inspection bill, and the week's researches by health authorities in Canada have resulted in further substantiating the claim that the packing industry in this country is conducted upon cleanly and sanitary lines.

This inspection has been mainly in Toronto. There the board of health took the matter up and instituted an investigation of all the places where animals are slaughtered, and curing, packing or canning is carried on. An exhaustive report, including statistics, has been promised. Meanwhile the statement is given out that things generally were found to be very satisfactory.

Some Pertinent Questions.

The Grocer addressed a series of questions to Canadian packers. Here they are with the replies of George Matthews & Co., of Hull, Quebec, which fairly represent the others :

Q.—Kindly state your experience and views regarding wood as material for interior fitting of a packing house.

A.—Wood is a good material for interior fitting of a packing house.

Q.—How is your factory ventilated and lighted ?

A.—Windows, ventilators and power fans.

Q.—What is the nature of the sanitary conveniences in your factory ?

A.—Good.

Q.—Where do your employes eat their mid-day lunch ?

A.—Ninety per cent. go home; dining room is provided for those who bring their dinners.

Q.—How do you deal with animals that arrive dead or diseased ?

A.—Render into soap grease.

Q.—What method have you adopted for detecting disease in slaughtered animals ?

A.—Thorough inspection by competent men.

Q.—What classes of prepared or canned meats do you put up ?

A.—All classes of cooked meats but no canned meats.

Q.—From the standpoint of protection for the consumer, what is your view regarding Government inspection in the manufacture of foodstuffs, and especially in regard to meat products ?

A.—Not necessary. The amount of business is too limited.

Q.—The present situation offers an unparalleled opportunity for the expansion of the Canadian produce industry where it comes into competition with the American product. Can the Dominion Government do anything to assure the foreign consumer as to the quality and cleanliness of the Canadian output ?

A.—To expand the business the Government should educate the farmers to raise more cattle, hogs, sheep and poultry. The packing houses being isolated, should be inspected under Dominion regulations, but by local authorities.

Good Terms With Employes.

The company add :

"From our knowledge of the business, we would say the packing house work in Canada is well done; not having the dirty foreign element that exists in American cities, it is much more easy to do our work better, as there is, we think, generally speaking, a very kindly feeling between employers and employes, which is quite a contrast to the feeling that exists on the other side of the line."

Provincial Officer's Opinion.

Dr. C. A. Hodgetts, chief medical health officer for Ontario, in a statement to the press said :

"Slaughter houses throughout the country, in which cattle are slaughtered for domestic purposes, should be strictly inspected by the local authorities under Government supervision ; should be under direct Government inspection, and every house should pay a certain fee to meet the cost of that supervision. I am glad to say that the packing houses I have seen in Canada are pretty clean, and their operations are seemingly carried out under proper conditions."

Useful Interference.

The question of inspection was raised in the Canadian Senate last week and advocated by Senator Bernier. Sir Richard Cartwright in reply said the attention of the Government had been drawn to the astounding disclosures of American packing methods, and the Government was prepared to deal with the question of meat inspection. He thought it would be rather a case of enforcing existing laws and regulations than of enacting additions to them. He did not know how much power was left to the federal authorities or how much was assigned to the municipalities and provinces in the matter of inspection. However, he believed there was an opportunity for useful interference.

He thought the disclosures referred to furnished Canada and other British colonies an opportunity for extending their dressed meat business.

A Packer's View.

A reporter who accompanied the Toronto Health Department inspector to the plant of Park, Blackwell & Co., and found it in splendid shape, wrote :

"The branch of the business in which opportunities for abuse would occur would be in the killing and cutting up department, where it might be possible to use animals suffering from disease, or the carcasses of animals which had died en transit. Mr. Blackwell says, in connection with this, that it would not pay the packers to adopt such a course as they brand all their products with the firm name, and could not afford to risk their reputation. Animals which die from natural causes, he says, are used for the manufacture of fertilizer."

This pretty well represents the attitude of the Canadian packer towards inspection. They think it is not needed, but if the Government should think differently, very well; they have no objection so long as the Government pays for it.

Consumption Falls Off.

Reports, wherever available, are to the effect that the consumption in Canada of American canned meats has for the time, at least, practically ceased. The total value of canned meats imported into Canada in 1905, the last year reported, was only $109,696.

Mr. Osborne, a Hamilton grocer, said customers of his who had been large users of canned meats had expressed their intention of eating them no more. Expressing an opinion, he said the exposure would drive the trade to cooked meats which the dealer would cut in his own shop, and which was a home product.

Doings in Washington.

The Beveridge Inspection Bill is making slow progress at Washington. On Monday the court handling it got through only 4 of the 19 clauses, and decided upon only one alteration, to eliminate the provision for the dating of canned goods labels.

What Will Happen.

The New York Times, forecasting the probable course of the bill, says it will probably be amended in some respects. First, as to who shall pay the cost of inspection. The bill says the packers. The packers say the Government. A representative of the National Live Stock Association asks that an appropriation be made and the secretary of agriculture be empowered to levy upon the packers if more is required. A fourth plan is the reverse of the third, to levy on the packers a small fee and appropriate the balance needed. It is said the stockmen's suggestion will prevail.

The bill is to be made constitutional in keeping with the advice of Solicitor McCabe, of the Department of Agriculture, to the effect that Congress has power to deal only with products for interstate or export business.

May Use Preservatives.

The Beveridge bill prohibits the use of preservatives, chemicals and dyes. It will be changed to provide that no preservatives or other chemicals shall be used which will in any way render the product unwholesome or unfit for human food.

The dating of inspection labels is already stricken out.

The bill calls for the total destruction of condemned carcasses. They will be allowed for fertilizer or grease. The use of parts of carcasses hurt in transit will be provided for.

Farmers and small butchers are to be exempted.

Strong for Packers.

The packers are not without friends in this fight. The National Provisioner, the leading organ of the provision trade, led off last week with this flare headline, "Meat trade demands fair play. Not the Roosevelt brand of 'square deal' but a verdict based on facts instead of misrepresentation." And here is a sample of what follows :

"A simple reading of the President's message will reveal the intemperate and intolerant attitude of its author. He strikes a direct and open blow at an export trade which amounted last year to over a quarter of a billion dollars. He threatens, unless Congress shall pass the inspection bill he approves, that he will withdraw inspection labels from all American packing-house products—which would mean the entire wiping out of the foreign trade.

"Indeed, he has by his threat done as much harm as though he had withdrawn the label, for by his words he gives notice to the world that it is his own opinion that under the present law no American packing house product is fit to be exported.

"Of course he does not mean any such thing, but it is only another illustration of the dangerous Roosevelt temper and the reckless Roosevelt pen. It is incidentally additional evidence of the Roosevelt animus against the meat interests in the United States.

"Both the message and the report are striking illustrations of the character of the campaign being waged against a great American industry — a campaign based on hearsay and surmise and ignorance."

The Butcher's Advocate makes its attitude clear thus :

"The latest attack on the packing industry is more unfair and reckless than any that have preceded it. With very few exceptions the newspapers have published lies of the most malicious nature."

J. Ogden Armour is reported from Paris by an interviewer as saying :

"The whole of these so-called revelations have been directly engineered by Mr. Roosevelt. The truth is that Mr. Roosevelt has strong personal animus against the packers of Chicago and is doing and will do everything in his power to discredit them and their business."

The National Live Stock Association have taken the position that they want a bill the President will approve, and want it at once.

PINE APPLE PROFITS.

So many pine apples were never before consumed in Canada as this year. Florida is now being drawn upon largely. From Delray two companies are shipping a thousand crates a day each.

Skilful and experienced hands are at the bins, between 50 and 75 at each of the shipping houses, packing on an average of a hundred and twenty crates a day each. Young boys, at the age of fourteen, make from $2 to $3.75 per day, preparing crates for which they are allowed a cent and a quarter a piece.

From the six hundred acres in bearing at Delray, the probable yield will be about 175 crates to the acre, or 125,000 crates in all. The pines sell at an average of $1.50 per crate during the season, thus bringing into Delray for this fruit alone, $157,000 in the season.

There will be left $123,420 to be divided between the eight or ten growers, as clear profit for the season.

SPRING SALMON RUN SMALL.

The catch of Spring salmon on the west coast of Vancouver Island this season has been a light one. It is believed that there have not been more than 30 tons in all taken. The Spring salmon are used in the mild curing process, and last year there was an abundant run. The season for them is now past and the canneries on the west coast are preparing for the cockeye run.

BROKER MARRIED.

Wm. Field, of the firm of McFarlane & Field, grocery brokers, Hamilton, was married on Saturday last to Miss Mabel Agnes Milloy, of that city. The Grocer wishes the young couple long life, happiness and prosperity.

Jas. B. Campbell, of the Acme Can Works, Montreal, stopped off at Toronto on his return from the west to attend the funeral of his friend, the late A. A. McMichael.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

FLUCTUATIONS—
Corn—Advanced 5c.
Fish—Revised.

Montreal, June 14.

Trade in groceries is improving. Jobbers report receiving larger orders from country as well as city points. Farmers are no longer spending money on seed, feed, and other necessities of early Summer, before grass begins to be fit for pasturage, and they are realizing on their dairy produce, thus putting more money into circulation, at least as far as groceries are concerned, this being apparent from the orders coming in. The grocery situation this week presents no particularly distinguishing feature. Ruling prices have been steady. Canned goods are moving in a healthy manner. Peas have been advanced five cents. Corn is steady, and from indications will be plentiful next season as the crop outlook is most pleasing. Strawberries are not available at any price. Sugar is unchanged, practically. In New York there is some talk of an advance, but nothing has been done as yet. Should an advance occur there, it is probable that the price here would be put up also. Very good business is being transacted in teas. More inquiry is reported for China greens. It is said that the new leaf teas are not so good as were those of last year. Molasses is normal. Coffee and spices are unchanged. Cleaned currants are in very good demand and the market is becoming rather bare. Quotations are being received on future evaporated apples. Other lines are about normal.

CANNED GOODS—Canned goods generally are moving out quite freely. The trade may be said to be in a healthy condition. An advance of five cents has occurred in peas. From appearances at present it is not likely that peas will be so low again during the season. Corn is steady, very fair business passing. Present outlooks are for a very good supply for the coming season as crops are very encouraging. It is generally known that no canned strawberries are available at any price. In fact all lines of canned fruits are being cleaned up. Plums and cheap pears are two other lines, for instance, which are pretty well sold. Tomatoes are plentiful enough, it is thought, and there is not likely to be any dearth in this line. Prices are not expected to be any higher than they now are.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie, 3	1 27½	1 25
Pie, not peeled, gal.	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie, 3	1 27½	1 25
Pie, notpeeled, 3	3 80	3 77½
Pie, not peeled, gal.	3 27½	3 25
" gal.	....	2 50
Pineapples—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " heavy syrup	....	1 20
2½'s " " "	....	1 57½
3's " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " heavy syrup	....	1 35
2½'s " " "	....	1 62½
3's " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " "	....	1 72½
3's " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " "	....	1 80
3's " " "	....	2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 67½	0 65
2's, early June (No. 3)	0 75	0 72½
2's, sweet wrinked (No. 2)	0 87½	0 85
2's, extra fine sifted (No. 1)	1 27½	1 25
Pumpkins—		
3-lb. tins	....	0 80
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz	....	1 30
Gallon tins, per doz	....	3 02½

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.	....	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz.	....	1 00
Canadian plain herring, per doz.	....	1 00
Scotch kippered herring, per doz.	1 35	1 40
" herring in tomato sauce, per doz.	1 30	1 35

SUGAR—Since last report very little has occurred in sugar which is interesting to the trade. Orders received by jobbers are mostly of the hand-to-mouth character. In New York there is some talk of an advance of ten cents, but nothing has been done towards this end as yet. In some quarters locally it is stated that the state of the raw material market is such as to have the effect of inducing refiners to buy; others state that they are buying no more than usual.

Granulated, bbls.	$4 10
" ½-bbls	4 25
" bags	4 05
Paris lump, barrels	4 65
" " half-barrels	4 75
" " boxes, 100 lbs	4 65
" " boxes, 50 lbs.	4 75
Extra ground, bbls.	4 50
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls	4 30
" 50-lb. boxes	4 50
Phoenix	3 95
Bright coffee	3 90
" yellow	3 85
No. 3 yellow	3 80
No. 2 "	3 70
No. 1 " bbls.	3 60
No. 1 " bags	3 55

TEAS—A very fair business is passing in teas generally. There has been more inquiry this week for China greens, such as Young Hysons, and lower grades. Ceylon greens are firmer and a little higher than they were last week. Ceylon blacks and Indians are about the same. Japans are still of considerable interest on the market. It may safely be stated that there is more inquiry for old teas than for new crop, and the former are slightly higher this week. A Montreal firm received June 11 a cable from its head office in Yokohama which read: "No teas available under sixteen cents. Medium grades scarce and dear. First crop is about finished." The leaf teas (new crop) are rather disappointing this year, having no life in them. Fairly satisfactory orders are reported by Japan tea houses.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32

SYRUP AND MOLASSES—Business in molasses is moving along steadily. There has been nothing out of the ordinary as regards prices or the state of the market during the week. Locally business is in a healthy condition. Orders received from country points are mostly for goods to be used immediately.

Corn syrups are being sold in quantities usual at this season.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02¾
" ½-bbls	0 02¾
" ¼-bbls	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ½ doz. "	2 10

COFFEE—The coffee market is practically unchanged since last week. Reports received from primary markets do not state any unusual conditions. As far as conditions in Quebec are concerned there is nothing new. Business with merchants in country points is improving, while city orders are also getting larger.

Jamaica	0 10½ 0 11
Java	0 18 0 22
Mocha	0 18½ 0 19
Rio, No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13½

SPICES—Spices this week are firmer than they have been for some little time. The primary markets are still very high. Good orders are being received locally. Quotations show no changes.

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger, whole	0 16 0 24½
Ginger, Cochin	0 17 0 17½
Cloves, whole	0 17 0 32
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 30 0 55

FOREIGN DRIED FRUITS—Cleaned currants are pretty well sold up locally. There has been an excellent demand for them, and jobbers have filled all orders received, and are, as a consequence, none too well stocked at present. Reports from Greece say there is no change in the present situation, but state that owing to unfavorable weather conditions there will be a smaller crop than usual this year. Dealers are inclined to think that this is a little exaggerated. Tarragona almonds are firm. Shelled walnuts show little change. The demand for them has fallen off somewhat. Seeded raisins are moving out quite freely.

Valencia Raisins—	
Fine off-stalk, per lb	0 04 0 04½
Selected, per lb	0 04½ 0 05½
Layers, "	0 05 0 05½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½ " 14
Peaches, "	0 12½ " 14
Pears, "	0 13½ 0 15
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
" Excelsior Window Clusters,"	4 50
" " " ¼s	1 3
Californian Raisins—	
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½ 0 09½
" " choice seeded, in 1-lb. pkgs	0 08½ 0 09½
" " 2 crown	0 07½ 0 08
" " 3 crown	0 08 0 08½
" " 4 crown	

Prunes—	Per lb.
30-40s	0 09½ 0 09¾
40-50s	0 08¾ 0 09
50-60s	0 08 0 08¼
60-70s	0 07½ 0 08
70-80s	0 07 0 07½
80-90s	0 06 0 06½
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 07¾
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05

Currants—	
Filiatras, uncleaned, barrels	0 05½
Fine Filiatras, per lb., in cases	0 06½ 0 07
" " cleaned	0 06½
" " in 1-lb. cartons	0 07
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09

Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz boxes	0 06½ 0 07

EVAPORATED APPLES — Lower prices in evaporated apples are expected shortly. With the advent of rhubarb and strawberries on the market there has been a falling off in the slight demand which existed for the evaporated apples. As if to insure a decline, future crop is being quoted by packers as low as 7c., they evidently expecting a good season. At present, however, jobbers are asking 12½c. to 13½c.

RICE AND TAPIOCA—An advance of one-half to one cent has occurred in tapioca. This is the distinguishing feature of the market this week. At the figures asked, trade is well-nigh prohibitive. Very few orders are being filled. Rice remains unchanged. Since the advance recorded some little time ago, good business has been carried on.

B rice, in 10 bag lots	3 15
B rice, less than 10 bags	3 25
C rice, in 10 bag lots	3 15
C rice, in less than 10 bag lots	3 25
Tapioca, medium pearl	0 07 0 07½

MAPLE PRODUCTS—Maple products show no change this week. Orders are not coming in very well, but in some quarters fair business is passing.

Maple syrup, in wood, per lb	0 05½ 0 06½
" in large tins	0 06½ 0 07
Pure Townships sugar, per lb	0 07 0 07½
Pure Beauce County, per lb	0 07 0 08

HONEY—No new features are observable in honey this week. Stocks are very limited but the demand is small.

White clover, extracted tins	0 07½ 0 08
Buckwheat	0 06 0 06½

BEANS—Beans this week are quiet. There is very little business being done. Prices do not show any change.

Choice prime beans	1 60 1 65
Lower grades	1 55 1 60

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, June 14, 1906.

BUTTER — Market still firm in tone. Prices unchanged.

CHEESE — Market steady. No new features of interest.

EGGS—Rumors of slightly lower prices. Already some dealers selling at a shade lower figure.

PROVISIONS—Prices firm. Little better export demand. Abattoir dressed hogs selling $10.25 to $10 50 per 100 lbs.

ONTARIO MARKETS.

ABBREVIATIONS—
Sugar—Up 10c.
Canned goods—Firm and active.
Continued advance in dried fruits.
Some lines of sea fish lower.
Canadian berries are in.
Produce prices firm.
Vegetables lower.

Toronto, June 14.

Business is reported by the trade here as fair, with quiet spots here and there. The canned goods situation continues strong. Some firms are advancing their price on tomatoes to $1.30. Some report an active demand, others that the movement is rather slow. A prominent broker said this week that tomatoes were weaker and that there would be plenty to go round till the new pack comes in. The wholesalers give no hint of it. Dried fruits continue to firm up and prices are gradually advancing. Sugar has been quiet this month but the advance of 10c. is expected to liven up the demand, coming at the beginning of the berry season. Teas are in fair demand and quality is in demand. Canned salmon is very firm and while prices have not advanced this week everything points to a good, strong market.

CANNED GOODS—Some firms report a big demand for all kinds of fruits and vegetables, others claim their customers are pretty well stocked. Several firms advanced the price on tomatoes this week from $1.25 to $1.30. That does not look much like a weaker market, yet a broker stated yesterday that some speculative holders were anxious to unload. One western man held 6,000 cases in Toronto which he wanted buyers for. The broker said he could have got more a little while ago. Wholesale prices, however, are firm at $1.25 to $1.30. The situation in peas and corn is firm. Salmon also is in a very strong position.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	2 77½	2 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	3 25	4 00
Cherries—		
2's, red, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, " not pitted	1 92½	1 90
Gallons, standard, not pitted	7 12½	7 10
" " pitted	8 62½	8 60
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25

Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole		2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Strawberries—		
2's, heavy syrup		2 25

VEGETABLES.

Asparagus, California—		
2½'s		3 90
2's, Canadian	3 00	
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	1 00
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52	4 50
1's, Baked, plain	0 40	
1's, " tomato sauce	0 45	
1's, " chili sauce	0 50	
2's, " plain	0 70	
2's, " tomato sauce	0 75	
2's, " chili sauce	0 75	
3's, " plain (flat or tall)	0 87½	
3's, " tomato sauce (flat or tall)	0 95	
3's, " chili " "	1 00	
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 30	1 27½
Sweet wrinkle	0 95	0 87½
Early June	0 77½	0 75
2's, standard	0 67½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal.	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal., all kinds		3 75
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal		4 50
" jugs	7 70	12 00

FISH.

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
" Scotch		1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, 5 cases and over, per doz	1 65	1 75
1-lb. " less than 5 cases, "	1 62½	1 65
1-lb. Flat, 5 cases and over, "		1 75
1-lb. " less than 5 cases, "		1 77½
½-lb. " 5 cases and over, "		1 10
½-lb. " less than 5 cases, "		1 12½
Northern River Sockeyes		1 55
Cohoes, per doz	1 30	1 40
Humpbacks, "	0 25	1 00
Sardines, French ¼'s		0 14
" ½'s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haadies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	1 35
" 2s, "	2 40
" 6s, "	7 20
" 14s. "	16 80

	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	
" 3's, "	1 45	
Pig's feet, 1's, boneless		1 65
" 1½'s "	2 40	

SUGAR—An advance of 10c. on all lines was made by the refiners Wednesday forenoon. This is expected to stimulate the movement which has been very quiet this month. It would probably have that effect at any time, but coming at the opening of the busy season it is pretty sure to. The advance followed a similar move in New York. But the refiners there continued to book orders at the old price.

Cable advices from the Barbadoes state that raws advanced there 10c. last week and from Demerara that there is a forward tendency.

Cuba is now in a position to take care of the rest of its stock and interest centres in Europe. Last week the European price of beet receded to 7s. 11 1-4d, but recovered this week to 8s. 0 3-4d. In Cuba 68 centrals are still grinding against only 17 this time last year. The world's visible supply is 932,802 ahead of last year.

Paris lumps, in 50-lb. boxes	4 93
" in 100-lb. "	4 83
St. Lawrence granulated, barrels	4 28
Redpath's granulated	4 28
Acadia granulated	4 23
Berlin granulated	4 18
Phoenix	4 28
Bright coffee	4 08
Bright yellow	4 13
No. 3 yellow	4 13
No. 2 "	3 98
No. 1 "	3 88

Granulated and yellow, 100-lb. bags 5c. less than bbls.

TEA—The market here has not been very active this week. Teas of quality are firm.

COFFEE—The disparity between the New York and Brazil markets has been very pronounced. Seaboard stocks in the States are 500,000 bags less than a year ago and invisible stocks also are smaller. Willett & Gray estimate the world's consumption now at 17,000,000 bags and say that at that rate the largest crop stories from Brazil are not a menace at the present level of prices. "The coffee world at large," say Willett & Gray, "desires a low price at the commencement of a new crop and is firmly calculating on it. But it seldom happens that what all expect and desire concerning a speculative article is accomplished. The very fact that so many wait for it, defeats its very purpose."

"The New York coffee market," says an exchange, "sets all experience, all expedients, and all statistical facts as valueless in its present situation. Statistics of coffee show a decrease in the supply of 2,000,000 bags, as compared with the corresponding period last year. Notwithstanding this decrease coffee options on the floor of the Coffee Exchange are fifty points lower than for May and June, 1905. It is also a well understood fact that actual coffee is from 40 to 150 points higher than the present basis of option sales. It is also well known that there have been no such fluctuations in coffee options at Havre and Hamburg, for quotations there are about the same as last year."

SYRUPS AND MOLASSES— Prices are unchanged:

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

DRIED FRUITS—There has been no break in the firming tendency in all lines. Locally, prices are gradually approaching the level demanded by the cost for importation. With some houses 19c. is the lowest price on citron peel. For California apricots and peaches in 25-lb. boxes, 16c. to 17c. is asked and they are very scarce. With most houses the bottom price for Filiatra currants is now 6 1-4c.

	Per lb.		Per lb.
Prunes, Santa Clara—			
90-100s, 50-lb boxes	0 06½	60-70s, 50-lb boxes	0 07½ 0 08
80-90s "	0 07½	50-60s "	0 08 0 09
70-80s "	0 07½ 0 07½	40-50s "	0 09 0 09½
		30-40s "	0 10½ 0 10½
French prunes, 110-120's			0 04½
Note—25 lb. boxes ½c. higher.			
Candied and Drained Peels—			
Lemon	0 11 0 11½	**Citron**	0 18 0 20
Orange	0 11½ 0 12½		
Figs—			
Elemes, per lb			0 10 0 14
Tapnets, "			0 04½
Apricots—			
Californian evaporated, in 50-lb boxes			0 16 0 17
Peaches—			
Californian evaporated, " "			0 16 0 17
Pears—			
Californian evaporated, per lb			0 13
Currants—			
Fine Filiatras	0 06 up	**Vostizzas**	0 07½ 0 08½
Patras	0 06½ 0 07½		
Cleaned ½c. more.			
Raisins—			
Sultana			0 05½ 0 09
" Fancy			0 10 0 14
" Extra fancy			0 15 0 16
Valencias, selected			0 05½ 0 06½
Seeded, 1-lb packets			0 09 0 10½
California, loose muscatels—			
3-crown			0 07½
4-crown			0 09
Dates—			
Hallowees	0 05	**Fards new choicest**	0 09 0 10½
Sairs	0 04	" new choice	0 09½
Domestic evaporated apples			0 13

NUTS—Prices continue firm at former quotations.

Almonds, Tarragona, per lb	0 13½ 0 14
" Formigetta	0 12½ 0 13
" shelled Valencias	0 27 0 28
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 26 0 28

Filberts, per lb	....	0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish	....	0 08½
A 1's, banners and suns	....	0 08
Japanese Jumbo's	....	0 08½
Virginia "	....	0 10

SPICES—Quotations are unchanged.

Spices—	Per lb.	
Peppers, blk	....	0 20
" white	....	0 30
Ginger	0 18	0 35
Cassia	....	0 25
Nutmeg	0 45	0 75
Cloves, whole	....	0 30
Cream of tartar	0 22	0 28
Allspice	....	0 16
Mace	....	0 85

RICE AND TAPIOCA— The market is firm with unchanged prices.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago	...	0 06½
Carolina rice	0 07½	0 10
Tapioca, medium pearl	....	0 06½
" double goat	....	0 07½

DRIED FISH—The market is quiet with unchanged quotations.

Boneless fish, per lb	....	0 05
Cod fish, 1-lb. bricks	....	0 07
Quail-on-toast, per lb	0 05½	0 60
Flitched cod fish, cases of 100 lbs	....	6 50

BEANS—There is fair demand. Prices are unchanged.

Beans, handpicked, per bush	1 85	1 90
" prime, No. 1	1 70	1 75
" Lima, per lb	0 06½	0 07

HIDES AND WOOL—Hide prices are unchanged and supply is in excess of the demand. Country buyers are said to be paying too much for wool.

Hides, inspected, steers, No. 1	....	0 12
" " " No. 2	....	0 11
" " cows, No. 1	....	0 11½
" " " No. 2	....	0 10½
Country hides, flat, per lb., cured	....	0 11
Calf skins, No. 1, city	....	0 14
" " No. 1, country	....	0 13
Sheep skins	1 50	1 85
Lamb skins	....	0 40
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb	0 04½	0 05½
Pulled wools, super, per lb	....	0 25
" " extra "	....	0 27
Wool, unwashed fleece	0 17	0 1
" washed fleece	....	0 26

N. B. MARKETS.

St. John, N.B., June 11, 1906.

The Spring has been wet and rather cold, but we are now having finer weather and there is generally a good feeling among the trade. There is nothing of startling interest, but the shipment of quite a quantity of eggs to Montreal was at least unusual. Two cargoes of Porto Rico molasses arrived during the past week. This, with the exception of one cargo, is the first Porto Rico to be received this year. With the first of June the Saturday half-holiday has gone into effect in several lines of business, such as the hardware trade, etc. They do not, as do the wholesale grocers and a few others, observe the half-holiday all the year. A few only have it for July and August. The retail grocers found, after one season two years ago, that it did not work to advantage, at least so they thought. The green fruit business, particularly in strawberries, interferes.

OIL—Just at present business in burning oil is slack except the booking for future shipment. As prices are expected to advance dealers are booking orders quite freely for Fall. In paint oils, sales, particularly in linseeds, have not been as large as usual. Because of the very low prices last season large stocks were bought and quite a quantity carried over. Prices at present are unchanged. There is a good steady sale for lubricating oils. Some little new cod oil has been received, but it is too early to tell how prices will rule.

SALT—Liverpool coarse salt is being freely received. There is considerable afloat shortly due. This is the active season. That arriving goes quickly into consumption. Quite full prices rule. Fine salt now sells freely and a certain quantity of Liverpool factory filled is being imported. Particularly in the small bags and boxes, Canadian has the demand. Also in barrels.

CANNED GOODS—As reported last week, the wholesale trade are all practically selling under fixed prices. This shows rather higher figures for corn and peas. These were being sold very close. Tomatoes are firm at full figures. Salmon are more firmly held. It is thought for new goods higher prices than last year will be quoted. Meats are in fair demand. Prices are low. New pineapple is offered. In domestic fish new finnan haddies are being received. They come on a bare market.

GREEN FRUIT—Oranges are higher. A few Valencias are still seen. For best fruit California navels are sold. Lemons show quite an advance. Bananas have large demand. Competition has brought in a lot of small fruit. Dealers find importing strawberries unsatisfactory; quantity received is still light.

DRIED FRUIT—In prunes, new California goods, Fall business has been largely booked. Spot stocks are very light. In raisins spot prices are unchanged. New goods will cost lower than last season. It looks as if selling prices would be about as at present. New prices on Malaga layers are rather higher than last year. Loose are not yet quoted. Dates are higher. Figs rather above last season's price. Peels are high. Bermuda onions continue to arrive. Quantity is small and quality fair. Egyptians are unchanged.

SUGARS—Prices are still low. No change yet this week. Fair sales are reported.

MOLASSES—Two cargoes of Porto Rico were received this week. The quality is fine. Prices are firmly held. Barbadoes is also held firm at the advance. Sales have been good.

FISH—The gaspereaux catch has not been large. Quite full prices have ruled. Shad were a small catch, and the season is over. Salmon are just beginning to come in freely. Prices are rather lower. Our fish are much better than the western and should sell more freely in Ontario and Quebec. Boston is our best market. In dry fish the price is unchanged, but hardly as firm. Pickled herring are high and the sale small. Smoked herring are rather dull.

FLOUR, FEED AND MEAL — The price of flour is unchanged. The fact that Ontario millers are putting more Manitobas in their flours is not appreciated by many. Feed is but a fair sale. Oats are firm. Oatmeal is dull. Beans are firmer. Yellow Eyes have been very low. Parsley sells slowly at rather lower prices. Cornmeal is unchanged. Sale of seeds is about over. A fair season is reported.

N. S. MARKETS

Halifax, N.S., June 12.

The grocery markets are in a satisfactory condition and business, generally speaking, has been good during the week. There has been no change in prices worthy of special note. Dried fruit is becoming very firm as the stocks are being reduced. There is a slight advance in the cost of raisins. Evaporated apples also show an upward tendency. They are quoted at 13½ to 14 cents with very few offering.

FISH.—There is an abundant supply of fresh fish on the market. Halibut, salmon, cod and mackerel are very plentiful. Some good catches of mackerel have been made along the coast during the week. At Prospect, some 17,000 were taken in the nets in two days. The fish are retailing here at two for 25 cents. Large shipments are being made to the American markets, the fish being iced and packed in barrels. Salmon are very plentiful in Lunenburg County, where they are selling at 10 cents per pound. The close season for lobsters in some districts is now on, and in consequence the receipts are falling off.

BUTTER.—There is very little improvement in the receipts of butter, and the price still keeps up. The farmers are not sending very much to market. Extremely wet weather throughout the whole province is having a very bad effect on the markets. Prices are firm at last week's quotations.

EGGS.—The receipts of eggs continue fair. They are not coming in as plentiful as the jobbers desire. Prices are firm at 16 and 16½ cents, with a good demand.

CHEESE.—The market in cheese is quiet and steady, quotations here being 12½ to 13 cents.

FRUIT.—All seasonable fruit is in fairly good supply. Oranges have advanced. Valencias are quoted at $6 for ordinary, 420s, and $6.50 for large repacked. This is an increase of about 50 cents. California navels have also taken a jump, being quoted at $5 and $5.50. Jamaicas are steady at $6. California cherries have dropped 10 cents, being quoted at $2.90. Tomatoes are $4 per crate. Cabbage have dropped to $3 per crate. Very few strawberries are being imported here from Boston now, the quality of the last shipment being very poor. Bananas are fairly good. They are quoted at $2.50 for large bunches, and $2 for small.

The grocery, provision and produce business which has been carried on for several years by Messrs. J. R. Larkin & Son, on George street, Sydney, has been purchased by Messrs. McLean & Holman. The latter comes from Prince Edward Island, but for the past five years he has been a resident of Cape Breton, first in the employ of the Larkin firm, and later engaged in the produce business between Sydney, Glace Bay and the island. Mr. McLean is a very capable, energetic young man with a wide experience in business. The new firm intend carrying a complete line of groceries, provisions and produce, and will make a specialty of all Prince Edward Island products in a wholesale as well as a retail way.

ONTARIO GUILD'S ANNUAL.

To Deal With Manufacturers Selling Direct—Sugar Cutting—T. B. Escott, President.

The Ontario Wholesale Grocers' Guild held its annual meeting on Tuesday and Wednesday of this week in the Board of Trade council chamber, Toronto. The attendance was the largest yet recorded and very important matters were discussed. Cutting on sugar and tobacco was one of the livest issues, but it was said that the price cutting stories were exaggerated, and on a showdown nearly every one present said he was not the man. It is understood, however, that a stricter agreement will be attempted with regard to price cutting.

Travelers' holidays were taken up, and it was decided that all houses should let their west of Toronto travelers have their vacations simultaneously from the 4th to the 18th of August, and that no drumming of any kind, not even over the 'phone would be done during that time.

The matter which engaged the most earnest attention of the wholesalers, however, was the practice of manufacturers selling direct to retailers. Members seen after the meeting vehemently declared that they had never tried to prohibit the selling of goods to those outside the guild. They said they do try to stop selling to retailers, but that any wholesaler, whether he be a "guilder" or not, could get all the goods he wanted.

The following officers were elected: T. B. Escott, London, president; W. J. Craig, Kingston, 1st vice-president; James Gilmore, Brockville, 2nd vice-president. The secretary is not yet elected.

Committees to deal with questions that come up will be appointed by the president from the district nearest the place where the grievance arises.

According to the guild custom, press representatives were not admitted.

WESTERN WANTS.

Board of Trade Resolutions for Edmonton Convention.

Resolutions to be submitted to the convention of Western Boards of Trade at Edmonton, Wednesday and Thursday of this week, which will be fully reported in next week's Canadian Grocer, were required to be sent in beforehand and were then issued in phamphlet form to enable careful consideration being given them. The resolution that the Associated Boards of Trade of Western Canada continue as at present constituted for the year 1907, came from Regina, which city also asks that deputies of the receiver-general be appointed for the two new provinces, that the postal service be made commensurate with the growth of the country, and that the passenger rate on railways be lowered and excursion rates to the east be given in the Summer.

Wetaskiwin wants a C.P.R. land office opened up north of Red Deer and stricter inspection of settlers' effects coming in from the States in regard to dutiable articles. Edmonton urges the necessity of uniform commercial laws in the two new provinces, the removal of the cattle embargo, better roads, the adoption of the metric system, the restriction of bonusing, municipal ownership and better postal service.

Calgary asks for better commercial legislation and the establishment of an intelligence bureau in connection with the Department of Agriculture.

LATEST JAPAN TEA CABLE.

Montreal, June 14, 1906.

A cable advice received by a Montreal Japan tea house to-day says: "Crop is estimated much below normal season. Suitable offerings scarce. Market advancing.

Lethbridge also wants better commercial laws that will limit the garnishee to $25 in any one month, and provide for the arrest of absconding debtors; that claims for lost or damaged goods must be settled within 60 days by railway companies and that all shipping bills should be signed in triplicate.

Moosejaw suggests the better payment of school teachers, and the support of hospitals from public funds.

Strathcona asks that imported goods be marked in Canadian standards, that a fruit inspector be appointed, that bonusing be restricted and municipal ownership encouraged.

Wapella wants the municipal year to commence not later than February.

Raymond wants the encouragement of Albertan sugar.

North Battleford proposes that the laws relating to exemption from seizure be amended so that no provisions of the law shall defeat a personal promise to pay.

Charles King, grocer, of 325 Gerrard street, Toronto, met with a street car accident on Wednesday by which he may lose his left foot.

BOUGHT VICTORIA PARK.

Mr. H. P. Eckardt, wholesale grocer, Toronto, purchased at auction on Saturday last Victoria Park on the lake front at the east end of the city, for the sum of $33,850. Mr. Eckardt's residence is in the vicinity of the park and it is understood that in purchasing the property he was actuated partly by a desire to prevent the place falling into undesirable hands. The park is considered good property at the price.

VEGETABLES AND FRUITS.

Prospects Seem Pretty Good—Some Authoritative Reports.

Among replies received this week to inquiries by The Canadian Grocer of well-informed persons regarding the vegetable and fruit prospects in Ontario, the following are interesting:

Niagara District—The tomato acreage will be slightly greater than in previous years, but I am inclined to think that the plants are not up to the mark, so that possibly there will not be any more bushels of tomatoes than in previous years. Strawberries promise a heavy crop; raspberries and blackberries also look well, and I see no reason why we should not have a good crop of these. Peaches look like a moderate crop, pears a heavy crop, plums a somewhat light crop, sour cherries a heavy crop, sweets moderate. Strawberries are said to be only fair in some places on the north side of Lake Ontario.

Essex County—The outlook for the tomato crop is fair so far, but a great many of the plants that were set out on low ground were drowned from the heavy rain. If the growers can get the water off the ground in time we may have a crop equal to last season. I would think the price regarding the new pack will be higher than last year. We are having nearly a famine for getting tomato plants on account of the heavy frost so late in the season killing so many plants. I think every canning factory in this section is short of tomato plants.

Prince Edward County—Regarding the crop of vegetables for the coming season, I would say it is altogether too early to prophesy. Tomato plants have only nicely been gotten out, corn has just been planted, and beans the same. So it is too early to make any estimate of the coming crop. Fruits—We may say we do not think there will be a heavy crop.

An authority on the general situation replied: The present outlook for tomatoes and all other lines of fruits and vegetables is good. The season, of course, is scarcely advanced sufficiently to give any positive information, but

up to the present everything looks flourishing.

Quebec—The outlook for tomatoes and other vegetables is about as usual. If the season is favorable they will be abundant. The price on the new pack will, I think, be higher than last year. The price here will be based on that in Ontario.

PROFITS $400,000 A YEAR.

A change has recently been made in the personnel of Park & Tilford, the big New York grocers, and $3,000,000 6 per cent. debenture sinking fund gold bonds have been issued. A million dollars' worth was taken by interests identified with the corporation and the other two millions were taken by a New York brokerage firm, who are now offering a balance of $400,000 at 107. At that price they will net the purchaser if held until maturity 5½ per cent.

The average net income of Park & Tilford for the past twelve years has been in excess of $400,000 annually and the firm has always enjoyed a very high standing as dealers in groceries, cigars, etc. At the present time it operates five stores in various parts of the city and has over 40,000 open accounts on its books.

REVOLUTION IN SUGAR.

Cuba, not Hamburg, will Fix Price for United States.

Under the caption "Revolution in the Sugar Trade," Willett & Gray's Sugar Trade Journal, New York, says:

"A somewhat remarkable change has been going on recently in the attitude of the United States towards the European beet sugar world which involves the stability of the Dingley sugar tariff and also the regulation of the world's price of sugar.

"For a generation and more it has been considered without question that the price of beet sugar in Hamburg made and controlled the price of sugar in the United States.

"It has also been taken for granted that the duty of 1.685c. per lb. assessed by the Dingley law represented the protection afforded the home sugar industries.

"Both these assumptions have recently been disproved and the new conditions established that Cuba controls the price of sugar in the United States for all other countries, and that the 1.685c. duty protection is reduced to a varying amount from 1.685c. down to 1.348c. as decided by the Cuban price.

"Cuba to-day sells her sugar in New York at 3.45c. per lb., or 22c. below the Hamburg price and all sugars coming in over the tariff wall must conform to the Cuba price. This revolution has been brought about by the concession of 20 per cent. of the full tariff rates made to Cuba by the reciprocity with that island. This reciprocity stimulated the production to an extent which excluded nearly all the full duty paying countries, Java being about the only important sugar producing country to continue to compete to any extent for a part of the United States market. A year or two hence, with further natural increase in the crop of Cuba, the conditions of the revolution going on in the sugar world will be even more manifest and may very likely lead to an agitation for the annexation of Cuba to the United States. As it is now Cuba makes the price of raw sugar in the United States. During the first four months of the campaign she fixes price at the bare cost of production, giving away the full 20 per cent. allowance of reciprocity, a little later she raises her price and secures a part of the allowance, and as the season progresses she finally raises prices to nearly or quite the full allowance. This process is going on now. Cuba has passed beyond the necessity of taking the extreme low limit of prices and has commenced to demand a portion of reciprocity allowance. This means that for this campaign Cuba will control prices in the United States on an advancing scale. It may be a slow rise, but the rise is just as sure to come.

"The present difference of .22 below the parity of beet sugars is sufficient to warrant this statement and expect its fulfillment, hence there is every reason to consider, as far as the U. S. is concerned, a firm, steady market with advancing tendencies for the remainder of the campaign in raw sugars.

"The situation in refined sugars is equally significant and important. Just now contracts exceeding a million barrels of refined have been placed with grocers by the several refineries."

The article goes on to say that these buyers have the best possible assurance that the market will not go against them because the market is at rock bottom and that every future rise will be maintained.

HINTS TO BUYERS.

The Montreal office of "Salada" reports an exceedingly active demand for blacks and greens, the latter getting as firm a hold upon Japan tea districts as "Salada" blacks have done elsewhere. This is the result of selling the best possible value at the minimum of cost.

J. M. Douglas & Co., Montreal, state that they are having good results, in the way of sales, with the products of Sir Robert Burnett & Co., London, England, whose agents they were appointed at the beginning of the year. The vinegars, both cask and bottle, manufactured by this firm are said to be unexcelled.

White & Co., Limited, Toronto, are into the Texas tomato business largely. Their first car arrived last Thursday and, by the way, was the first to come to Canada. They received three more cars this week.

H. P. Eckardt & Co. are selling Leard's canned chicken, which is exceptionally nice.

Buyers of dates should get prices from H. P. Eckardt & Co.

BUSINESS CHANGES.

John Davis, crockery merchant, Hamilton, Ont., is dead.

Union Bank of Canada has opened a branch at Cupar, Sask.

S. M. Short, grocer, Toronto, Ont., has sold out to S. Good.

"Esperante," grocer, Montreal, Que., Joseph Daoust registered.

Carl Grossman, grocer, Chilliwack, B.C., has been burned out.

The Metropolitan Bank has opened a branch at Port Elgin, Ont.

Howard & Taylor's grist mill, Crandell, Man., has been burned.

The Bank of Hamilton has opened a branch at Neustadt, Ontario.

Donald Sutherland, grocer, Hamilton, Ont., has sold out his stock.

The Bank of Hamilton has opened a branch at Princeton, Ontario.

Campbell Bros., grocers, of Caron, Sask., are giving up business.

John J. Bain, grocer, Toronto, Ont., has sold out to Miss K. Walton.

Brown & Warren, general merchants, of Crandell, Man., are selling out.

F. Gillanders, general merchant, Chilliwack, B.C., has been burned out.

R. McGuire, general merchant, St. Anne des Chenes, Man., has assigned.

The Sovereign Bank of Canada has opened a branch at Owen Sound, Ont.

The Home Bank of Canada is opening a branch at Lawrence Station, Ontario.

H. Levesque, grocer, Rockland, Ont., has sold his stock at 50c. on the dollar.

Bell Bros., general merchants, Kazabazua, Que., have effected a compromise.

A. C. Hummer, confectionery and tobacco, Chilliwack, B.C., has been burned out.

Dingman & Vipond, general merchants, Eastman, Que., have dissolved partnership.

Wm. Thos. Box, grocer, Montreal (Westmount), Que., Wm. Thos. Box registered.

Calixte Beaudry, general merchant, Wickham West, Que., sold to C. Fontaine & Co.

The Bank of British North America has opened a branch at North Battleford, Sask.

S. M. Gero, general merchant, Humberstone, Ont., has assigned to James Edwin Neff.

George Julien, general merchant, Shawinigan Falls, Que., is offering to compromise.

Leonard McTaggart, general merchant, Exeter, Ont., has sold out to Smith Bros.

TO THE TOP OF THE LADDER.

Reorganization of Balfour & Co., Hamilton—Fred T. Smye Becomes Senior Member.

Thirteen years ago the late St. Clair Balfour, in a short character sketch of his leading traveler, in the Fall number of The Canadian Grocer, used the words: "The future is full of promise for Fred T. Smye."

That prophecy is being fulfilled at the present time, for within a few days Mr. Smye will become the senior partner of Balfour, Smye & Co., which succeeds the old firm of Balfour & Co., for the last few years a branch of the Canada Grocers, Limited. The new members of the firm along with Mr. Smye are St. Clair Balfour, son of the late head of the firm, St. Clair Balfour, and Chas. H. McIlroy, for years a traveler with Balfour & Co.

The firm has a long and honorable history running away back into the last century, and is one of the oldest wholesale grocery houses in Canada. The original name of the firm was W. P. McLaren & Co. It later became Brown, Gillespie & Co., of which Adam Brown, postmaster, Hamilton, was the senior member; then successively Brown, Routh & Co., Brown, Balfour & Co., Balfour & Co., and now Balfour, Smye & Co.

The firm were among the pioneers in the Northwest trade. Mr. Balfour, father of the present member of the firm, was one of the first traveling salesmen to go to the Northwest in the early days of Fort Garry. At that time you went in by way of Chicago and goods were taken from the border to the interior by pack train.

In the export trade the firm has also an old connection, having early developed a connection with Germany and Holland for dried and evaporated apples, which they exported and still export in large quantities.

The only surviving member of the firm in the old days is Mr. Adam Brown.

The senior member of the reorganized firm, Mr. Smye, is typical of the successful traveler. He began early at the age of about 17 with the firm of Alexander Harvey & Co., afterward Stuart Harvey & Co. He was about the youngest traveler on the road, but with his natural aptitude for business, courteous and affable demeanor, he got business and friends at one and the same time. When Balfour & Co. bought out the stock of Stuart Harvey & Co., Mr. Smye in spite of tempting offers stayed with the ship on the bridge of which he now stands in command.

Mr. Smye early became associated with the Travelers' Association of Canada, and has held the highest executive office in Hamilton by acclamation. He is president of the Hamilton Grocers' Guild, has pulled a good oar in his day and is a leading spirit in the social life of the traveling fraternity of the Ambitious City.

Mr. St. Clair Balfour is a son of the late head of the firm and is regarded as one of Hamilton's rising young men. He has been on the road for the firm for about four years, covering the Northwest and British Columbia, where he has built up a large and increasing trade.

Mr. Chas. H. McIlroy, the other partner, entered the firm with Mr. Smye and the two have worked up together from the days of Alex. Harvey & Co. Mr. McIlroy is a prominent Mason and as a traveler covers the Niagara peninsula. Among the boys and on his route he is highly regarded.

The new firm is a strong combination, all young men and hustlers. They should be heard from.

Fred T. Smye,
Senior Partner of Balfour, Smye & Co.

Balfour, Smye & Co. will retain control of Tartan Brand teas, canned fruits and vegetables, groceries, etc., in which they have a fine connection all over Canada, and also considerable export business to the Old Land and the West Indies. The firm take particular pride in their Tartan Brand fruits and vegetables put up in their own factory in the fine district of Grimsby, also in their Tartan Brand tea under the Rob Roy, McLeod, Gordon and Royal Stuart tartans.

Mr. Smye undertakes that a high standard will be maintained in all goods packed under Tartan Brand.

The management, although under the new style, will be practically the same as since Mr. Balfour's death. Mr. St. Clair Balfour and Mr. McIlroy will continue to make their usual trips.

CALGARY JOTTINGS.

New Flour Mills—Turner & Co. to Sell —Clerks Getting Half Holiday.

The Western Milling Co. have recently completed the erection of a fine flour mill, and they are reaching out rapidly for trade. The Dominion Brokerage Co. are their selling agents.

The Brackman-Ker Milling Co. are building a large cereal mill in Calgary which, when completed, will be one of the best equipped mills in Canada.

The Standard Soap Co. of Calgary are doubling the capacity of their plant, and will devote increased attention to a line of toilet soaps.

Owing to the dissolution of the Canada Grocers, Limited, Jas. Turner & Co. will probably sell their branch business in Calgary. Business men in Calgary believe that the stock will be taken over by L. T. Mewburn, who for many years has managed the business for the Hamilton firm.

Calgary clerks are agitating for a half holiday every week during the Summer months, and it is likely that an arrangement will be made to close all the retail stores in Calgary on the afternoon of the same day. The manufacturers find that it will be impossible to join in the movement, but the wholesale and retail establishments will undoubtedly close. At the present time there is a disagreement as to the day of closing, the wholesale establishments preferring Saturday afternoons and the retailers pointing out that Saturday is an impracticable day for them, It is probable that separate days will have to be chosen.

BUSINESS NOTES.

J. A. Campbell, late of Toronto, but formerly of Orangeville, has opened a grocery and flour and feed store in the latter place.

Louis Volk, representing the Fred Miller Brewing Co., Milwaukee, Wis., was in Montreal last week and appointed Laporte, Martin & Cie. agents for the firm in the Province of Quebec. Mr. Volk was able to get around to see the trade a little, and with his hearty manner made many friends.

Those at the head of the Trent Valley Sugar Co. state that prospects are good for the establishment of a sugar factory in Peterborough. It is understood that about $40,000 has been subscribed, and a proposition is being considered to buy a Michigan plant.

E. Berube, who for some time has been successful as a clerk in the Oxford Restaurant, has decided to go into the grocery business on his own account and opened this week a nicely fitted store at the corner of Duluth avenue and St. Andre street, Montreal. Mr. Berube has the good wishes of many friends.

FREIGHTS AND CHARTERS

News of Shipping Interests at Montreal—Schedule of Current Ocean Rates.

As the shipping advances, excellent trade is being transacted. To date, the arrivals and clearings are ahead of those of last year. Cargoes leaving port during the past week were pretty well along usual lines Shipments of flour have continued good, while butter and cheese is being sent out in increasing quantities. Other lines of Canadian products are being shipped in moderately large quantities, but the three lines named still hold a great part of the export trade.

An arrival from Hamburg on June 8 was the Nordvahlen with a general cargo. This was the first arrival from Germany since the season opened.

The Turcoman, of the Dominion line, arrived from Bristol the same day, also carrying a general cargo.

Reports presented to the Harbor Commissioners of Montreal recently showed that there had been a substantial increase in the revenues of the port over the previous season from the opening of navigation up to June 1. This year the revenue amounted to $33,369 against $27,202 for the same period last year.

From the present trend of events it is thought that the sailing day of Canadian mails from British and Canadian ports will be Friday. A reply has been received by the butter and cheese merchants of Montreal, who some time ago wrote the Post Office Department urging the necessity of having a mail leave Montreal not earlier than Saturday morning telling them that at present the deputy postmaster-general is in England interviewing the Imperial authorities. He has been informed of the views held by the Canadian Government and instructed to do all possible towards concluding satisfactory arrangements.

Shipping merchants are more than ever anxious for the Government to take up the matter of dredging the Crane Island flats. Constant instances of the trouble they give in causing serious delay to outgoing boats keep the matter hot. The most recent example was that of the Ottawa, of the Dominion line, which was compelled to anchor for six hours owing to low water there.

Considerable interest is being displayed in shipping circles over the launching of the new C.P.R. steamship Empress of Britain. Her trial trips have been eminently satisfactory. The boat will be a splendid addition to the fleet using the St. Lawrence route.

The Puritan left for London and Hull with a general cargo, June 8.

Canada Cape, of the Donaldson line, left for South Africa June 6 with a general cargo including a large shipment of flour.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Antwerp.	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin.	Leith.	Aberdeen.	Cardiff.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels; Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases; Canned Meats; Pail lard and small packages weighing 35 pounds or under subject to additional rates, 2,240 lbs.....	12/4½	17/7½	17/6	18/6	15/9	12/4½	15/	16/	15/9	17/6	.....	16/3
Canned Goods (gallon apples, fruit, soups, vegetables, etc.), 40 cb. ft.....	†10/6	13/1½	15/	†18/6	13/1½	†10/6	.....	.....	13/1½	15/	.....	16/3
Oil, lubricating and other; also Wax; in barrels, 2,240 lbs.....	10/6	15/9	17/6	18/6	15/9	10/6	.....	.....	15/9	17/6	.....	16/3
Oil Cake, Cottonseed Cake, Flour, Oatmeal; Cornmeal, Split-peas, Starch, and Grape Sugar, in bags, 2,240 lbs	* 6/	* 8/	*10/	10/	7/6	7/6	10/6 *	11/6	10/	12/6	9/6	12/6
Rolled Oats, Dog Flour, Flour Middlings, in bags, 2,240 lbs,.....	9/3	11/	12/3	13/9	11/	9/3	13/	14/	12/6	15/9	.....	12/6
Rolled Oats and other Cereals, papered, in cases, 40 cb. ft.....	7/6	10/6	11/9	8/9	10/6	7/6	.....	.....	10/6	11/3	.....	11/3
Glucose and Syrup, in barrels, 2,240 lbs.....	8/9	11/3	12/6	11/3	12/6	8/9	16/6	17/6	15/9	17/6	.....	15/
Cheese in boxes; also Condensed Milk, 2,240 lbs.	20/	25/	25/	25/	26/3	20/	22/6	22/6	25/	25/	25/	27/6
Butter, in cases and kegs; Cheese, in crocks, boxed, 2,240 lbs.....	25/	30/	.....	30/	31/6	25/	.....	.....	30/	30/	30/	32/6
Seeds, Timothy and Clover, in bags, 2,240 lbs....	12/6	17/6	18/9	17/6	17/6	12/6	13/	14/	20/	.....	.....	20/
" Beans and Peas, in bags, 2,240 lbs.....	8/9	10/6	11/9	12/6	10/	8/9	13/	14/	10/	.....	.....	12/6
Apples, Flour and Meal, in barrels, barrel	2/6	2/6	3/	2/9	3/	2/6	.....	.....	3/	3/6	.....	3/
" and other G een Fruit in boxes, 40 cb. ft.	12/6	15/9	16/	15/	15/9	12/6	15/	16/	15/9	17/6	.....	15/
" Evaporated, n barrels or boxes, "	7/6	10/6	11/3	8/9	10/6	7/6	.....	.....	10/6	11/3	.....	10/
" Prunes and other dried fruit in boxes, 2,240 lbs.....	15/	20/	20/	20/	21/	15/	.....	.....	21/	21/	.....	20/
Eggs, in cases or barrels, 40 cb. ft.....	12/6	15/9	17/6	15/	15/9	12/6	.....	.....	15/9	17/6	.....	15/
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2,240 lbs, No Primage via Montreal.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

POSITION WANTED.

A YOUNG MAN, with four years' experience with a first-class wholesale grocery house, would like to have position on the road; an A1 grocery specialty preferred; territory, Maritime Provinces. Address, Box 46, CANADIAN GROCER, Montreal. [35]

FOR SALE.

Grocery and Liquor Business for Sale

GOLDEN LION GROCERY, Kingston, Ontario, the property of the late W. R. McRae. Established 1854. One of the finest businesses in Eastern Ontario. Apply to Cunningham & Lyon, Vendor's Solicitors, Kingston.

THREE small stocks will be sold separately or together. Wall paper, $1,300; clothing, $800; boots and shoes $1,500; at a rate on dollar or at lump sum. For particulars address J., CANADIAN GROCER. 24

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCY WANTED

LONDON agent, with great experience of the provision trade and thorough knowledge of the produce markets of the United Kingdom, is open to accept agency. Address, Fenwick, 3 Duke street, Tooley street, London, Eng.

TO THE TEA TRADE

A 2,000 LBS. TEA BLENDER — In first-class working order; a 24-inch roller, milling machine, adjustable for hand or power use; also four "Ideal" packing machines, almost new. All the above to be sold at a bargain. Write for prices and particulars. Box 115, CANADIAN GROCER, Toronto.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

371 Elgin Avenue, Winnipeg

NO INTENT TO DEFRAUD.

Arthur Smith, of Brockville, Ont., charged before Magistrate Comfort, of Woodstock, with obtaining money under false pretences, was acquitted on Friday last and that without any evidence being taken for the defence.

The reference to the matter last week was based on misinformation. It had nothing to do with the First National Co-operative Society. Mr. Smith was selling seed potatoes imported from England. A carload sent via New York went astray and some orders were necessarily delayed. One purchaser laid information without seeking an explanation.

The Co-operative Society was undertaken by Mr. Smith last year. In December 1,200 circulars were sent out and some newspaper advertising was done. On January 15 the barn containing Mr. Smith's stock was burned, entailing a loss of $7,000 without insurance. He could not proceed with the co-operative scheme and instructed the postmaster to return all mail matter. He states that 2,000 pieces of mail were returned.

NEW STYLE FOR OLD FIRM.

The wholesale grocery firm of James Turner & Co., of Hamilton, will soon assume the style of James Turner & Co., Limited. This is in consequence of the dissolution of the Canada Grocers, Limited, of which James Turner & Co. were a branch. The charter for the new company has been secured and as soon as the details of the dissolution are arranged the change will be made.

Mr. James Turner, who has been 40 years in the business, will be president and will have associated with him Alex. G. Osborne, Samuel Vila, Campbell S. Turner and John A. Turner. Mr. Turner, Sr., informed The Canadian Grocer that he would throw most of the responsibility on the young men who have been with the firm for years.

The Calgary branch of the firm, which for some time has been under the management of Mr. L. T. Mewburn, will be taken over by the latter and run under the style of L. T. Mewburn & Co., Limited. The stock in store at the Calgary branch will be taken over by the old firm, who will continue to cover the western field. The firm of L. T. Mewburn will not carry liquors.

R. M. STEPHENS RESIGNED.

W. B. Stringer, of W. B. Stringer & Co., Toronto, has advised The Grocer that R. M. Stephens, their representative in Montreal, has handed in his resignation and will have no further connection as their Montreal agent.

Write for samples and quotations. We furnish both cheerfully.

THE CODVILLE-GEORGESON CO., LTD.

WINNIPEG and BRANDON, MAN.

FOR OVER 20 YEARS

in the Commission Business in

WINNIPEG

If you are not represented in Winnipeg or Calgary, place your goods with a live and progressive Commission House. We sell exclusively to the wholesale trade in the West. Storage for all kinds of goods. Cars distributed.

NICHOLSON & BAIN

WINNIPEG and CALGARY

Wholesale Commission Merchants and Brokers. Est'd 1882

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Hot Weather

Means a heavy demand for our
MILD CURED

Hams
Breakfast Bacon
Skinned Backs

BOILED HAMS
HAM, CHICKEN and TONGUE SAUSAGE
BOLOGNA SAUSAGE
CANNED MEATS

QUALITY THE BEST

WRITE US FOR PRICE LISTS

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

COOKED HAMS

Not put up in cans but sent to you wrapped in parchment paper, for slicing on the counter. Very seasonable and very appetizing. Also showing you a good profit. Order to go by express.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

Yes, Sir!

CAR-FED HOGS

don't make first-class hams and bacon.

That's why we have our factory at Fergus and bring the hogs right in from the farm.

That's why we have our cold storage car service direct with Toronto warehouse.

That's why Hams and Bacon with our label on are **BEST.**

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

RETURNED

That's True!

MERCHANTS, NOTICE!

3 New Lines Added to Our List

CORONA KETTLE RENDERED LEAF LARD

50-lb. Parchment Lined Boxes	13¾c.
20 " Wood Pails	14
1 " Blocks, wrapped in Parchment, 50 lbs. in Box	14¼c.

CORONA PURE LARD

1-lb. Blocks, wrapped in Parchment, 50 lbs. in box	12¾c.

LARD COMPOUND

20-lb. Wood Pails	$1.90
50 " Tubs.	9¼c.
375 " Tierces	9⅛c.

Lard in 1-lb. Blocks shipped only by Express

The Montreal Packing Co.,
MONTREAL, P.Q. Limited
No Retail Stores. Send for Sample Orders.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN.

During last week the cheese market was very weak, and prices in Montreal declined a good deal below country cost, but at the close it was found that there was a demand in excess of the supplies, and while country markets showed a decline of ¼c. per pound from the previous week's prices the tone was very firm, and prices paid at country points were higher than what was generally expected.

It is generally believed that there is a big make of cheese at present. Our season this year is from two to three weeks late; prices are unusually high, and it is but fair to expect lower markets.

According to board of trade figures, our receipts last week were 74,475 boxes of cheese and 24,973 packages of butter, as compared with 77,305 boxes of cheese and 27,682 packages of butter for the corresponding week of last year. Since May 1 our receipts of cheese were 257,960 boxes, and of butter 86,772 packages, against 224,400 boxes of cheese and 92,714 packages of butter for the corresponding period of last year.

Unfortunately, these board of trade figures are notoriously incorrect, but we must assume that they are proportionately correct or, rather, incorrect. We find, therefore, that the receipts of cheese this year are about 33,500 boxes in excess of last year's receipts for the same period, and the receipts of butter are about 6,000 packages less than last year. This is largely due to cheese being the more profitable product of milk on account of prevailing market prices, but we must consider cheese an article of necessity and butter an article of luxury.

Prices of cheese are abnormally high for this season of the year. The reason, or reasons, for this is that Great Britain started the new season practically without any supplies, and the recently developed Chicago canned meat scandals have undoubtedly increased the consumption of cheese in the U. K.

There is no doubt, however, that the great canners of meats will do everything in their power to overthrow the present prejudice against their products and, as canned meats have really become an article of necessity and great convenience for many purposes, it is not thought probable that the present prejudice against them will be of long duration.

What the people want is a pure article of food. If the canners of meats can convince the public that their goods are wholesome they will regain their trade, meanwhile there is no question of the wholesomeness of cheese, and people will buy it in good faith as a pure article of food.

Regarding our exports of cheese and butter, we note that our last week's shipments were 66,413 boxes of cheese and 10,663 packages of butter, as compared with 70,347 boxes of cheese and 13,507 packages of butter for the corresponding week of last year, or a total since May 1 of 258,110 boxes of cheese and 31,857 packages of butter this year, against 230,860 boxes of cheese and 34,567 packages of butter for the corresponding period of last year.

As mentioned before, cheese at present prices is still the better paying product of milk, and our farmers will prefer to deliver their milk to cheese factories rather than to the creameries, although the by product of butter is useful for feeding their stock.

The pastures are now mostly in very good condition, and the cows are giving plenty of milk, but while the number of dairy cows has been increased in many sections, it is claimed that the yield of milk per cow is less this year than last year and, after all, we may look for only a normal production, although prices may be high and, from present outlook, there seems to be no chance of low prices for either cheese or butter this year.

OUR LONDON LETTER.

By Our Own Correspondent.

London, June 2, 1906.

Very little change has come over the position of the London produce markets and quotations remain without any noticeable alteration. The Whitsun holiday will interfere to a greater or less extent with transactions, and attempts were made, with but moderate success, to increase the volume of transactions before the vacation exodus to the various holiday resorts. All the great London railway companies are booking outward orders by the thousand, so it seems probable, in spite of doubtful weather, that the holiday crowd will be bigger than ever.

While the rainy weather is being regretted by the general public, farmers all over the country are highly gratified. It is exactly what they most require. It was almost necessary to save their crops. The atmosphere has, perhaps, been somewhat too cold, but the rains have been gentle, and already pastures are showing a considerable improvement.

Now that the Canadian butter and cheese season has opened, importers over here are looking forward to the first shipments before very long. It is with very mingled feelings, however, that the future is faced. But this much is quite certain; there exists universal confidence in the continued good quality of the new season's make, for importers are mindful of the last year's visit of Mr. Ruddick to this country and of the careful scrutiny of trade requirements he then made. Moreover, as has been said before in this column, the new buildings at the Surrey Commercial Docks, will prove of the very greatest assistance to Canadian exporters in their attempts to put their produce on this market in the best condition. Right here, all praise must be given to exporters for the improvement in last year's shipments. The number of complaints was noticeably smaller, and importers, although they made very little money in handling it, were the first to speak up on behalf of its good quality. There is room for improvement yet, however, and if both shippers and farmers have taken to heart the sound advice offered by the Canadian commercial agents on this side and noted the remarks for improvement, which have been gladly offered in this column from time to time, the coming season should prove a record one in the matter of quality. Last year was a record both in the matter of price and quality, and we understand over here that larger shipments will likely be the order of the day, although we understand that up to the present the flow of milk is not quite what it should be. Importers are hoping that the profits in the Canadian produce business may be somewhat more evenly distributed this year, and if, as may well be supposed, Canadian farmers spent a large percentage of their last year's gains in increasing their stock, it may be that the consequent increased supply of produce will bring a little more money to their pockets. It must be confessed that they have, up to the present, been working for the most part for the benefit of farmers. On the other hand, Canadians have the advantage of knowing that

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

O. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Annual sales many times larger than all other fly poisons combined

ADVERTISED

throughout Canada.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

warehouses are more or less bare on this side, and supplies of fresh produce will likely be small from Ireland and the continent. At any rate, they will be late.

With regard to the matter of all Canadian produce being shipped direct to London, the statement which appeared in the last London letter as a rumor must be taken with a grain of salt. It seems highly improbable at first sight, and no doubt before long further light of a more certain kind will be obtainable.

Stocks of cheese are low, supplies being only about 17,000 boxes in warehouse in London. These are not as fresh as might be.

PRODUCE MERCHANTS VISITING CANADA.

W. G. Whitehead, of Walter Lawrie & Co., Glasgow, Scotland, and Price Jones, of Marples, Jones & Co., Liverpool, England, are two gentlemen engaged in the produce trade in the Old Country who were in Montreal last week. A representative of The Grocer had the pleasure of seeing them at the Windsor. They are just concluding an extensive trip to the produce centres of Canada and the United States. Both gentlemen speak very enthusiastically of conditions in Canada.

AGENTS WANTED

We want the Calfskins, Hides, Sheep Pelts, Tallow Bones, etc., collected in your vicinity.

Can't you arrange to purchase these goods for us this spring? We will furnish the cash with which to buy; we will also furnish tags, advice sheets, taking off directions, cloth posters to enable you to advertise the business, etc., etc.

We pay highest cash prices and keep our customers thoroughly posted on the condition of the market and pay the freight.

To any one writing us and mentioning this paper, we will mail full particulars.—Address,

CARROLL S. PAGE, Hyde Park, Vt.

TO START BIG CHEESE FACTORY.

Three New Yorkers, representing substantial financial interests, were in Ontario last week looking for a suitable place to locate a cheese factory on a large scale similar to some already in operation in the New England States, where as many as 400 hands are employed in a single factory. This may portend a radical change in the dairy industry of Ontario.

To a Toronto man one of the party said:

"If we can get a suitable site and good transportation facilities, it is very probable that the industry will be established here. During a visit to this country recently one of the gentlemen now interested in the venture was impressed with the opportunities for the establishment of such an industry on a large scale. He was surprised that, so far as he could ascertain on inquiry, there was not a really up-to-date cheese-making factory on a large scale in the entire Province of Ontario. On returning to New York he immediately discussed the matter with some other capitalists, and the result is we are sent out to look over the ground."

CANADA FIRST FOR THEIRS.

London, Ont., grocers are not much troubled about the disclosures in connection with Chicago packing houses. They handle very little American meat, most of their canned goods being packed in Canada.

We can't sell all the Pork and Beans that are sold, but we do sell to buyers who want the best.

Have you ever taken the trouble to investigate the merits of

Clark's Pork and Beans in Chili Sauce

No trouble to prove their superiority. You may easily prove it yourself. TRY A TIN—that's all.

TRADE MARK

This design a guarantee of quality.

TOUGH FIBRE PAPER

FOR GROCERY WRAPPING

Strong, Stiff. *Will not Break or Crack.*

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

WE ARE JUST AS PROUD OF OUR

PORK

and

BEANS

AS ANY OF OUR CANNED MEATS.

Manitoba Canning Co.,

Grande Pointe, Manitoba. LIMITED

AGENTS:

Nicholson & Bain, WINNIPEG and CALGARY

Galloway & Parnell, VANCOUVER, B.C

EGG CASE FILLERS

HAND AND MACHINE MADE FOR

25, 30, 36 and 49 doz. egg cases with standard size egg spaces (1¾-in. sqr. x 2¼-in. deep)

Also

SPECIAL SIZE FILLERS

(Machine Made)

30 doz. Fillers egg spaces 1⅝-in. sqr. x 2-in. deep
" " " 1¾-in. " x 2⅜-in. deep
" " " 1¾-in. " x 2 7-16-in. deep

(Hand Made)

30 doz. Fillers egg spaces 1 13-16-in. sqr. x 2½ in. deep

The Miller Bros. Co., Limited

30-38 DOWD STREET

MONTREAL

Board Mill and Filler Factory at GLEN MILLER, ONT.

VALENCIA RAISINS

ARE GOOD PROPERTY

WE HAVE IN STOCK—

ARGUIMBAU, *F. O. S. and Selected*

TRENOR, *Selected*

PANOTZA, *Selected*

PALLARES, *Selected*

GET OUR PRICES AND SAMPLES

L. CHAPUT, FILS & CIE

Wholesale Grocers and Importers of Teas, Wines and Liquors MONTREAL

ESTABLISHED IN 1842

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—A few changes are noticeable in the quotations on pure lard this week. Fairly good business is being done in this line. Demand is not large in some quarters, but is better than usual in other sections, thus counterbalancing the effect of the first. American short cut is a little lower this week. Hams and bacon are moving along quite well. Very little export business is being done owing to the unfavorable state of the markets in the Old Country.

Lard, pure tierces	0 11½	0 12
" 56-lb. tubs	....	0 11¾
" 20-lb. pails, wood (10¼)	....	0 12
" cases, 10-lb. tins, 60 lbs. in case		0 12¼
" " 5-lb. "	....	0 12½
" " 3-lb. "	....	0 12¾
Lard, Boar's Head brand, tierces, per lb.	....	0 0⅝
" " ½-bbl., per lb.	....	0 09½
" " tubs	....	0 09½
Cases, 20 3-lb. tins, per lb.	....	0 09½
" 12 5-lb. tins "	....	0 09½
" 6 10-lb. tins "	....	0 09½
20-lb. wood pails, each	....	1 88
20-lb. tin pails, each	....	1 78
Wood net, tin gross weight—		
Canadian short cut mess pork	$22 50	$23 00
American short cut clear	21 50	22 00
American fat back	22 50	23 00
Breakfast bacon, per lb.	....	0 18
Hams	0 13½	0 15
Extra plate beef, per bbl.	12 00	13 00

BUTTER—Stocks are accumulating as a consequence of country prices being too high—above an export basis. There is no export demand at the figures now ruling. The market is steady locally.

Choicest creamery	0 21	0 21½
Medium creamery	0 20	0 20½
Western dairy	0 18	0 18½

CHEESE — The cheese market is steady this week. Prices have improved in the city a little over what was expected. Stocks are not by any means heavy, being shipped out pretty well as fast as they come in. Country stocks are not as large as might be expected.

Ontarios	0 11¾	0 11¾
Quebecs	0 11	0 11¼

EGGS—Since last week there has been practically no change in the egg market. Eggs are costing slightly more in the city, but the prices to the retailer are not affected materially, 17c. still being asked. The quality is not the best, although very good for this time of year. On account of the hot weather at present prevailing, dealers are forced to candle.

TORONTO.

PROVISIONS—Good demand with a firm and upward market tells the story of the week in the provision trade. Some dealers are asking 12 1-2c. for long clear, but last week's quotation maintains generally. The lowest price on breakfast bacon has moved up 1-2c. and backs are bringing a still higher price Mess pork also is firm at last week's top quotation. Lard is unchanged. Yearling lamb is down a cent and veal from 2c. to 2 1-2c.

Long clear bacon, per lb.	0 12	0 12½
Smoked breakfast bacon, per lb.	0 15½	0 16
Roll bacon, per lb.	0 12	0 12½
Small hams, per lb.	0 14½	0 15
Medium hams, per lb	0 14	0 14½
Large hams per lb.	....	0 13¾
Shoulder hams, per lb.	0 11½	0 12
Backs, per lb.	0 17	0 18
Heavy mess pork, per bbl	....	21 00
Short cut, per bbl	....	23 00
Lard, tierces, per lb.	....	0 11½
" tubs "	....	0 11¾
" pails "	....	0 12
" compounds, per lb.	....	0 09
Plate beef, per 200-lb. bbl.	12 00	12 50
Beef, hind quarters	8 00	9 25
" front quarters	5 25	6 00
" choice carcases	7 00	8 00
" common	5 50	6 50
Mutton	0 08	0 10
Yearling lamb	0 12	0 13
Veal	0 08	0 10
Hogs, street lots	10 00	10 50

CHEESE—After a weakening flurry last week the market has somewhat recovered its tone, but there is still no marked firmness to it. Dealers are selling cheese now they bought at higher prices. They would like, however, to see a further decline. Notwithstanding the price, there is an unusually good demand for local consumption. There is practically no old cheese on this market.

	Per lb.
Old cheese, large	0 14
" twins	0 14½
New cheese, large	0 11¾
" " twins	0 12

BUTTER—Last week's expectations of cheaper butter were not fulfilled. Instead, the price here has advanced. Receipts are large too, but the demand is heavy. It is claimed the high price of cheese is forcing an unusual proportion of the milk into that product. Some dealers still look for lower prices, but most of them are in doubt.

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 19	0 20½
Dairy prints, choice	0 18	0 19
" tubs, choice	0 17	0 18
Baker's butter	0 14	0 15

EGGS—Buyers are paying less for eggs in the country, but the price here is firmer if anything. This is because of the increased shrinkage owing to warm weather. As many as four dozen bad eggs have been taken from a case and the loss is shared by the farmer and consumer. Fresh eggs retailed in Toronto this week at 24c. Lower prices are looked for in the country, but that is not expected to lower the wholesale rate here.

Eggs (new laid)	0 16	0 18
" bakers'	....	0 15

NEW BRUNSWICK MARKETS.

PROVISIONS—Pork is higher, but there is very light sale. While beef shows little change, there is very limited business. Pure lard is again higher after a slight decline. Refined compound is firmly held at the advance; it is still well below pure. In smoked meats there is just limited business. Fresh meats are not active at this season. Beef is rather firmer, but mutton and veal are both easier. Lamb is still small and high. Pork is unchanged.

Mess pork, per bbl	$21 00	$22 00
Clear pork, "	20 00	23 00
Plate beef, "	13 50	15 00
Domestic beef, per lb	0 06	0 08
Western beef, "	0 08½	0 09
Mutton, "	0 06	0 08
Veal, "	0 07	0 09
Lamb, "	3 00	5 00
Pork, "	0 08	0 10
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 12½	0 13
" " pails, "	0 12¾	0 13½
Refined lard, tubs	0 09½	0 09¾
" " pails	0 09½	0 10

BUTTER—Sales are not active. Prices are rather lower. There is always a good sale for fancy stock.

Creamery butter	0 22	0 25
Best dairy butter	0 18	0 20
Good dairy tubs	0 17	0 18
Fair "	0 15	0 16

EGGS—Prices in St. John have been lower than perhaps at any other point. Demand but fair; stocks have been well cleaned up by the shipping of quite a quantity to Montreal. This is something new.

Eggs, strictly fresh	0 25	0 30
" fresh	0 16	0 17
" case stock	0 15	0 16

CHEESE—Stock still light. Prices keep high. Sale is for twins.

Cheese, per lb.	0 12½	0 14

HOG INDUSTRY IN ONTARIO.

Results of an Exhaustive Inquiry Prosecuted by the Department of Agriculture.

The Ontario Department of Agriculture has made an exhaustive inquiry regarding the present condition of the hog-raising industry throughout the province. The detailed results are contained in a bulletin and a summary also has been issued. It is as follows:

The following questions were sent to several thousand carefully selected correspondents, and from the replies received, a report is given in detail by counties, together with a summary for the province as a whole:

1. What breeds, grades or crosses of hogs appear to be most popular in your district?

2. Has there been any general tendency to change from one breed or type of hog to another during the last two or three years?

3. If there has been any change in the kind of hogs fed, please describe the nature of the change.

4. Are grade sires used in your district?

5. What is the general feeling among farmers in your section as to the hog production this year? Do they show a disposition to increase their output and to what extent?

6. About how many breeding sows were kept by the average farmer of your section in 1904? How many in 1905? How many this season?

7. What is the average number of pigs to reach weaning age in Spring litters this year? Has the percentage of loss been greater than usual?

8. How will the delivery of hogs between now and September 1 compare with that of 1904 and 1905?

9. What do you consider the average cost of production of bacon hogs fitted for market (a) Summer feeding; (b) Winter feeding?

Breeds.—The Yorkshire is the most popular breed. In 33 out of the 42 counties reporting it gets first choice, and in 7 others it is a tie with some other breed for first place. Berkshires come next in favor, followed by Tamworths

and Chester Whites in the order named. Duroc Jerseys and Poland Chinas receive but little mention outside of the Counties of Essex and Kent.

Crosses.—While many crosses are used, the most popular is that between the Yorkshire and the Berkshire. In the western portion of the province there is a tendency to use the Berkshire more than formerly in crossing, while in the eastern half the trend is more toward the use of the Yorkshire.

Sires.—Pure-bred sires are used almost entirely in twenty-five per cent. of the counties, while grade sires are used to a limited extent in about twenty per cent., and to a still greater extent in fifty-five per cent. of the counties, while in a few sections grade sires are still used almost entirely. The district taking in the north-western peninsula will be found to be freer from the use of grade sires than any other section of the province, although there are individual counties elsewhere from which reports are just as favorable. Grade sires appear to be in most use in the more eastern counties.

Production. — The general tendency throughout the province is to increase production slightly. In many of the eastern counties it has been the custom for farmers to depend upon breeders in their locality for their supply of young pigs for feeding, and it has been noted that the demand this Spring considerably exceeds the supply, the breeders who usually sell their pigs retaining them on account of the good prices for hogs. Considerable caution, however, is observed among many individual breeders and feeders not to go into the business too extensively, for fear that overproduction might bring prices down to an unprofitable point.

Breeding sows.—The number of breeding sows was decreased considerably in 1905 over 1904, while 1906 shows an increase in the number compared with both 1905 and 1904. Comparing 1906 with 1905, thirty-five counties report increases, while only two counties report decreases, and five counties no change in the number of sows. Reports indicate that the eastern part of the province is relatively increasing production much more rapidly than is being done in Western Ontario. In all parts of the province the demand for brood sows appears to exceed the supply.

Litters.—The percentage of loss of young pigs is greater than usual in a large proportion of the counties, which will have its effect upon the Fall deliveries. The average number of pigs in Spring litters reaching the weaning age is estimated at 7.61, as compared with a normal litter of 7.77 pigs at weaning time.

Cost of feeding.—The average cost of Summer feeding is placed at $4.51 per cwt., and of Winter feeding, $5.38 per cwt. In very few cases, however, do correspondents state definitely that the figures given are the result of actual experiments, but where these are reported it is almost invariably noticed that the cost of both Summer and Winter feeding is considerably below the figures already mentioned. A number of correspondents, especially in Western Ontario, state that with comfortable quarters and roots the cost of feeding is no greater in Winter than in Summer.

Hon. A. C. Rutherford, Premier of Alberta, while in Ottawa announced that seven new creameries would be established in Alberta this year, under provincial guidance.

Dr. Orr, manager of the Industrial Exhibition, has just closed negotiations with the Linde British Refrigerator Co. for the installation of an electric cold storage plant in the dairy building at the Exhibition grounds to replace the steam cold storage plant. The change will effect a saving of $260 a year, as only one man will be engaged instead of four.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL & CO., MONUMENT HOUSE, MONUMENT SQUARE LONDON, E.C.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

JAMES MARSHALL, Aberdeen, Scotland
Invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed. Western Union and Lieber's Codes. T. A. "Boyd."

GEO. RAMSAY WARD,
53 Limes Grove, Lewisham, England
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs.
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

NEW GLASSWARE

We have added a number of new patterns to our large assortment in Decorated Glass. Our new "Rose Blush" and "Rose and Gold" patterns are just what you want—good sellers and inexpensive. Write us for description and prices of the assorted packages. Mail orders are given careful attention.

Large assortment of Gold and Plain Glassware always in stock.

THE JOHN L. CASSIDY CO., LIMITED, MONTREAL

FLOUR AND CEREAL FOODS

Higher Prices for Grain in Sympathy with Chicago and Little Business Doing—Flour and Cereal Steady.

Grain markets in Canada have responded to the advance in Chicago, where the annual crop-killing has been in progress. A humorist who is also a broker remarked, "They have to do it while the crop is young and not able to defend itself." Supplies in Canada are ample and the prospects for the next crop are good. Flour prices are unchanged. There is good consumptive demand in Ontario and considerable export shipments are reported at Montreal. Oats are slightly advanced but cereal products are quoted as last week. Demand is fair.

WANT CANADIAN FLOUR.

Mail advice of May 18 from Gordon Grant, Trinidad, says: "There is a good demand for superfine flour at advanced rates in consequence of the higher prices cabled from New York, but bakers' and extra flour are moving slowly. Imports of Canadian flour continue on a restricted scale and dealers in consequence have to fill their requirements with American marks."

FOR BETTER SEED.

The first of a series of 72 seed and weed meetings throughout Canada, under the joint auspices of the seed branch of the Dominion Department of Agriculture and the farmers' institutes, was held near Hespeler, Ont., at the farm of C. W. Shaw, president of the local farmers' institute, and was attended by a large number of farmers, who not only listened with interest to the speakers, but took a lively part in the discussions.

Montreal grain men will urge the Government to go on with the proposed undertaking to build a two-million-bushel elevator at Port Colborne.

MONTREAL MARKETS.

FLOUR—Flour continues in good demand and the volume of trade passing is large in consequence. Export business is in keeping with the local transactions, orders being shipped to different parts of the globe being of good size. Five Roses is quoted at $4.90 per barrel. Considering the state of the wheat market at present, it is not unlikely that there will be an advance shortly.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	....	4 70
Glenora	....	4 20
Manitoba spring wheat patents	....	4 70
" strong bakers	....	4 20
Buckwheat flour	2 00	2 10
Five Roses	....	4 90

FEED—Practically no change has taken place in the feed market. Bran and shorts continue scarce. Offerings are few, and everything offered is at once taken up by eager buyers.

Ontario bran	18 00	18 50
Ontario shorts	20 00	21 00
Manitoba shorts	20 00	21 00
" bran	17 50	18 00
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed flour	1 22½	1 30

GRAIN—There has been an advance from one-half to three-quarters of a cent in oats since last quotations. Stocks are light and a good, strong demand prevails. The general tone of the grain market is firm, and all lines are in good demand. Offerings are light.

No. 4 barley, store	0 50½
Rejected barley, store	0 48½
No. 2 white oats "	0 43½
No. 3 white oats "	0 43
No. 4 white oats "	0 42
No. 3 yellow corn "	0 58½
No. 2 peas, basis 78 per cent. points	0 82

HAY—Locally, the hay market is a little easier this week. Stocks are coming in from the country, and the situation is relieved somewhat. Quotations remain unchanged. There is a general tendency towards lower prices in the United Kingdom. Latest reports received would indicate a good season for Canadian hay in the Old Country.

No. 1	10 00	
" 2	9 00	
Clover mixed	6 00	6 50
Clover, pure	5 00	5 50

ROLLED OATS—Rolled oats have advanced another ten cents a bag, and dealers are now asking $2.10 and $2.20. Continued upward movement in oats is held responsible for the advance in this product. Fair demand prevails.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	....	2 20
" 80-lb. bags	....	2 10
" bbls	4 55	4 70

TORONTO.

GRAIN—Prices are up here in sympathy with Chicago, but there is practically no business doing. Crop prospects in Canada are good and there is plenty of wheat to go round till the new crop comes in, so that conditions here do not justify the rise. Oats are higher.

(F.o.b. Georgian Bay elevator.)

Manitoba wheat, Northern No. 1	0 86½	0 87
" " " No. 2	0 82½	0 84½
" " " No. 3, nominal	....	0 81½
Red, " per bushel, 78 per cent. points	....	0 84
White, " " " "	....	0 83
Mixed, " " " "	....	0 83
Spring, " " " "	....	0 78
Goose, nominal " " "	....	0 75
Barley, No. 1, " " "	....	....
" No. 2, " " "	....	0 51
" No. 3x, " " "	....	0 48
" No. 3, " " "	....	0 46
Oats, white, " " "	....	0 38
" mixed, " " "	0 37	0 37½

FLOUR—There is a continued good consumptive demand for flour and prices are unchanged.

On track, Toronto.

Manitoba patents, No. 1, per bbl. in bags	4 50
" " No. 2, " " "	4 10
Strong bakers " "	3 90
Ontario patents, No. 1, " "	3 65
" " No. 2, " "	3 40
Straight roller " "	3 30

CEREALS—Last week's quotations stand. The millers report a fair demand for this season of the year. Package goods are most in demand and wheat products more than oats.

Oatmeal, standard and granulated, carlots, on track, per bbl.	nominal 4 75
Rolled wheat in boxes, 100 lbs.	" 2 25
" " 50 lbs.	" 1 25
Rolled oats, standard, carlots, per bbl., in bags	" 4 20
" " " " " in wood	" 4 45
" " " " for broken lots	" 4 50

CEREAL NOTES.

A beet sugar firm is said to be anxious to establish a plant at London, Ont.

"At the present time," says a bulletin recently issued by the Bureau of Chemistry of the United States Department of Agriculture, "there is probably no product on our market more free from adulteration than wheat flour."

Bates & Allen, Toronto, have broken ground for their new canning factory at London, Ont., to be known as the

WILLIAM GALBRAITH & SON
WHOLESALE GROCERS
Sole Agents in Montreal for
"CANADA'S PRIDE" CANNED GOODS
UNRIVALLED IN CANADA
WE SOLICIT A TRIAL ORDER.

You don't know, unless you sell it, how much more money you can make by selling

Japanese Starch

than any other laundry starch.

Learn full particulars by writing for sample pkge. and price.

American Pure Food Co.

MONTREAL

NEW PACKAGE

CANADA FLAKES

A 10c. size—"ENGLISH" Package

36/10s—$2.85 per case. Freight paid on five cases.

A special package made for our export trade in Great Britain, to sell at 6d. We have decided to place the same size on the Canadian market at the popular 10c. figure.

This 10-cent package is larger than any 15-cent size (excepting our own), of any similar food on the Canadian market.

Coupons in every package. Special premiums with the Standard and Jumbo size Canada Flakes.

Canada Flakes now sold in four sizes—

5c., 10c., 15c. and 25c.

THE

Peterborough Cereal Co. Limited

ROELOFSON & ROELOFSON, Ontario Agents

71 Jarvis Street, TORONTO

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

SALES— CHEESE —PROFITS

Automatic Cheese Cabinets

WILL INCREASE BOTH SALES AND PROFITS

The cheese is temptingly displayed under glass, is kept as clean and fresh as when first cut, and is at the same time preserved from the ravages of mice, dirt and tasters.

Its simple operation, by which the cheese comes out automatically with the opening of the door and returns into the cabinet when the door is closed, makes it most convenient.

PRICE

$7.50

F.O.B. Factory.

The Cabinet is a very handsome glass, polished hard wood display case; a most attractive fixture.

Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.

WRITE FOR ILLUSTRATED FOLDER.

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, CANADA

"Cheap Goods mean Cheap Quality"

Cheap Sauces mean the Same Thing

LEA & PERRINS' SAUCE

The Original and Genuine Worcestershire costs more because it is worth more. Enjoys 70 years popularity because no imitation has ever been made to equal it. Used by the Best People because it is the Best Sauce. Sold by the Best Grocers and Best Restaurants everywhere.

Avoid imitations, which after all are nothing but fruitless efforts to equal.

J. M. DOUGLAS & CO.

CANADIAN AGENTS

MONTREAL

ALF. T. TANGUAY & CO.

Flour, Grain and Provisions **Commission** **Quebec**

Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.
REFERENCE, HOCHELAGA BANK.

ROLLED OATS
SPLIT PEAS
POT BARLEY

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

Canning and Evaporating Co. The building will be of corrugated iron and Mr. Bates says the plant will have a capacity of 45,000 cans a day.

Jas. S. Giles has purchased the grocery and liquor stores formerly owned by the late J. G. Gibson, 525 Yonge street, Toronto. As soon as the present stock of groceries is sold, Mr. Giles will devote his time to the liquor business exclusively, and both the present stores will be utilized for the business.

BUSINESS NOTES.

The Canadian Oil Co. are erecting a new distributing warehouse at Ottawa.

S. J. Mathewson, of Mathewson's Sons, Montreal, left for Little Metis, Que., to enjoy the Summer sea breezes and salt air at his Summer residence during the next two months.

Mr. Terry, representing Jos. Campbell & Sons, soups, New Jersey, was in Montreal last week and in company with Mr. Hendry, of Rose & Laflamme, agents for these soups, made several calls upon the trade.

Richard Roberts, late of Garden River, Ont., has purchased the business of A. G. Smith & Co., wholesale jobbers in fruit and provisions, Port Arthur. Mr. Roberts will go largely into the commission business at his new location. He sold his stock in Garden River and the building there is being used as office and warehouse by Burton Bros.

"Thamesville canning factory," says Camden, Kent County, correspondent in the latest crop bulletin of the Ontario Department of Agriculture, "is being well supplied with acreage of corn and tomatoes this year, 1905 having been a good year for the producer and manufacturer, which has given an impetus to the industry."

A successful retail grocer once said: "I always make it a practice to walk past my store on the opposite side once in a while. In doing so I try to put myself in the position of the casual passer-by, in order to note what attracts."—Maritime Merchant.

The **McLEOD MILLING CO.**, Limited
Stratford, - ntario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers

FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

BISCUIT COMPANY GROWING.

The accompanying ilustration shows the Mooney Biscuit & Candy Co's factory in Stratford, as it will appear when the large addition now under construction is completed. The building will then extend from Falstaff to Milton streets, 260 feet, and be 70 feet in depth. The addition will conform in height with the present building, and be five storeys, including basement, and will give a floor space of between 150,000 and 200,000 square feet.

This is the third extension the company has been compelled by increasing business to make since its establishment in 1903. This last extension will double the working capacity and make the factory one of the most up-to-date in the confectionery and biscuit line in Canada. The growth of the company's business is largely attributed to the excellence of its product.

seven jewelry stores, four clubs, a curling rink, a skating rink, a boys' college, a girls' college, a business college, a commercial travelers' association with 96 members, nine schools.

NEW FACTORY FOR OIL TANKS.

S. F. Bowser & Co., the only manufacturers of self-measuring oil outfits in Canada, whose factory is now located at 530 Front street west, Toronto, have just awarded contracts for the erection of a very fine office and factory building on Fraser street, one block south of King street west. It will be a two-storey and basement brick building, 50 by 125 feet. The office and machine shop will be on the first floor and the finishing department on the second floor. The motive power will be electricity with individual motors for the various machines. Factory and office will be steam-heated.

In connection with a large and well line of adjustable measure cabinets for lubricating oils has assumed large proportions within the last few years.

GROCERS SELL PATENT MEDICINE.

Before the Parliamentary Committee on Deleterious Medicines sitting in Ottawa last week, R. W. Williams, of Three Rivers, Que., druggist, affirmed that the patent medicine business had gone to grocers in recent years. He thought patent medicines had a legitimate place in trade. Generally they gave good results, he said.

J. E. Tremble, president of the Pharmaceutical Society of Quebec, stated that he did not think more than 5 per cent. of the druggists in Canada would dispense injurious drugs. He combatted the evidence of Dr. Dube, of Montreal, who said druggists were too eager to get cheap goods regardless of their quality.

Mr. Tremble was of the opinion that

RETURNED
JUL 23
To Current Book
Page 10

THE MOONEY BISCUIT & CANDY Co LIMITED.
THE MOONEY BISCUIT & CANDY Co LIMITED
THE MOONEY BISCUITS
CANDY Co LIMITED
THE MOONEY BISCUITS CANDY Co LIMITED

Enlarged Factory of The Mooney Biscuit and Candy Co., Limited, Stratford.

WHEAT, STEERS, OPPORTUNITIES, CLIMATE.

The Calgary Board of Trade is a live one and it would have to be to keep up with the city. The board has issued a brochure entitled, "The Famous Calgary District, of Central Alberta, Canada—The Land of Golden Wheat, Fat Steers, Industrial Opportunities and Unrivalled Climate." If anyone wants one he can have it by addressing a request to the secretary.

Calgary's population, according to the brochure, is 17,500 and the assessment went up from $1,994,300 in 1896 to $3,221,000 in 1902 and jumped to $7,817,400 this year. And see what they have out there: Eleven churches, twelve banks, clearing house, seven newspapers and reviews, two theatres, five bookstores, twenty-one hotels, eight shoe stores, eight dry goods stores, thirty-eight grocer shops, seven drug stores,

appointed office there will be a display room. The building will have a plate glass front, affording plenty of light. This location is superb for factory purposes. It is right across from the ball park, is in full view of King street and has railway accommodation.

This move has been rendered necessary because of the inability of S. F. Bowser & Co. to anywhere nearly take care of their business in the old location. One reason for the increase of business is probably found in the fact that the insurance regulations in regard to the storage of oils of different kinds are becoming more rigid and it devolves upon the users of oils to provide storage which the insurance companies will recognize as being safe under all conditions. This applies not only to the grocers and automobile owners, but to the manufacturers as well, and that branch of the Bowser business which covers a

the soothing syrups contained opium and morphine. He would not give them to his own children. He considered that no medicine should be handled if it contained an impure ingredient, even though the impurities were not injurious.

FIGHTING THE STAMPS.

The members of the Merchants' Anti-Trading Stamp Association of Philadelphia, which was recently organized for the sole purpose of fighting trading stamps, have begun a campaign to educate the consumer into a realization of the fact that the stamp scheme is a snare and a delusion. During the past week tens of thousands of circulars have been delivered to householders all over the city, setting forth the fallacy of the trading stamp from the consumers' viewpoint.

Strawberries
Pine Apples
Navel Oranges
Medit. Sweets
New Potatoes
Bananas
Lemons, etc.

In fact our stock is complete in all lines. Send in your orders. We guarantee satisfaction.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St. TORONTO, CANADA

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

FRUIT, FISH AND VEGETABLES

Ontario Strawberry Season has Begun — Vegetables Arriving More Freely— Notes of News.

This week marks the opening of the berry season in Ontario this year. Next week the crop will be moving in car lots. There is still a heavy demand for pineapples, but with the advent of the Canadian strawberry at reasonable prices consumption will change to the smaller fruit. The season will soon be too far advanced for shipping pines, anyway. As it is they have now all to be repacked. Oranges are advancing rapidly and so are lemons. The banana trust keep their prices steady. California peaches, plums and apricots will be received in the east this week.

Vegetables are moving more freely and a fine line of tomatoes are arriving from Texas. They are put up in four-basket crates. All vegetable prices are moving lower except for old potatoes. The $1.25 point for Delawares foretold weeks ago in The Grocer has been reached.

FRUIT SALE IN MONTREAL.

On June 11 at a fruit sale in Montreal three cars of pineapples sold at prices ranging from $2.40 to $2.75. Some of the stock was slightly under quality.

PROSPECTS.

The latest crop report of the Ontario Department of Agriculture contains the following:

Camden, Kent: I can notice no bad effects from the Winter except on the peach crop, which appears to be totally destroyed in this vicinity owing to a few warm days in February, when the buds made too much growth for the season of the year, and were destroyed by the frosts following—although these frosts were not so low as in previous years when the fruit came on all right.

Stamford, Welland: There was reason to think that when the weather was so mild and warm in January that the fruit would be injured, especially the peaches. But they came through all right, and the buds are in excellent condition.

Vaughan, York: Fruit trees have stood the Winter well, and I think the prospect at present is that fruit will be as plentiful as usual, if not more so.

Sidney, Hastings: Fruit-raising is on the increase in the Bay of Quinte district.

Saltfleet, Wentworth: Some vineyards in this section have not missed a crop of grapes in forty years, and the prospects for a good crop were never better than they are this year.

MONTREAL MARKETS.

GREEN FRUITS—Very good business is passing in green fruits. Orders being received are of good size, as a rule. Quotations on oranges (Messina) show an advance this week. It is expected that all lines will advance shortly. Pineapples are expected to be sold at lower prices next week. Fifty thousand crates of pineapples were sold in New York the beginning of the week at reduced prices, and this will, it is thought, have an effect on the Canadian market to the extent of lowering prices. Egyptian onions are slow at prices quoted.

Messina blood oranges, half box	....	2 50
Late Valencia oranges, per box	....	5 50
Dates, per lb	....	0 04½
Bananas	1 75	2 25
Cocoanuts, per bag of 100	....	3 40
Pineapples	2 75	3 60
Apples	....	6 00
Lemons, per box	3 25	4 25
Jamaica oranges, per bbl	....	5 50
Egyptian onions, per 11-lb. bag	....	1 75
New strawberries, per small basket	0 16	0 18

VEGETABLES—In vegetables there has been a downward tendency in prices and as a consequence many lines have declined to very low prices. Probably the increased arrivals of green vegetables have something to do with the falling prices. Very good business is being transacted in the different lines offered. Cucumbers are moving freely at 50c. to 75c. a dozen, or $2 a basket. Lettuce is selling very well at lower prices than were quoted last week. New potatoes are down fifty cents a barrel and fair trade is passing in them. New beets and new turnips are still high, $1.50 per dozen being asked. At this figure some trade is done by those catering to the high class of customers, but lower prices must rule before a good trade with the general public can be worked in these lines.

Potatoes, per bag	0 95	1 00
Parsley, per doz. bunches	0 35	0 40
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	0 75
Southern cabbage, bbl. crates	....	2 00
Tomatoes, Florida	3 50	4 50
Red onions, brl	....	3 00
Turnips, bag	....	0 75
New turnips, per doz	....	1 50
Water cress, per doz	....	0 75
Leaf lettuce, per box, 4 doz	1 25	1 60
" per doz	0 30	0 40
Boston lettuce, per doz	0 50	0 75
Spinach, per bbl	....	2 00
Cucumbers, per doz	0 50	0 75
" per basket	....	2 00
New potatoes, per bbl	....	6 50
Mushrooms, per lb	....	0 80
Carrots, per bag	....	1 25
New beets per doz	....	1 50
New carrots, per doz	....	0 50
Wax beans, per basket	....	2 00
Green beans, per basket	....	2 00
Canadian asparagus per doz	....	3 50

FISH—In consequence of the increased arrivals of Gaspe salmon, prices this week are a little lower. The salmon season is now at its height, while the prices ruling are about the lowest to be expected during the season. Quotations on British Columbia salmon, which is also on the market in good quantities, are very low. Halibut is selling quite freely. One Montreal firm received this week a car of fresh halibut direct by express from the Pacific coast. These fish arrived in Montreal in first-class condition, having been shipped fresh from the water. Coming by express they only took four and a half days to make the trip. Fresh mackerel continue plentiful and prices are very much lower than they have been for a long time.

Sea fish, haddock and cod, are also in good supply. Lake fish, including trout, whitefish, pickerel, or dore, as well as pike, are all in good supply. Brook trout, however, are not so plentiful, and dealers often find it difficult to fill orders.

Fresh haddock, express, per lb		0 04
Fresh steak cod " "		0 05
" halibut " "		0 8
" grass pike " "		0 05½
Lake trout " "		0 08
Whitefish " "		0 08½
Weakfish " "		0 09
B. C. Salmon " "		0 11
Brook trout " "		0 21
Dore, per lb. " "		0 08½
Gaspe salmon " "		0 13
Fresh mackerel " "		0 07
Medium boiled lobsters. "		0 14
Fresh frozen fish—		
B.C. salmon, per lb		0 08
Herring, large, per 100 fish		2 00
Smoked fish—		
New haddocks, 15-lb. boxes, per lb		0 07
New kippers, large, per box		1 00
St. John bloaters, 100 in box, per box		1 00
Smoked herring, in small boxes, per box		0 13
" salmon, per lb		0 20
Oysters and Lobsters—		
Standards per imp gal		1 50
Oyster pails, pints, per 100		0 90
" " quarts, "		1 25
Prepared fish—		
Boneless cod, favorite, 1 and 2-lb. bricks		0 06
" fish, 1 and 2-lb. bricks, per lb		0 05
" fish, 25-lb. boxes, per lb		0 04
Skinless cod, 100-lb. cases, per case		5 00
Scotch cured herring, 25 lb. kits		1 00
Salt and pickled fish—		
No. 1 Labrador herring, per half-bbl		3 50
" " per pail		0 80
" " salmon—		
" " in bbls		12 50
" " in ½ bbls		7 50
" B.C. salmon, bbls		12 00
" " half bbl		7 00
" mackerel, per pail		1 75
" large green cod, per lb		0 04
" medium, " "		0 03
" small, " "		0 02½

ONTARIO MARKETS.

GREEN FRUITS—Canadian berries began to arrive this week and large shipments are expected next. The quality is fair but will improve. The importing season is practically over. Prices from now on will be a matter of daily, even hourly, revision. Oranges are advancing rapidly in price, and $6 is mentioned for next week.. Lemons, too, are higher. The season for pines is nearly over, but prices this week are a little lower. The first car of California fruits, peaches, plums, apricots and cherries, is expected in a few days. The first car of Florida watermelons arrived this week.

Oranges, California navels, 96's to 216's	4 25	5 25
" Jamaica, per bbl		6 50
" late Valencias, 90's, 112's, 288's	5 25	5 50
" " 126's 150's, 176's, 200's, 216's, 2 0's	5 50	6 00
" Mediterranean sweets, 96's to 250's	4 25	4 75
Lemons, Messina, 300's 360's, per box	3 25	4 00
Limes, per crate		1 25
Apples, Spies XXX, per bbl	5 00	5 50
" XX, per bbl		4 00
" Baldwins XXX, per bbl		4 50
" " XX per bbl		3 75
" other Winter varieties, XXX, per bbl		4 00
" " XX, per bbl	3 00	3 50
" farmers', per bbl	2 00	3 00
Bananas, per bunch	1 20	2 50
Red bananas per bunch	2 20	2 25
Strawberries per quart box	0 10	0 16
Pineapples, Cubans 18's, 24's, 30's, 36's, per case		3 00
" Floridas, 18's to 36's	3 35	3 50
Cherries, California white heart, 24-lb. box	2 50	3 00

VEGETABLES—Most of the quotations are changed this week and generally speaking prices are on a lower level. Vegetables are arriving now more freely. Florida tomatoes are about done and the Texas crop is in and is very fine stock. Old potatoes are higher. Delawares are bringing as high as $1.25. Cauliflowers and turnips are new arrivals. Canadian beets are arriving.

Potatoes, kiln dried sweet, bushel hamper		2 00
" Delaware, per bag	1 15	1 25
" Silver Dollar, per bag	1 00	1 10
" Ontario, per bag	1 00	1 15
New potatoes, Bermuda, per bbl	5 00	6 00

Important Announcement

The California Deciduous Fruit Season opens in 10 days' time and we beg to announce that we will again represent exclusively the

California Fruit Distributors

for the Marketing of their Fruits on the Ontario Markets. This company controls almost the entire California crop and prospects were never brighter for a large season's business.

Our first car will consist of { Peaches, Plums, Apricots, Cherries

Your orders solicited. Further announcements later.

WHITE & CO., LIMITED
TORONTO

Branch at HAMILTON

"ST. NICHOLAS" "WINS IN A WALK"

SOUND SENSE SAYS—Handle Tracuzzi's pack of Verdilli Lemons and ½-Boxes Oval Oranges—it's the only SUITABLE, SUBSTANTIAL, SATISFACTORY SUMMER PACK.

W. B. STRINGER & CO., - Toronto and Montreal

THE BEST PINEAPPLES, - - - - - - FLORIDAS
THE BEST SUMMER LEMONS, - - - - - SORRENTOS

Full line of all Foreign and Domesic Fruits always in stock.

THE F. T. JAMES COMPANY, Limited
76 Colborne St. 33 Church St. ***TORONTO*** *Wire, Phone, or Mail your Orders*

LEMONS. We have lots.

PINEAPPLES. Supplies will be lighter this week but we can fill your orders.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

PINEAPPLES

In Beautiful Condition. **18s, 24s, 30s, 36s and 42s.**

HUGH WALKER & SON

ESTABLISHED 1861 **GUELPH, ONT.**

DRIED FRUIT,

I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jos. Carman
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS,
4 Cullum St., E.C., LONDON, ENG.

Truth is Mighty - Scarce In the Jam Business

You would think so if you could get a pair of eagle eyes on all the bottled turnip pulp, hayseeds, glucose, etc., which if you please is labelled jam—and actually sold for eating purposes.

Some of this "poison" is perhaps in your store and of course it will soon "kill" your trade.

The Star of the East in the Jam business is E.D.S.—"sign of purity." Let your orders follow this "gleam" and all will be well with your trade.

My agents are W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

Onions, Egyptian, per sack 100-115 lbs		2 00
" Texas Bermuda, 50-lb. crates		1 50
" Bermuda, 50 lb crates		1 25
" green, per doz. bunches		0 12½
Cabbage, new South Carolina per crate	2 00	2 50
Wax and green beans, per bush hamper	1 75	2 50
Green peas		1 75
Beets, new, per doz. bunches	0 40	0 50
Carrots, new, 5 to 6 doz. in box	2 25	2 50
Lettuce, per doz. bunches	0 25	0 30
Radish, per doz	0 20	0 25
Cucumbers per doz	1 25	1 50
" per hamper, 5 to 8 doz.	1 75	2 50
Mushrooms, 1-lb. boxes, per lb		0 80
Asparagus, per doz. bunches	0 75	1 00
Beans, white, prime, bush		1 75
" " hand-picked, bush		1 80
" Lima, per lb		0 07
Tomatoes, Floridas, 6 basket crates	3 50	3 75
" Texas, 4 basket crates	2 00	2 50
Rhubarb, 1 doz. bndls	0 20	0 25
Spinach bush	0 25	0 40
Artichokes, per bag	0 60	0 65
Parsnips, "		0 75
Watercress, per doz. bunches		0 25
Egg plant, per doz		1 55
Peppers, green, per small basket	0 75	0 85
Parsley, per doz	0 20	0 25
Turnips, per bag		0 75
" new per doz		0 35
Mint, per doz	0 15	0 20
Cauliflower, per doz		1 50

FISH—Supplies this week have been satisfactory and there is a lower tendency in prices, lobsters, shrimps and mackerel having moved down. The demand has been good. Eastern salmon are now on sale here at about 20c.

Fresh halibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb	0 09	0 10
Salmon trout, per lb	0 08	0 09
Finnan haddies		0 08
Ciscoes, per basket		1 25
Perch, per lb	0 05	0 06
Herring, large, per lb		0 08
" medium per lb		0 04
Brook trout, per lb		0 25
Pike, per lb	0 05	0 06
Blue fish, per lb		0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb		0 20

White & Co. expect their first car of Florida watermelons to arrive this Saturday.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.

Highest References. *Correspondence Solicited.*

214 PRINCESS STREET, - - WINNIPEG

SCOTT, BATHGATE CO., BROKERS AND COMMISSION MERCHANTS

COR. NOTRE DAME EAST AND VICTORIA STS.
WINNIPEG, CANADA

Storage and Warehousing a specialty. First-class facilities in a fully modern brick warehouse, centrally located on the railway track.

G. B. THOMPSON

Wholesale Broker and Commission Merchant

159 Portage Avenue East, - WINNIPEG, MAN.

Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

Manufacturers' Agents—Continued

OWEN SOUND.

JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.

Uinon Bank Block, Rooms 722 and 723
Winnipeg, Man.

Open for good Agencies. Correspondence Solicited

STUART WATSON

Manufacturers' Agent and Wholesale Commission Broker.

Winnipeg, - Man.

Highest References. Correspondence Solicited.

J. K. McLAUCHLAN

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound, - Canada

JOHN A. CHEYNE

Wholesale Commission Broker and Manufacturers' Agent

Correspondence Solicited.

41 Bannatyne Ave., Winnipeg, Man.

Winnipeg Storage

We make a specialty of storing and distributing car lots for

Eastern Shippers

Negotiable receipts issued
Low Insurance Rates reasonable

R. B. WISEMAN & CO.
WINNIPEG

Warehousemen and Distributing Agents.
Best of references.

J. P. THOMAS

COMMISSION MERCHANT

25 St. Peter Street
QUEBEC

W. A. TAYLOR

BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

NEW PACK NEW PACK NEW PACK

OF THE FAMOUS

Brunswick Brand SARDINES

Now is the time to send your order for—

- ¼ Oils, Sanitary Can, 100 tins to case
- ¼ Oils, Handmade Can, 100 "
- ¼ Mustard, 100 tins to case
- ¼ Tomato, 100 "
- ¾ Mustard, 50 "

TO

Connors Bros., Limited

Black's Harbour, N. B.

Season 1906

HORSE SHOE SALMON

Now in Store

TRADE MARK REGISTERED

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces

---

We are Offering

Mirimichi Fresh Salmon

at Twelve cents per pound

Write or wire us your order. All orders filled the same day as received.

W. S. LOGGIE CO., Ltd. - CHATHAM, N.B.

Ho, for the Leader!

Have you taken your hat off o

TOBLER'S SWISS MILK CHOCOLATE

It is sold wherever there is a civilized commun ty.

It is loved wherever there is a human palate.

Tobler & Co. have a reputation as high as the clouds in goodness and as old as the hills in fame.

That reputation was won through setting a standard at the beginning and following it every day.

33°/₀ to 78°/₀ profit per case await you.

Maclure & Langley
AGENTS Limited

152-154 Pearl St., - TORONTO
30 Hospital St., . MONTREAL

THE SUMMER SEASON
brings
A DEMAND FOR THE BEST
IN YOUR STORE

STEWART'S
Chocolates and Confections ARE THE BEST

PURE Materials.
Absolute Cleanliness.
Perfect finish.

New and beautiful packages for the Summer trade.

PRICES RIGHT

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S: No better Chocolate

You don't require all the brands of chocolates on the market to satisfy your customers.

MOTT'S

"DIAMOND" and
"ELITE" brands of

Chocolate

are always the most satisfactory,—the one for cooking and baking, the other for eating.

ALL JOBBERS.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL — R. S. McINDOE, TORONTO — JOS. R. HUXLEY, WINNIPEG

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

Candy Consuming Season is Starting—Candy Making in Bigger Hands.

THOS. McCORMICK DEAD.

Prominent Manufacturer Succumbs on His Way Home.

Thos. McCormick, president and founder of the McCormick Manufacturing Co., London, Ont., died last week on his way home from California, where he spent the Winter in search of health. He was accompanied by a nurse and the end came suddenly the other side of Kansas City. The body was removed from the train for embalming upon arrival at that city.

Deceased was born in Dungannon, County Tyrone, Ireland, July 1, 1830. When 19 years of age he came to America and settled in Buffalo. Later he came to London, worked as grocery clerk a few years, when he returned to Buffalo and married Miss Catherine Armstrong, who predeceased him six years. In 1858 he went into business for himself in an old building on the site of the present large factory. This was the beginning of the McCormick Manufacturing Company. He prospered in the confectionery and candy business, and became one of London's richest and most prominent citizens. He served in the city council and on the hospital trust for several years, and gave largely to charity. He built the McCormick Home for Aged People in London, and at the time of his death he was building a cottage for poor consumptives at Gravenhurst, Ont. It is said he intended to visit this cottage upon his return to London. Mr. McCormick was a lifelong Methodist, and in politics a Conservative. He is survived by four sons and one daughter.

CANDY EATERS' TIME.

December and November are the two big candy consuming months, but next come the hot Summer months. Picnics and outings and holidays seem to make people candy-hungry, give them time to think of their sweet tooth.

COCOA WILL BE HIGHER.

The Port of Spain, Trinidad, Commercial Review (Gordon Grant & Co.), under date of May 18, says of cocoa:

The damage to the cultivation consequent on the severe drought experienced since the beginning of the year is proving even more serious than expected, and although recent rains will remedy some of the injury it is now generally realized that even under most favorable atmospheric conditions no important deliveries will be forthcoming until the last quarter of the year. In this position a substantial advance in prices in consuming centres is confidently expected and meantime current quotations for the little lots offering have advanced to $11.50 to $11.75 for ordinary to good red grades and $12 to $12.25 for Estates produce.

BEET SUGAR FACTORY FOR LONDON.

The Keystone Sugar Co. are negotiating with the manufacturers' committee of London Board of Trade with a view to establishing a factory there. Should the company locate in London they will build a plant to cost about $200,000, to aid which they ask a loan of $75,000. This is the same proposition that was turned down in Chatham a short time ago by forty votes. Supporters claim the by-law was defeated on account of the circulation of erroneous rumors.

MORE SUGAR BEETS.

The raising of sugar beets in Ontario is on the increase. The experimental stage is passing and although there have been many setbacks in this industry, it is making progress. The Ontario Sugar Co., of Berlin, have 2,199 growers on their list for 1906, whose contracts call for the cultivation of over 5,000 acres. Last year they contracted for 4,176 acres. The Wallaceburg Sugar Co. have contracted for about 7,000 acres, and the Mt. Clemens sugar factory is also taking a lot of Canadian beets. The Wingham district has 768 acres under cultivation, owned by 365 farmers. The yield last year was 1.6 tons per acre greater than in the previous year.

TRINIDAD COCOA.

The exports of cocoa from Trinidad between October 1 and May 18 have decreased from 162,332 sacks in 1902-3, to 146,465 sacks in 1905-6. A more curious feature of the business is that while the quantity sent to England decreased steadily from 60,000 bags to 21,000 bags, the exports to France increased from 38,000 to 52,000 bags and to America ing for the sockeye run.

A VALUABLE BOY.

The employer was bending over a table looking at the dictionary. The new office boy slipped up quietly and poked a note into his hand. The surprised employer opened it and read:

"Honored Sir—Yer pants is ripped."

The teacher had been telling the class about the rhinoceros family.

"Now, name some things," said she, "that it is very dangerous to get near to and that have horns."

"Motor cars!" replied little Willie Jones, promptly.

"Haste Breeds Delay"

Biscuits that come out of the oven too quickly usually fill in the time on the grocer's shelves.

And biscuits left in the oven the right time, but put in the tins at the wrong time, are no better.

In each case so much of the possible excellence is subtracted.

Avoid both these pitfalls.

Our bakers and our packers know their business.

Perfection Cream Sodas

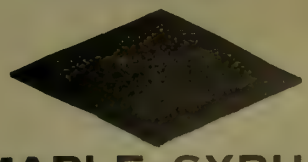
are baked and packed on an unerring system.

The regular sales are proof of this fact.

The good don't die young in the biscuit business.

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

DIAMOND
Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

Pepsin

is essential to high-class Mince Meat.

In

NICHOLSON'S MINCE MEAT

there is the proper proportion of Pepsin. If you taste "Nicholson's" yourself you will notice how this "proper proportion" conduces to a delicious flavor.

Keep up your supply of

N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B. PUDDINE
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK, 9 Jarvis St, Toronto, Ont.

Lowney's Cocoa does not contain ground cocoa shells, flour, starch, alkalies, dyes or other adulterations.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

"Veda" Oatmeal Biscuits

are the best oatmeal biscuits made. This isn't simply our own opinion, it's the verdict of thousands of regular consumers in many parts of the world.

These highly nutritious, palatable, and remarkably digestible biscuits have an entirely unique and delicious flavour, peculiar to themselves, which will, undoubtedly, be much appreciated by everyone. They are made from the celebrated "VEDA" Oat Food, which is prepared entirely from the finest oats, by a special process, which, while conserving and improving the whole food value of oatmeal, converts the high percentage of insoluble carbohydrates in the oats into soluble food material, resulting in an article sixteen times more digestible than ordinary oatmeal. "VEDA" is so highly digestible that its use often cures indigestion, greatly improves the general health, and increases the vigour of mind and body. Containing, as it does, the whole, admittedly high, nutritive qualities of the finest Oatmeal in so highly digestible a form, "VEDA" becomes quickly assimilated into the blood, which it enriches, and builds up brain, bone and muscle.

We have the exclusive rights of biscuit making from the proprietors of "VEDA" Oatmeal.

W. & R. JACOB & CO., Limited

DUBLIN, IRELAND

Canadian Agents:

Kenneth H. Munro
324 Coristine Bld. Montre

C. & J. Jones Bros.,
424-425 Union Bank Bld., Winnipeg

Wilson Bros.
Wharf St. Victoria, B.C.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

Quality Costs Money But It Holds Trade.

In other words

SHIRRIFF'S FLAVORING ESSENCES

cannot be produced without liberal expenditure, but we are willing to "expend" in order to get the best custom and retain it.

MANUFACTURED BY

IMPERIAL EXTRACT CO.
TORONTO

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO. TORONTO, CAN.

Sixty Years of Popularity

COX'S CELATINE should be used in every Canadian household, because:

(1). It is STRONG.
(2). It is CLEAR.
(3). It is PURE.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

QUALITY ! QUALITY !

That is

UPTON'S

first consideration in the manufacture of his

Jams, Jellies and Orange Marmalade

Good goods always command a fair price.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

SPRAGUE CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

An Auto? No!
Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

EAGLE BRAND

Has No Equal in Condensed Milk

THE STANDARD OF QUALITY

IN

EVAPORATED CREAM

AND

CONDENSED MILK

Prepared by **Borden's Condensed Milk Co., New York**

FACTORY: INGERSOLL, ONT.
Originators of Condensed Milk and "LEADERS OF QUALITY."

PEERLESS BRAND

Unsweetened
Has No Equal in Evaporated Cream

It Doesn't Pay Us to Ship a "500" Assortment, but We'll do it for You, if You Will Take Advantage of The Offer Now

Our usual grocery assortment is 1,000, but we realize that some of you grocers who have never sold cigars shy at "four figure" orders. You don't want to try 1,000 cigars, but you would consider a "500" offer.

And we have come along with the offer—in time for summer trade, too.

In the assortment there will be a quantity of **PEBBLE** and **PHARAOH** Cigars, which, as you know, are being advertised throughout the Dominion.

With the shipment goes the famous Payne Proposition, to take back, at the end of three months, at invoice price, all of your stock unsold.

IMAGINE A GROCER LETTING AN OFFER LIKE THIS GO BY.

J. BRUCE PAYNE, Limited, Mnfrs.

GRANBY, QUEBEC, CANADA

When He Comes in with the Wife's Grocery Order, pop the "T. & B." Question

While this fellow smokes a cigar occasionally,
he enjoys a good pipe of

T. & B.

He might forget to buy his package from you, **but you should never forget to ask him to BUY it from you.** You can save him an extra trip to the cigar store, you can give him quicker service, you can sell him the same **T. & B.** that is sold elsewhere, and quote the same price.

The "I'll get him," is father to the order.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

TOBACCO AND CIGARS

Production Increasing in Essex and Kent—Notes of Interest for Sellers of the Weed.

DICE AND CIGARS IN THE WEST.

The important part played by the dice box in the retail cigar trade of the far west must seem strange to the eastern dealer. The Seattle Retail Grocers' Association, for instance, has adopted the following schedule for the regulation of this method of trading: 25 cents for 25 shakes. The player gets one cigar for a throw of 15 or less; 23 to 25 brings him two cigars; 26 to 28 four cigars; 29 to 30, eight; and 31 or more, 16 cigars. In San Francisco various schedules for the regulation of trading by slot machines and dice box have been devised at times by the local cigar retailers' organization, but they do not seem to have been very effective, owing to the competition of the various schemes employed by the United Cigar Stores Company. It seems a pity that such methods should be necessary in a legitimate industry, but according to the unanimous testimony of dealers on the coast, attempts on the part of the municipal authorities to put a stop to the practice have been followed by disastrous consequences to the trade.—U. S. Tobacco Journal.

BIG INCREASE IN PRODUCTION.

The stamp returns for the month of April just out show again an unbroken increase in the products of American tobacco and cigar industries. In full-fledged cigars the increase amounted to 12,476,447 in a total production of 545,480,850 as compared with a total output of 533,004,403 during April, 1905. Little cigars show an increase of 10,146,389 in a total output of 72,737,500 as against a total output of 62,591,111 of last year, while cigarettes have gone ahead 69,706,333 in an output of 311,074,009 as against 241,367,676 of last year. In manufactured tobacco the increase was 766,976 pounds in a total production of 27,730,752 as against 26,964,776 pounds in April, 1905. The snuff output increased by 201,333 pounds in a production of 2,062,422 pounds as compared with 1,861,089 pounds manufactured during the month of April, 1905.

GROWING INDUSTRY.

The annual report of the North Carolina State Labor Commissioner shows that the capital invested in tobacco industries has increased from $7.[illegible]8 in 1900 to $36,076,997, which is the most remarkable showing made by any branch of manufacturing in the state. The increase in the salaried officials was from 491 to 531. It is worthy of note also that salaries decreased with the growth of business. Salaried officials got $593,378 in 1900 and only $584,494 in 1905. The average number of wage-earners increased from 6,582 to 7,293, and their wages from $906,904 to $1,457,378. The cost of material used increased from $4,312,102 to $10,149,351.

TOBACCO A HUNDRED YEARS OLD.

Two twists of tobacco and a book on birds, which were wrapped in papers dated 1806, were found between the plastering and weatherboarding on the farm of West Lowe, near Bowling Green, Ky. The tobacco must be at least a hundred years old. It will be sent to Louisville for Home Coming Week.

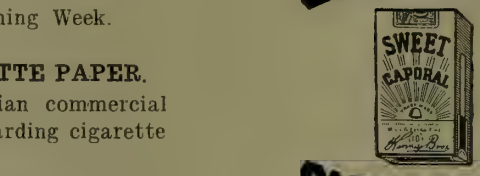
WILL MAKE CIGARETTE PAPER.

Alex. MacLean, Canadian commercial agent to Japan, says regarding cigarette paper:

"The raw material for what is known as 'rice paper,' the kind used for the wrapping of tobacco in cigarette form, and which heretofore has been altogether imported, the native press states has been discovered by a Japanese expert in Formosa, and is about to be largely cultivated. With the view to its manufacture, a company has been formed in Osaka with a capital of $175,000, with provision for early increase to $250,000, under the name of the Oriental Paper Manufacturing Co., having as the basis of its operation the supply of the Government tobacco department, heretofore an importer of this article. Of course the company will have the export trade in view also; and Canadian cigarette manufacturers may inquire of this commercial agency, should it appear to them that further information might be an advantage.

Mr. M. Schalek, Canadian representative of G. Falk & Bro., is in the city, says the U. S. Tobacco Journal of New York, and will leave shortly for Canada with a full line of their new and old Sumatra tobacco, the former from their recent purchases at Amsterdam.

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

There is a difference.
CLAY PIPES
made by us are the best in the world.
Specify them in your order.
D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

EFFECTIVE ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

A COMPETITION AD.

Herewith is shown another of the competition ads which was adjudged to be fair.

* * *

The chief weakness of Mrs. Harkness' ad. was its lack of continuity. Too many breaks, consequent on too many items, made a direct appeal on any one thing impossible.

* * *

The ad. might have been limited to dairy produce or to hams and bacon, or to teas and coffees with more hope of success.

* * *

Then, as regards typographical matters, certain changes would have been beneficial. For instance, "Best Display" is far too large and "Dairy Produce" far too small. "Creamery and Dairy Butter" and "September Cheese" also should have been displayed.

* * *

Here is how the ad. should have been set:

The divisions in advertisements of any great size can often be made clearer if the items from each department are carefully separated.

THE

✳ Best Display ✳

Of Dairy Produce in Iroquois

Nothing finer produced than our Creamery and Dairy Butter. Our prime September Cheese is without an equal in Iroquois. We want you to start to-day with a purchase of

Matthew's Rose Brand Bacon and Hams

Reliable in Quality,
Abundant in Quantity,
Satisfaction in Every Article.

You will appreciate our offerings in our new arrivals of Teas and Coffees Let us show you our value in these lines

Mrs. C. E. Harkness

Rule box effects sometimes serve to make a display line more prominent, or to make a certain item stand out more than others around it.

Outside of these uses which we have mentioned there are a few others, but usually when utilized for any other purposes than those mentioned rule work detracts greatly from the clean display and force of the advertisement.

Take what you consider to be the most forceful and best displayed advertisements from the best stores and see how much rule work is used outside of borders, divisions, boxes and panels. White space is often more valuable than rule work. When the department paragraphs have been separated so that the reader can easily comprehend the divisions the display of these paragraphs should be secured by having the more important set in a style of type that is easily read and a size that is plainly seen. Oftentimes rules used under display lines would better be omitted. By setting these lines in the next larger size of type with plenty of white space above and below the same space is often made more valuable.

The eye of a reader takes in every part of the item or paragraph being read. Every rule, ornament, and useless work must be investigated by the eye just the same as the text, and this labor tends to confuse one. Did you ever note the contrast between ladies' hats on the street? One is simple—not much trimming, but what there is is put on properly. It stands out neat and clear cut and greatly adds to the personal appearance of the wearer. Another hat may cost more, may carry flowers, feathers and vegetables galore, and yet it may be decidedly flat and unattractive, simply because there are so many varieties of useless trimming. The same principles apply to ad display.

The Best Display of

DAIRY PRODUCE

in Iroquois. Nothing finer than our **Creamery** and **Dairy Butter!** Our prime **September Cheese** is without an equal in Iroquois.

We want you to start to-day with a purchase of

Matthews' Rose Brand Bacon and Hams

Reliable in Quality, Abundant in Quantity, Satisfaction in every article.

You will appreciate our offerings in our new arrivals of **Teas** and **Coffees.** Let us show you our value in these lines.

MRS. C. E. HARKNESS

RULE WORK.

Rule effect is valuable when properly worked out. Some very clever and striking border effects can be secured by intelligent manipulation of rules.

Next time you prepare an ad look over the first proof carefully, cut out every rule, ornament and bit of trimming not necessary to make something stand out more clearly. If the addition of an ornament doesn't make an ad better it makes it worse.

Try going over your advertisements, cutting out every rule that you think is unnecessary and note the wonderful change in appearance.—Selected.

* * *

Do you make much profit on the match business? Do you sample the various brands? Have you ever considered that the number of matches used each year warrants attention on your part?

Some grocers actually allow their supply to run out for weeks. They claim the business is to them what stamps are to the druggist—a concession to customers. This obviously is a mistake.

It's unwise also to imagine that a new line of matches will not sell and therefore should not be given a chance.

As you are aware, in the largest grocery stores of a big city, most of the orders are received over the telephone. That he may give entire satisfaction to his customers the "big" grocer keeps in perfect touch with the market, watches for new lines and should he not happen to have a certain article, at least knows something about it and how soon it can be got.

Don't commit the blunder credited to a western grocer. One of his patrons had been reading certain tea arguments in the newspapers and when the grocer called she asked for a package of ——— tea. The grocer replied: "I would't believe everything I read in the newspapers. Anyway, my own blend is best."

Look at your order sheet and see if it's up-to-date.

A. A. B.

Thos. Wood & Co., Boston and Montreal, have removed their Boston place of business to 33 to 36 Commercial Wharf.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

640. Pepper.—Midlands company manufacturing a special line would like to do business in Canada.

642. Lobsters.—London firm wish to hear from Canadian packers of high-grade lobsters who seek export trade.

646. Dried fruits, etc.—North England firm desire to get in touch with Canadian manufacturers.

647. Butter, eggs and cheese.—North England firm desire to get in touch with Canadian shippers and invite quotations, c.i.f. Newcastle.

648. Eggs, canned meats and fruits.—North England firm require regular and large shipments.

649. Hay.—North England firm desire to get in touch with Canadian shippers of hay in large quantities.

650. Canadian apples—North England firm of fruit importers desire to get in touch with packers and shippers of all classes of Canadian apples, c.i.f. Newcastle.

651. Eggs, canned fruits and meats.—North England firm desire to get in touch with shippers of Canadian eggs, and manufacturers of Canadian canned fruits and meats, and desire to get a reliable Canadian firm to act as their agent in buying the same.

653. Butter, cheese, etc.—North England firm desire to get in direct communication with Canadian exporters.

654. Butter, canned meats, fruits, etc.—North England firm invite correspondence with Canadian exporters.

655. Wheat, barley, etc.—North England grain importer desires communication with Canadian shippers.

656. Dried fruits, etc.—North England grocer desires to get in touch with Canadian manufacturers of dried fruit, evaporated apples, canned meats and fruits. Must be high-class.

657. Cheese, butter, etc.—North England firm desire to get in direct communication with Canadian exporters of cheese, butter, eggs and canned goods; either c.i.f. Liverpool or Newcastle.

660. Hay.—North England produce dealer asks to be put in direct communication with Canadian shippers of Canadian hay, and asks for quotations. Regular shipments to fill large demand.

662. Eggs.—North England firm desire direct communication with shippers of Canadian eggs of best quality.

663. Cheese and hog produce.—North England firm desire to be put in direct communication with shippers and manufacturers.

665.—Hog products.—North England firm desire to get in touch with Canadian shippers of hog products, especially square shoulders.

666. Cheese.—North England firm desire to get in touch with shippers of Canadian cheese in large quantities.

FOR TOURISTS AND SPORTSMEN.

The New Brunswick Tourist Association, under the auspices of the St. John Board of Trade, has issued a folder entitled "The Tourist and Sportsman's Paradise," that will be interesting to anyone contemplating a holiday. It is richly illustrated with views of scenic attractions of the Maritime Provinces. From end to end Canada is an ideal holiday land, but the Maritime Provinces think they have the best of it and the people down there like to tell about nature's liberality with them. They have enterprise down by the sea. They believe in publicity and in going after business. They want more tourists and Summer visitors and they are going the right way about getting them.

REASON TO REJOICE.

Vancouver and New Westminster grocery clerks have united in a celebration to commemorate the concession by the employers of a weekly half-holiday.

A Business Won't Grow to be a Great Business

unless there are good reasons—and lots of them. The remarkable sale of

HOGEN-MOGEN and ROYAL SPORT Cigars

5 cents **10 cents**

is the result of excellent values, rightly margined.

Grocers—Prove our claims.

THE SHERBROOKE CIGAR CO.

SHERBROOKE, P.Q.

Surprise

Soap Has Been Sold on the Market for Over 20 Years

This statement is of interest only to show that **Surprise** has stood the test of time.

To-day it is sold over all Canada, in Newfoundland and some parts of the West Indies.

Quality—High-grade laundry soap, a pure hard soap, is the reason why it keeps on satisfying and selling.

Peculiar qualities for washing clothes by the "Surprise" method: Economy—labor-saving—cleanliness—most satisfactory—a real practical way of washing.

You can use this feature of **Surprise Soap** to show your customers it is to their advantage to have **Surprise Soap.**

The ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

June 14, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " ½ lb., 5 doz.	0 90
" " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 25
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	3 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz
Reckitt's Zebra paste, ¼-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days,

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's $4 40
5-case lots. 4 30
Canada Flakes, "Jumbo" case, 24/25's 4 90
Canada Flakes, "Jumbo" 5-case lots. 4 80

Freight prepaid.

Chocolates and Cocoas

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb. "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1.5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins. "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	0 40
Vanilla, ½'s	0 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	0 30
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ¼ lbs., per doz.	2 25
Crystalized " ¼'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " ¼ "	"	2.40
½ " " ½ "	"	4.75
¼ " " 1 "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ½'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's.	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	38c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	25c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1 lb. pkgs.	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder	
5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	2 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

"Batger's"

Lemon Squash, & Lime Juice Cordial

When your customers come in and ask for a ***Good Summer Drink*** sell them ***Batger's*** Lemon Squash or Lime Juice Cordial——They give the satisfaction that brings repeat orders——***No Sugar Required,*** but just add water. Very ***handy*** and ***economical.*** Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme
Montreal and Toronto

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

Are you starting business, and looking for a really superior Tea? One that will draw a select class of trade? Try

Challenge Cup Tea

Put up in packages which will fit the lady's purse or the farmer's waggon.

Packed in ½ and 1 lb. lead packages; in 3, 5, and 10 lb. fancy tins; also in 50 lb. lead lined half-chests.

A POSTAL WILL BRING SAMPLES.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENCE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz
Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND

Tierces	$0 08½
½-bbls.	0 09½
Tubs	0 09½
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09½
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$3 40
72 small " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	13 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel, per box	1 25 to 2 50

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

WOOD'S COFFEES

Ask the man who sells them, Ask the man who drinks them

For the points that demonstrate the value of

WOOD'S COFFEES

They bring money and peace to the Grocer.
They bring satisfaction and delight to the Drinker.

All tastes are gratified in the pure and uniform varieties of superior goods that comprise our numerous lines.

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL.

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—

Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—

1-lb. packages, boxes 40 lb.	0 05½

No. 1 Brantford Prepared Corn—

1-lb. packages, boxes 40 lb.	0 07

Crystal Maize Corn Starch—

1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—

No. 1 White, 1-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

Packed in cases of 56 lbs. each (cases free)

No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	6½c.

Blue, white or assorted.

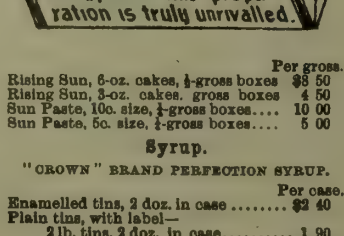
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

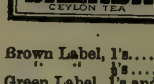
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.

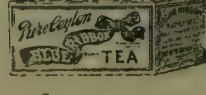
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

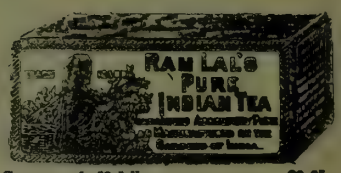
	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Embossed Label, 1's, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 30 1-lb. }	0 35
" " 120 ¼-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s.	$ 0 35	$0 50
Blue Label, 1-lb. and ½s.	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05

WARNING!

Crescent

Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

EVERY USER OF TIN CANS

is invited to get ready for the coming season by ordering now.

You will make no mistake in placing your order with

The Acme Can Works

We have had your interest in view and have spared no expense in equipping our factory with the latest and best machinery for making cans. With our new building, which is now almost complete, we will be able to double our capacity of former years and will supply the ***best*** cans available—cans made from British tin plate of the best quality and best workmanship — ***Prices Right, Liberal Treatment, Prompt Shipments.***

Acme Can Works, - Montreal

TEA HINTS
FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.
Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

LAMPS

Here is your opportunity :

Our travellers are taking orders for our new lamps, but we have still a number of last year's lines on hand, not enough to give the travellers, but plenty to make up two or three dozen nice little job lots for mail order customers.

Send a card for particulars

GOWANS, KENT & CO.
LIMITED
TORONTO

BEFORE BUYING

Canned Fruits and Vegetables

WRITE US.

LAUREL BRAND

In Quality, Leads the Market.

WHAT ABOUT YOUR REQUIREMENTS ?

J. H. WETHEY,
LIMITED
ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Preserved Provisions in Glass, Galantine of Chicken and Tongue, Galantine of Veal and Ham, Chicken Breasts, Pressed Beef.

Agents :

C. E. COLSON & SON

10 St. John St., MONTREAL

Western Canada Board of Trade Number

THE CANADIAN GROCER

JUNE 22 1906

Jasper Ave., Edmonton, Alta. Principal business street of the Alberta Capital.

THE MACLEAN PUBLISHING CO., Limited

Montreal Toronto Winnipeg

Revillon Bros.

LIMITED

Revillon Special—This entire train for Revillon Bros., Limited, Edmonton, Alta.

Demonstrating that we are the largest Wholesalers
West of Winnipeg

HARDWARE, DRY GOODS, GROCERIES

EDMONTON, ALTA.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, JUNE 22, 1906. NO. 24

Very few people are able to run a grocery store without

Keen's Oxford Blue

and please their customers. Keen's Oxford Blue has no competitors,—only imitators. Buy it—All jobbers stock Keen's Oxford Blue.

FRANK MAGOR & CO., 403 St. Paul St., MONTREAL, Agents for the Dominion.

Canada's Great Northwest

is an extensive user of CORN SYRUPS—And nothing healthier, brighter, richer and more nourishing is made than

"Crown" Brand Table Syrup

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls. Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

This Syrup is made from the finest selected corn under the most modern scientific and hygienic principles—It is the "Essence or life of Corn."

STOCK IT—EVERY JOBBER SELLS IT.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO Ont.

Works, CARDINAL, Ont.

184 St. James Street, MONTREAL, P.Q.

Large Soap Sales

Don't try to sell soaps that are unknown—it's hard work and unprofitable labor.

The best selling soap is the best known soap, and the best known soap is the one which is advertised the most extensively and is at the same time absolutely pure and of high quality.

Baby's Own Soap

is the most extensively advertised Soap in Canada—it is absolutely pure and is known throughout Canada as the best Soap for the Nursery, Toilet and the Bath because of its rare quality. It is not surprising that it sells easily and in very large quantities. You cannot afford to let your customers go elsewhere to buy Baby's Own Soap.

It is one of the excellent lines manufactured by

THE ALBERT SOAPS, LIMITED
MONTREAL

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

The Turned-Down Corners

Here and there in the Ledger of Life you have turned down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

To-day, turn down a corner deep and wide to remember this one sure fact: **"Quality is remembered long after price is forgotten."** Every time you come to that particular page—remember. Every time you try to sell inferior quality, think of the turned-down corner—what it stands for, and what it really means to your success.

"Taylor's" Candied and Drained Peels

Made in England from the best Corsican peels only. Prepared from finest selected whole fruits—***not*** from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

"Thistle" Brand Canned Fish

Caught, cured and canned right at the water's edge—not re-shipped and re-handled before packing. No dirt or slime ever gets into the "Thistle" Brand. But open a can yourself for the most convincing proof—they are all right at all times. Always "on the square."

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal
20½ Front Street East, Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CALGARY

The Dominion Brokerage Co., Limited
Wholesale Commission Merchants and Brokers
CALGARY and EDMONTON, ALBERTA
Excellent Trade Connection
Highest References

WESTERN CARTAGE CO.,
Cartage and Warehousing
Storage and Brokerage for Eastern Wholesalers.
Handling and Forwarding of CAR SHIPMENTS.
Largest and Best equipped STORAGE Facilities in the WEST.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. EAST
TORONTO

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

Offer Few Cars
CHOICE
CORN
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St., Toronto

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building, QUEBEC.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

Winnipeg Storage in BOND or FREE
For all kinds of Merchandise.
Negotiable Receipts Issued.
Low Insurance
TEES & PERSSE Limited
Wholesale Brokers and Warehousemen
WINNIPEG CALGARY EDMONTON

(*Continued on page 76.*)

A straight tip—

For a quick seller and a money-maker you should stock up with

ROWAT'S LIME JUICE
ROWAT'S LEMON SQUASH
ROWAT'S LIME JUICE CORDIAL

Fancy Decanters retail at 25 cts.

For boarding house trade, camps, etc., you will find a good line in

ROWAT'S MIXED PICKLES 60-oz. bottles

Remember—first come—first served—our stocks are decreasing rapidly.
You will do well to order at once to avoid disappointment.

The EBY, BLAIN CO., Limited *WHOLESALE GROCERS, TORONTO*

MINIMUM OF TROUBLE

MAXIMUM OF PROFIT

Blue Ribbon Tea

Does Credit to your Recommendation, Brings New Customers, and gives them Absolute Satisfaction.
Always Reliable.

BLUE RIBBON TEA CO., Limited

12 FRONT STREET EAST

FRUITS and VEGETABLES, 1906 CROP

If you have not yet placed your orders for same, **hurry up,** because after the 30th of June it will be taken under the clause **"subject to pack,"** which, as you know, generally means advance in prices. As we have contracted with the **Canadian Canners Limited** for a large quantity of their most popular brands, we are in a position to guarantee prices.

Barbados Molasses

We can quote you these molasses, strictly direct import, via St. Lawrence route, also delivered at your nearest railroad station, per carload of 20 puncheons. Write to us and have your order booked now. Do not wait until prices advance.

LAPORTE, MARTIN & CO., Limited

72 to 78 St. Peter Street, MONTREAL

This Fact stands out clearly

JAPAN TEAS are absolutely and inimitably in a class by themselves. The teas of other countries may have certain properties which appeal to the taste of a common palate but for teas possessing the finest attributes as regards **flavor, aroma, richness, healthfulness** and **invigoration** of the system there is nothing that can approach

JAPAN TEAS

It is the duty of every up-to-date grocer who has the interests of his customers at heart as well as his own to buy

JAPAN TEAS.

THE TEA-DRINKING PUBLIC

is a discriminating one. They have their own tastes and they want them satisfied. The grocer who properly estimates the public taste and satisfies it will win out.

To satisfy the taste of the tea-drinking public of Canada the grocer

WILL SELL

CEYLON TEA

Black and Green

nothing else will do.

The proof is clear as daylight.

Ceylon Teas, Black and Green, have swept all competition out of the way. Once used, the superior merits of Ceylon Teas win them the enthusiastic support of the consumer.

Fragrance Flavor Fullness
Body Stability Price

On every point the superiority of Ceylon Teas is demonstrated.

CEYLON TEAS
Black and Green

CEYLON TEAS
Black and Green

1906 PACK

Our 1906 pack Fruits, Vegetables and Meats will be, as usual, of the very best quality.

Our factories are now being overhauled, and the newest machinery is being installed where necessary.

We have now over thirty of the most modern-equipped factories in the world.

Our factories being situated in the midst of the Fruit and Vegetable Farms of Canada, ensures goods being packed when at their best.

Our processors have had over a quarter of a century's experience in canning and preserving.

Quality and Cleanliness is the policy rigidly enforced at each of our thirty factories.

Our 1906 pack will be the best ever packed anywhere. We guarantee the quality of all our goods.

Remember the brands, viz.: "Canada First," "Auto," "Little Chief," "Log Cabin," "Horseshoe," "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," "Grand River," "Jubilee," "White Rose," "Deer," "Globe," etc.

If you want pleased customers stick to our brands exclusively.

CANADIAN CANNERS, Limited

H. W. NELSON & CO., LIMITED

Manufacturers

BROOMS, BRUSHES, WOOD and WILLOW-WARE

Warehouse, 92 Adelaide St. West, and Factory, 15-21 Jarvis Street, **TORONTO, ONT.**

Our travelling salesmen cover the territory from Halifax to Vancouver Island. If you are not called upon regularly, kindly drop us a Postal Card and we will be pleased to send you prices.

H. W. NELSON & CO., LIMITED

TORONTO, ONT.

The Canned Goods Question

is one that is puzzling a good many of the trade just now. What brand is it best to stock?

Let us offer a word of advice, and that is

Buy

OLD HOMESTEAD BRAND

and you will be pleased with yourself all the rest of the year.

Why?

The why is simple. The Old Homestead Brand means

The Choicest Flavor
The Most Uniform Quality
The Finest Package
The Surest Satisfaction

We can guarantee these claims because we can produce the goods—We do produce the goods.

Our factory is the most modern, commodious and best situated of any factory in Canada.

Our fruits and vegetables are grown right at our doors in the garden of Canada.

Our staff know their business and their instructions—to make **Old Homestead Brand** the standard of canned goods excellence for Canada.

Ask anyone who has used the **Old Homestead Brand** in the past.

Stock **Old Homestead** this year and you will find that your trade will increase too.

THE OLD HOMESTEAD CANNING CO., LIMITED

PICTON, ONTARIO

S. H. EWING & SONS

beg to inform the trade that they have bought out Messrs. S. H. & A. S. Ewing and it is their intention to continue the two businesses on the same lines as in the past and to keep the name of Ewing associated with pure goods.

We have practically taken over all the late employees of Messrs. S. H. & A. S. Ewing, including Mr. W. J. Wilson, whose territory embraced the Provinces of Quebec, New Brunswick and Nova Scotia; also Mr. R. E. Hicks, who covered the Northwest and part of the Province of Ontario. Both these gentlemen will start on their respective trips at once.

In taking over the business of Messrs. S. H. & A. S. Ewing we desire to assure their patrons that their interests will be looked after with every consideration and promptness.

Respectfully,

S. H. EWING & SONS

Wholesale Coffees, Spices and Grocers' Sundries

MONTREAL

CABLE ADDRESS "EWING"

Established 1845

S. H. & A. S. Ewing,

Montreal Coffee & Spice Steam Mills

53 & 55 Cote St., cor Lagauchetiere St.

Montreal

TO THE TRADE

Gentlemen:

We beg to advise that we have disposed of our business to Messrs S. H. Ewing & Sons, and on the occasion of our retiring from the business which has been conducted continuously for the past sixty-one years, we take this opportunity to express our hearty thanks to our friends for the many favors extended to us and to ask on behalf of our successors, the same measure of generous treatment which we have been accorded. With renewed thanks,

We remain,

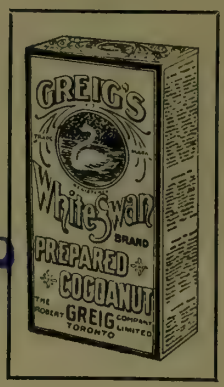
Faithfully yours,

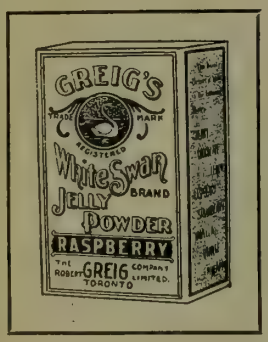
S. H. & A. S. Ewing

PRE-EMINENT FOR QUALITY

FLAVORING EXTRACTS.
JELLY POWDERS.
CAKE ICINGS.
COFFEES.
PREPARED COCOANUT.
BAKING POWDER.
CREAM OF TARTAR.
SPICES.

RETURNED
DEC 11 1906

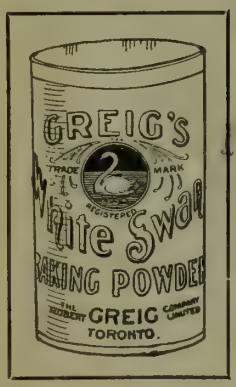




GREIG'S "WHITE SWAN" BRAND

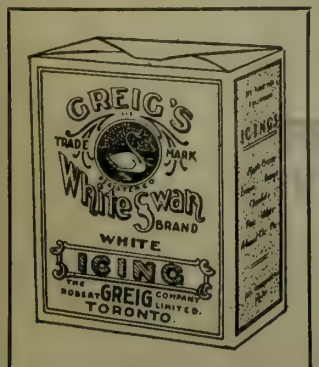
The Standard of Canadian Excellence

RETURNED
DEC 11 1906



FLAKED WHEAT.
FLAKED RICE.
FLAKED PEAS.
FLAKED BARLEY.
S. R. BUCKWHEAT FLOUR.
GRAHAM FLOUR.
WHOLE WHEAT FLOUR.
GLUTEN FLOUR.
RYE FLOUR.
WHEAT KERNELS.
BREAKFAST FOOD.
THE KING'S FOOD.
THE QUEEN'S FOOD.

RETURNED
DEC 11 1906

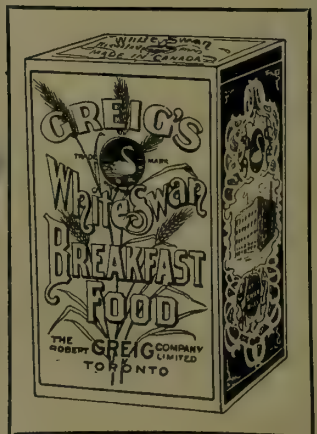


HIGH-GRADE THROUGHOUT

The Robert Greig Co., Limited

WHITE SWAN MILLS

TORONTO



THEY

Sell Well

Show a Nice Profit.

Give Satisfaction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

ON TOP.

The grocer who comes out on top in the gamble of business is usually a pretty shrewd sort of a man. He doesn't "run out" of goods that give him a good profit. How's your stock of

Paterson's Camp Coffee Essence?

ROSE & LAFLAMME
Agents, Montreal.

Your Store is Known by the Goods You Sell.

MAGIC BAKING POWDER

gives distinction to your whole stock, because it is so well and favorably known everywhere.

Order from your jobber.

Merchants should recommend food products that are produced in clean factories.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma
World's Fair, St. Louis, Mo., 1904.

The grocer's summer trade will be materially increased if he keeps to the front

Lytle's Famous
Lime Juice
Lime Juice Cordial
Raspberry Vinegar

These are lines you can recommend to your customers, confident they will give satisfaction. In bottles.

Sold by Jobbers or direct from the manufacturers,

THE T. A. LYTLE CO. LIMITED
TORONTO, CAN.

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

"For all Fish, either boiled or fried, Perry's Sauce should be tried."

Fish is usually a tasteless dish. It has an odor, but that's **not taste.** A little of

Perry's Worcestershire Sauce

applied to fish gives it the spark of palatableness—the relish par excellence.

The average Worcestershire Sauce robs the fish of its "fishness." **Perry's Sauce doesn't!** It just **helps** the fish to impress upon the tongue **that it is fish.**

Your customers have been waiting for a sauce just like Perry's. It is now obtainable in Canada.

Write for prices.

SELLING AGENTS:

Taylor & Pringle Co., Limited
OWEN SOUND, ONT.

Manufacturers of **Queen Quality Brand Pickles.**

Our New Matches

"SAFELIGHT"

Will be ready Next Week.

NO NOISE
PROMPT LIGHTER
STEADY BURNER
PERFECTLY SAFE

The Improved Match Co., Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

"Ring in The New"

It is about time some of the old brands of canned goods were left off your order sheet. They are only a drag on your business. The people know their history and never make the "order" mistake twice.

Riverdale Brand

Canned Goods will all be 1906 pack. No stale stuff around our factory.

When the fruit and vegetables in this territory are ripe we will select the best and no other kind will suit us.

Our being particular benefits you.

The Lakeside Canning Company, Limited

Wellington, - Ontario

Supplied under contract to the British and Indian Governments.

THOUGH ESTABLISHED IN 1849

we have hitherto been prevented from largely developing our Canadian trade. The Home Market has absorbed our principal attention.

But now, with greatly increased capacity, new plant of most modern type, a staff of expert analysts, and the largest Vinegar Brewery in existence, we are in a position to handle an increased export business—lots of it—and we invite enquiries from Canadian importers.

Arrangements are being made for our representation in Canada. Meanwhile it will be a pleasure to us to send YOU samples. Our representative will call on you later.

WHITE, COTTELL & CO., Vinegar Brewers

WARNER RD., CAMBERWELL, S.E., LONDON, ENG.

G. B. LODGE, - - WINDSOR, ONT.

THE SUCCESSFUL GROCER

is the man who gives careful consideration and daily attention to the details of his business—his customers' requirements, the condition of his stock, his facilities for prompt and satisfactory service and the appearance of his store.

THERE IS A DIFFERENCE

between the practical grocer and the man who sells groceries.

WALKER BIN FIXTURES

appeal to the practical grocer who aims at building up a substantia permanent and profitable business.

WRITE FOR ILLUSTRATED CATALOGUE. "Modern Grocery Fixtures"

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

Montreal Representative:—J. H. MAIDEN, 423 St. Paul St., MONTREAL, P.Q.

HOLBROOK'S

GENUINE WORCESTERSHIRE SAUCE

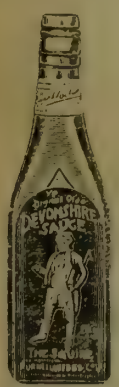
HAS THE LARGEST SALE IN THE WORLD

Price alone does not guarantee quality, but the name "Holbrook & Co." does.

Your Customers are interested in Holbrook's Genuine Worcestershire Sauce by extensive advertising. **PUSH IT,** it will pay you. Every sale will bring a repeat order.

Rep. ½ pts. (25c. bottle) $2.15 dozen in case lots (6 dozen).
Imp. ½ pts. (35c. ") $3.00 " " (4 "). Mail your order to-day to

HOLBROOK'S LIMITED, PACIFIC BUILDINGS, COR. FRONT & SCOTT STS. TORONTO



As far back as 1750 was the firm of Purnell, Webb & Co , Limited, founded in the old city of Bristol, the historic seaport, whence, in the 15th century, CABOT, in the good ship 'Matthew' sailed in search of AMERICA.

Right across the same track Purnell, Webb & Co., Limited, are to-day sending their products, which are still made by the descendants of the firm from the original recipes.

150 years' proved merit ! ! What better testimony to their excellence can you have ?

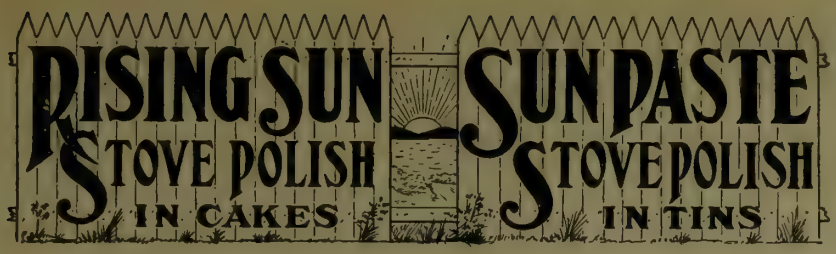
World-wide trade. All goods guaranteed of the best ingredients.

PURNELL, WEBB & Co., Limited

Malt Vinegar, Sauce and Pickle Makers, - - BRISTOL, ENG.

WEEKLY SHIPMENTS TO CANADA PLACE YOUR ORDERS WITH OUR AGENTS:

J. W. GORHAM & Co. - - - HALIFAX, N.S.
R. JARDINE, - - - - - ST. JOHN, N.B
H. HASZARD, - - CHARLOTTETOWN, P.E.I.
A. J. HUGHES. - 1483 Notre Dame Street, MONTREAL
J WESTREN, - - - - 630 Ontario Street, TORONTO
BICKLE & GREENING, - - - - HAMILTON, ONT.
J. CARMAN, - - - - - WINNIPEG, MAN.
C. E JARVIS & Co., - - - - VANCOUVER, B.C.



More Than Forty Years Ago

we began the manufacture of Stove Polish at our present works in Canton, Mass., and the plant has steadily grown until it now covers four acres. The success of our RISING SUN Stove Polish and SUN PASTE Stove Polish with increasing sales demonstrate the wisdom of our policy of making **only high-grade stove polish**. We never allow the use of any materials in our manufacture which will deteriorate the quality of our goods. We make them right and that is why the storekeeper likes to pass RISING SUN or SUN PASTE over the counter. They please the customer. You know that a customer pleased gives you more credit for selling him our Stove Polish than he does us for making it. He is coming back **to you.**

MORSE BROS., Props. - Canton, Mass., U.S.A.

IMPORTERS ASK OUR PRICES FOR

Valencia Raisins,
Currants,
Shelled Almonds,
Shelled Walnuts,
etc., etc.

Barbadoes Molasses,
West Indian Sugars,
Maple Sugars,
etc., etc.

D. RATTRAY & SONS

Commission Merchants

QUEBEC **Montreal** **OTTAWA**

"JAMES DOME"

This is the name of the best

BLACK LEAD *you can buy.*

It has proved itself, through the fact that for over the 60 years it has been on the market, its sale has steadily increased.

Works well. ***Sells well.*** ***Pays well.***

W. G. A. LAMBE & CO., Canadian Agents.

Have a Hobby!

LET IT BE TO SELL COFFEE OF THE HIGHEST QUALITY

This you can do if you handle CHASE & SANBORN'S HIGH-GRADE COFFEES.

Chase & Sanborn

The Importers, - MONTREAL

WHAT ABOUT THE PROFIT?

When you sell a line of goods in a class by themselves your profits are bound to be larger than when your trade is divided over a number of lines pretty much alike.

Mrs. Rorer's Saratoga Chips

are in a "special" class. A grocer can order them in goodly quantity because he knows "just-as-good" arguments are out of the question.

There is nothing that tastes like Mrs. Rorer's Saratoga Chips, and there is nothing that sells like them.

MADE EXCLUSIVELY BY

HAMILTON SARATOGA CHIP CO.

HAMILTON, CAN.

AGENTS—Rose & Laflamme, Montreal, P.Q.; MacLaren Imperial Cheese Co., Toronto, Ont.; Stuart Watson, Winnipeg, Man.: Dominion Brokerage Co., Calgary, Edmonton and Victoria.

Our Standard Lines

REINDEER CONDENSED MILK
REINDEER CONDENSED COFFEE
REINDEER CONDENSED COCOA
JERSEY STERILIZED CREAM

A QUARTETTE OF MERIT

Selling Points:

STANDING.—The goods have been in use for twenty-five years, and the public have confidence in them.

QUALITY.—They are standards for richness and purity, — ideal in composition, preparation and finish.

APPEARANCE.—The labels are clean, bright and attractive.

RELIABILITY.—Every Can is guaranteed.

It pays the dealer to handle standard lines, of known quality, that are sure to please.

Truro Condensed Milk Co. Limited

TRURO, NOVA SCOTIA.

"WELL, I GUESS"—

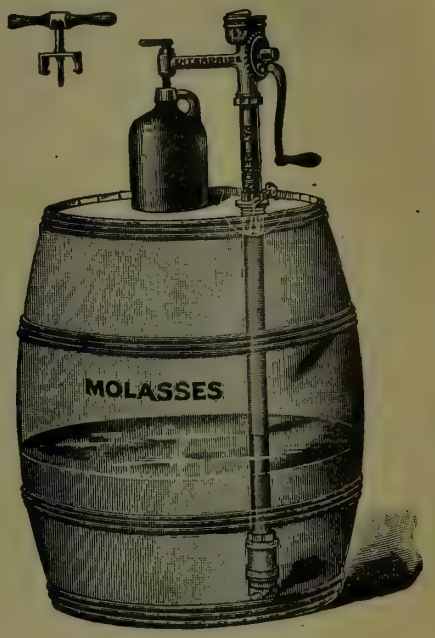
Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE



Why not order it to-day? Pumps cost $6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the **"ENTERPRISE" SMOKED BEEF SHAVER,** Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.

The Enterprise Mfg. Co. of Pa., Phila., U.S.A.

A Day's Business Balanced in Five Minutes

Your present system allows the dollars that represent the profits of your business to slip away. You cannot keep track of all the money handled in your store, except with the most perfect system. You might not miss a half-dollar or dollar a day, but such a leak makes a big hole in your profits.

Our new system tells at any moment how much money you should have. Five hundred thousand retail merchants have used this system. Leaks and losses are reduced to a minimum where our system is used.

Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing ana places you under no obligation.

Tear off here and mail to us today

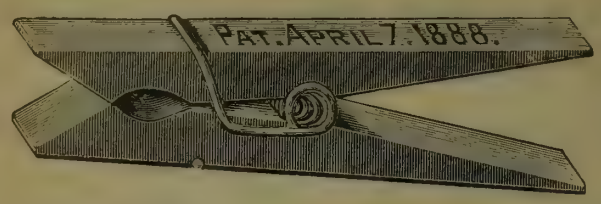
The N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men



Dominion Spring Clothes Pin

The Dominion Spring Clothes Pin is the finest and most durable clothes pin manufactured, made of hard wood, with a strong galvanized spring, which holds the clothes to the line so tightly that the wind is powerless to blow them off. If you have not already handled them place an order with your jobber. You will experience no difficulty in placing large quantities. Packed two gross in a wooden box, twenty-five boxes in a case.

WHOLESALE SELLING AGENT

J. H. HANSON

422 and 424 St. Paul St. MONTREAL

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

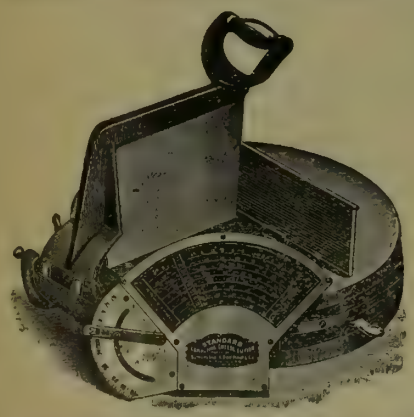
We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

os. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.



THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

OAKEY'S

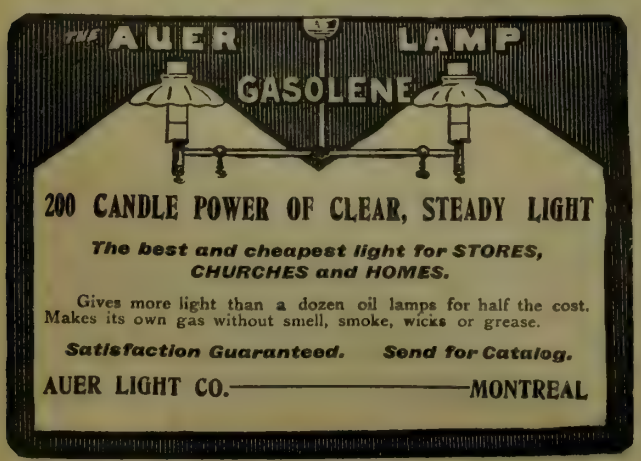
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.



200 CANDLE POWER OF CLEAR, STEADY LIGHT

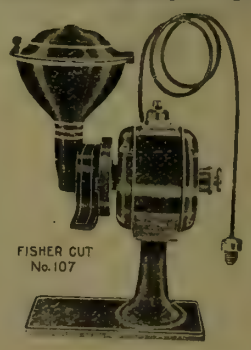
The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. Send for Catalog.

AUER LIGHT CO.——————MONTREAL

ELECTRIC POWER COFFEE MILLS



FISHER CUT No. 107

This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World.
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

His Old Tank was Good Enough

CUT No. 19.
First Floor Outfit—one of fifty.

In January, a grocer in Michigan told one of our salesmen that his oil tank was all right, and he didn't need a better one—it had done him for ten years and was good for ten more.

Inside of three weeks that man lost three barrels of oil because his tank sprang a leak. This oil went all over the floor, into the stock and down between the walls, causing a loss of several hundred dollars.

Then he bought a Bowser.

Are you absolutely secure against similar loss?

Are you entirely satisfied with your method of handling oil? If not, **send for catalog.**

S. F. Bowser & Co. Inc. 530 FRONT STREET W. TORONTO, ONT.

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross

London, Eng.

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd

154 Pearl St., Toronto
30 Hospital St., Montreal

They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers
Indianapolis, Indiana.

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

SPECIALISTS

are always consulted in a case of importance and when you buy your

CANNED GOODS

you should certainly look for the best value you can get. Now we want to tell you right here that this is a line we handle in a **large way** and it will pay you to consult us before placing your Fall order. We control half-a-dozen brands of **first quality** goods which are not **in a combine.** We can suit either the conservative buyer by selling at opening prices of the market or the speculative operator by

NAMING PRICES NOW

We can handle any size order you send us. Let us hear from you.

TEA

Let us send you a sample of the now celebrated "Maybell" brand Ceylon Orange Pekoe, packed in 50-lb. half-chests, good style and liquor, and the **quality always the same** both in leaf and liquor, so that you have no trouble trying to match a line that has become popular; all you have to do is repeat your order and you will get exactly the same tea.

To buyers of 25 half-chests we ship direct from Ceylon and pay freight, and an additional advantage is that you know the tea has not been lying around getting stale, but is a **fresh sweet tea direct from the gardens.**

We handle everything in Groceries.

Canada Brokerage Co., Limited

PHONES:
2282 Main
870 "

9 Front Street East
TORONTO

"Mark Twain" once said:

"To 'Fetch' the Public—
You must serve them well."

Annual Sale
14,000,000 Packets.

Our faith in this doctrine is manifested in the great success we have met with in the sale of "SALADA." We have served the public well; not well to-day, passably so to-morrow, and well enough the next day—but always "good" alike. That we have "fetched" the people, there is no gainsaying.

Trade is won and held by the sale of meritorious goods. Evidence of this fact is not far to seek.

Our often-expressed conviction that "SALADA" Natural Ceylon Greens would displace Japans is coming true rapidly—you can pin your faith to our dogged devotion to these Teas. "They are all right."

BLACK, MIXED or NATURAL GREEN

Sealed Lead Packets only.

Wholesale Terms and Samples from
"SALADA," Toronto, Montreal

A GOOD GROCER?

No, he is not a good grocer who tries to win trade by selling cheap goods, as cheap goods, in nearly every case, means poor goods.

The aim of a good grocer is to make **quality** his first consideration, as a **pleased customer** is his best ad.

My aim is to please my customers by selling them RED ROSE TEA, which I know "Is Good Tea."

Its phenomenal success proves beyond doubt it is a line he can safely recommend to his best trade, knowing (if he has used it personally) that he is recommending a **trade-winner.**

Most grocers are selling RED ROSE TEA. A large number are showing **keen business foresight** by pushing it. If you are one of the few who have not stocked RED ROSE TEA, one of your best investments would be to do so now.

Packed in pound and half-pound packages, Black, Green, and Mixed. Freight prepaid on 65 and 100-lb. cases.

T. H. ESTABROOKS

ST. JOHN, N.B.

Toronto Office,
3 Wellington E.

STRAIGHT POINTERS

Dealers who are in the market for Canned Goods will find it distinctly to their advantage to order the "Essex" brand, based on these prime facts:—

—We are located in the finest garden section of Canada, where Corn and Tomatoes grow to perfection.

—We own one of the largest, newest and most perfect canning plants in the Dominion, with every facility for doing things right.

—We are thoroughly independent and have no connection in any way with the Canners' Combine or any other trust.

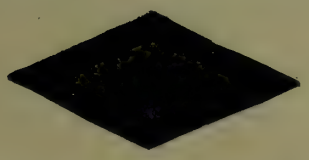
—We expect to pay something for an introduction and are putting all we possibly can of value into all our goods.

Why not get the best when it costs no more? There are reasons why we can do better for you than any house in the trade. Put us to the test!

ESSEX CANNING AND PRESERVING CO., LIMITED

Factory—ESSEX, ONTARIO

Head Office—8 WELLINGTON ST. EAST, TORONTO

DIAMOND  ***BRAND***

Maple Syrup

Why buy compound flavored Syrup when you can get our

FAMOUS DIAMOND BRAND

which is guaranteed to be equal to fresh Sap Syrup direct from the Sugar Bush?

SUGARS, LTD., - - MONTREAL

NICHOLSON & BAIN, Agents, Winnipeg and Calgary.

SHALLCROSS, MacAULEY & CO., Agents, Vancouver and Victoria

An article well-advertised is half sold.

WE ADVERTISE

Mother's Favorite **"MELAGAMA"** **Ceylon Tea**

extensively as well as judiciously. The result is that your customers are all asking for it. It is to your interests, too, to push it. There's more profit, more satisfaction to your customers, and more pleasure every way in selling it. If you are not already stocked up better let us send you along a little lot.

Minto Bros., - Toronto.

"Cheap Goods mean Cheap Quality"

Cheap Sauces mean the Same Thing

Lea & Perrins' Sauce

The Original and Genuine Worcestershire costs more because it is worth more. Enjoys 70 years popularity because no imitation has ever been made to equal it. Used by the Best People because it is the Best Sauce. Sold by the Best Grocers and Best Restaurants everywhere.

Avoid imitations, which after all are nothing but fruitless efforts to equal.

J. M. DOUGLAS & CO., CANADIAN AGENTS

MONTREAL

G. C. KOOPMAN

Commission Merchant,
Agent and Broker

AMSTERDAM AND ROTTERDAM

Offers on demand

All Products of the Dutch Colonies (East Indian)

AS

COFFEE, TEA
SPICES of all kinds
GUMS for Varnish Manufacturers
COCOA, COCOA BUTTER
Cassia Vera, Chinchona-barks, Rattans, Drugs, etc.

Also **COCOALINE** (substitute for Cocoa Butter)
VEGETALINE (Vegetable Butter)

Agents wanted everywhere in Canada.

WE GIVE advances of 75% against documents on consignments of all Canadian Produce fit for this market, except sun-dried apples. Ask for reports about every article you wish to sell.

Grocers:

The fact that some unauthorized person has been offering New Pack of The Old Mill Canned Goods is a guarantee they must be first-class.

Our 1906 pack will be dressed in a new embossed label and sold only by

W. H. MERRIMAN, Wholesale Grocer
ST. CATHARINES, ONT.

Buy The Old Mill Brand with the New Label, and have goods that will please your customers.

The Silver Lake Canning Co.
ST. DAVID'S, ONT.
C. L. BLACK, Manager

PICKLES

We have another car of Stephens' famous Pickles arriving early next week. These are the pickles your customers want.

SEE OUR TRAVELLERS

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

We make Cans

—we not only make cans but we make the **BEST Cans on this continent**—

With our new automatic machinery we are in a position to promptly fill any order sent us.—Nothing but the very best British Tinplate is used.

Our Cans are the cleanest and of best workmanship.—Any goods packed in our cans go into **bright, clean, well-finished** cans.—This guarantee is sure.

Prices right
Treatment liberal
Shipments prompt

ACME CAN WORKS

MONTREAL

CANNED CORN

We have the quality and the price.

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

RED FEATHER
CANNED GOODS

FOR 1906 PACK

A limited quantity of these high-class goods can be purchased for Fall delivery. This brand is in a class by itself—quality guaranteed to be the highest grade packed, and labels the most attractive embossed work ever put on a can. We challenge comparison.

Nothing on the market can compare with **RED FEATHER.** Will sell on sight, and they are just as good on the inside as their outward appearance indicates.

W. H. GILLARD & CO.
AGENTS
HAMILTON
WHOLESALE GROCERS

MORE
Seasonable Goods

Last week we gave you Lobsters, Salad Dressing and Salad Oil. Now we call care to Quick Tapioca, Custard Powder, Arrowroot and Chocolate, 90c. per dozen; also to Stowers' Lime Juice and Cordial, quarts and pints.

LUCAS, STEELE & BRISTOL
Wholesale Grocers
HAMILTON, - ONT.

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S
EDINBURGH
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST
TO BE HAD OF ALL WHOLESALERS
THOS. SYMINGTON & CO. - EDINBURGH

"ANTITIS PEPPER"
The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.
KING OF ALL PEPPERS
Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared
Write for particulars and samples, to
ANTITIS PEPPER CO., 40 Botolph Lane, LONDON, England
TRIAL ORDERS SOLICITED

First and Finest
NICHOLSON'S MINCE MEAT
is easily first in point of quality. For that reason it should be first on every grocer's order sheet.
No excuse for a grocer experimenting and losing trade when Nicholson's Mince Meat is obtainable.
And then, what about
N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B. PUDDINE
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED
NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

PRUNES

We are offering decided bargains in 1905 pack genuine

Santa Clara Prunes

IN

50/60 25-pound Boxes	80/90 25-pound Boxes
60/70 25-pound Boxes	80/90 50-pound Boxes
70/80 25-pound Boxes	100/120 50-pound Boxes
70/80 50-pound Boxes	

Stock in first-class shape. Our travellers have full information. If they don't call on you, we will be pleased to mail samples and quotations. Our prices will please close buyers.

JAMES TURNER & CO., = = HAMILTON

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

LONDON is the CAPITAL of the BRITISH EMPIRE, and will take any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

This space $15 per year.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed. Western Union and Lieber's Codes. T. A "Boyd."

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

Tartan BRAND

The Sign of Purity

Stock-Taking Sale of Teas

Bargains in Ceylon Black

180 chests Pekoe Souchong, 11 cts.
130 " " " 12½ "
59 " " " 15 "
150 hf. chests Ceylon Green, 18 cts.

ARRIVING

Fresh Pickings Japan, TARTAN Fancy Leaf, 25lb., 40lb., 80lb. packages.

Phone 596 when in a hurry for goods

BALFOUR & CO.
Wholesale Grocers
HAMILTON, ONT.

BODE

AND HIS TWO

MAC'S

W. H. McEACHERN

BODE (A. BODENWEISER)

T. ED. McPHERSON

The Three Who Get The Business

These are the hub and two of the principal spokes of Bode's Gum Co., Limited. They are at present conducting one of the greatest and most expensive advertising campaigns ever undertaken in Canada. Almost every daily paper carries "Bode's" advertising and thousands of feet of signboard space is used.

Their object is to introduce

BODE'S MENTHAL "PEPSIN" GUM

to every man, woman and child in Ontario.

Messrs McEachern and McPherson, who are the Ontario agents of Bode's Gum Co., Ltd., are at present in London where their introductory work is at present under way. Next week **Menthal "Pepsin" Gum** will be introduced to the public in the cities of St. Thomas, Chatham, Windsor, Sarnia and Woodstock.

BODE'S GUM CO., LTD.

Head Offices and Factory: MONTREAL

Offices at

TORONTO OTTAWA QUEBEC

ARE YOU LOOKING FOR

A Reliable, Active Brokerage Firm?

ARE YOU ANXIOUS FOR

A Share of this Growing Western Business?

THEN

Communicate With Us.

We have an excellent trade connection. We **Store** all classes of **Goods** at **Calgary** and **Edmonton.**

A Solid Brick Warehouse with **Track Privileges** and **Low Insurance Rate.**

We sell exclusively on a Commission basis, and have travellers constantly covering the entire Province.

WRITE OR WIRE US YOUR OFFERINGS.

THE DOMINION BROKERAGE CO., Limited

Wholesale Merchandise Brokers and Warehousemen

CALGARY and EDMONTON, ALBERTA

Give Your Store a Good Name

SELL

RISING SUN FLOUR

This name stands for all that is good in Flour. Milled by the most modern methods and the most experienced millers.

Strictly a High-Grade, Hard Wheat Flour

EVERY BAG GUARANTEED

MANUFACTURED BY

THE WESTERN MILLING CO., LIMITED

CALGARY, - ALBERTA

SELLING AGENTS

The Dominion Brokerage Co., Limited, Calgary and Edmonton

The Oscar Brown Co., Ltd.

WHOLESALERS IN FRUITS

EDMONTON, - ALBERTA

Agents for the

COLDSTREAM RANCH, OF VERNON, B.C.

Exclusive Sellers in this market of the

PIONEER FRUIT CO.'S CALIFORNIA PACK

HEADQUARTERS FOR

ORANGES, LEMONS, BANANAS, SMALL FRUITS IN SEASON, FRESH VEGETABLES

Your orders solicited, which will be carefully filled with first-class goods at right prices.

Gallon Canned Fruits and Vegetables

Are Cheaper Than Evaporated Fruit

LOOK AT OUR LIST:

Apples	- - - -	*per case,*	*$1.75*
Currants, Red,	*Aylmer,* -	"	*3.15*
do Black (Solid),	" -	"	*4.75*
Cherries (Pitted preserved),	" -	"	*5.00*
Gooseberries,	" -	"	*3.75*
Peaches,	" -	"	*3.00*
Pears,	" -	"	*2.65*
Plums,	" -	"	*2.30*
Raspberries, Red,	" -	"	*3.30*
do Black,	" -	"	*3.25*
Strawberries,	" -	"	*3.40*
Pumpkin,	" -	"	*2.10*
Rhubarb,	" -	"	*2.05*
Tomatoes,	" -	"	*2.50*
Tomato Catsup,	" -	"	*2.90*

New Pack Thistle Haddie. Maple Leaf Lobster, ½s and 1s flat, King Oscar Sardines, ¼s, in store.

THE CAMPBELL, WILSON & HORNE CO., LIMITED

(Successors to Campbell Bros. & Wilson)

WHOLESALE GROCERS, - CALGARY, ALTA.

Established 1898.

Northwest Jobbing and Commission Co.,

LIMITED

General Commission and Brokerage Agents

LETHBRIDGE, - ALTA.

Wholesalers and Importers of

GROCERIES, PROVISIONS,

FRESH FRUITS, GRAIN BAGS

Buyers and Shippers

GRAIN, MILL STUFFS, HAY

Agents IMPERIAL OIL CO., LIMITED

You don't know, unless you sell it, how much more money you can make by selling

Japanese Starch

than any other laundry starch.

Learn full particulars by writing for sample pkge. and price.

American Pure Food Co.

MONTREAL

THE BRACKMAN-KER MILLING COMPANY

LIMITED

THE CEREAL MILLERS OF THE WEST

MILLS

at

VICTORIA AND NEW WESTMINSTER
In British Columbia

STRATHCONA AND CALGARY
In Alberta

BRANCHES:

Vancouver, Nelson, and Rossland, B. C.

B&K OATS ARE THE STANDARD OF EXCELLENCE IN ROLLED OATS

CANNERS AND THE GUILD

Conspiracy Case Again on in Hamilton—Interesting Evidence by R. L. Innis—Press Reports Objectionable.

The preliminary investigation before Magistrate Jelfs at Hamilton of the charge of conspiracy in restraint of trade in violation of section 520 of the criminal code, laid six months ago, against last year's officers of the Dominion Wholesale Grocers' Guild, was resumed on Tuesday. The adjournment, a couple of weeks ago, was until the 25th inst., Monday next, but because E. F. B. Johnston, K.C., counsel for the defence, wants to go to Europe, the case was brought on earlier.

W. G. Graham, treasurer of the Owen Sound Canning Co., who was examined at the last session by Crown-Attorney Washington, was recalled for cross-examination by Mr. Johnston. The line of examination adopted by the defence was to show that the consumers and the retailers had not suffered from the Canadian Canners' agreement with the wholesalers, and that there were other reasons why the Owen Sound Canning Co. could not sell to certain wholesalers.

Witness was asked the extent of the Owen Sound business, but would not give the amount. He admitted, however, that it was over $10,000 a year.

Had no Refusals.

"Were your peas refused during 1904 or 1905 because they were bad?"

"No. They were all right. There were no complaints against them."

Witness had seen Mr. Eby, jr., of Eby, Blain & Co., and was informed by him that he could not buy from the Owen Sound Canning Co. because they could not supply all lines.

"Why did you not sell your goods to the retail trade?"

Mr. Graham said it was too expensive and that selling through a wholesaler was the more satisfactory.

"You found that unless you could do business through the wholesalers you could not make a profit?"

The witness stated that such was the case. He had spoken to brokerage firms and had been told that the Canadian Canners had things tied up. Some wholesalers had also told him that they were at the mercy of the canners and could not buy his goods. McLauchlan & Co., of Owen Sound, said they would lose the discount given by the wholesalers if they bought from his company.

Could not Sell to Retailers.

James Irving, representing W. H. Dunn, of Montreal, and a salesman for Babbitt's soaps, was next called and to the Crown Attorney stated he had sold to the Grocers' Wholesale Co., but later refused to do so as he was told by Mr. Beckett that they were a combination of retailers.

Cross-examined by Mr. Johnston, Irving said it was more satisfactory to sell to the wholesalers as it saved traveling expenses, bad debts, etc. To the Crown Attorney the witness admitted that if he sold to the Grocers' Wholesale Co. he would lose the rest of the wholesale trade.

"And you wanted to do business with them but could not because you were afraid of losing other trade?"

"Yes."

Did not Know How it Worked.

"You said the manufacturers were not losing anything; the wholesalers are getting a little more and the retailers are not losing. It must be the consumer who is paying, then?"

"I don't know how that works out."

To Mr. Johnston witness stated that at present an agreement to fix prices was under way with Mr. Beckett, but up to this time prices were made in New York by the manufacturer.

The court then adjourned till 2 o'clock, when R. L. Innis, secretary-treasurer of the Canadian Canners Consolidated, was called.

Would Get a Rebate.

He did not know of any agreement to limit the pack of the Canadian Canners, nor of any agreement with the wholesalers except that if they bought all their canned goods from the Consolidated Canners they would get a rebate. Any one could come in under this agreement. It was not restricted to guild members.

The Crown Attorney produced a letter from R. & J. H. Simpson, of Guelph, in which it was said: "We agree to confine our purchases of goods to your company (the Canadian Canners) and are willing to sign an agreement to that effect."

"How many of these letters did you get from wholesalers?"

"Between 120 and 140."

"What percentage of the wholesalers of Canada would that be?"

"About 80 per cent."

"Do you sell only to wholesalers?"

"We try to confine our trade to them exclusively."

"Did you ever sell to the Grocers' Wholesale Co. "

"Yes. We sold them in 1903 and and 1904."

"Did you have any agreement prior to 1905 with the guild?"

"No."

"You were incorporated in 1903 and in 1905 refused to sell?"

"Yes. Except to wholesalers."

"Was that on account of the guild?"

"No. For other reasons."

Refused to Sell.

"Why did you refuse to sell the Grocers' Wholesale Co.?"

"At that time the question came up to whom we would sell and we decided to sell only to wholesalers."

"Why did you refuse the Grocers' Wholesale Co.; are they not wholesalers?"

"Because they are a combination of retailers. I understand they do not pay dividends on capital invested the same as other companies do, but have a system whereby the shareholders, being retailers, get a rebate off purchases of a certain amount."

"Who put those ideas into your head?"

"Our business interests."

"Did the guild tell you all this?"

"I don't think so."

"Did you ever have any conversation with the guild about selling to the Grocers' Wholesale Co.?"

"Yes."

"What did they say?"

"They said we must confine our trade to wholesalers."

"Do you mean to say if you could sell a carload to Mr. Zealand's company you would not do it?"

"I mean that we must not antagonize our customers by selling to retailers."

"Did the guild tell you not to sell the Grocers' Wholesale Co.?"

"No. They cannot dictate to us as to whom we shall sell."

What is a Wholesaler?

Crown-Attorney Washington here asked if the Grocers' Wholesale Co. were not wholesalers, and wanted to know what a wholesale business means. "Mr. Zealand's company have no retail counter. How do you make them out retailers?"

The witness said they were retailers because they sold retail the goods they bought in their individual stores. He said he understood it was a scheme by which retailers bought direct from manufacturers.

"How about Graham, of Owen Sound?"

"He sold all his goods."

"Yes, but at cost."

"We have often done that."

"When did you refuse the Grocers' Wholesale Co.?"

"In the Spring of 1905."

Fixed Prices.

"You fixed prices at which your goods were to be sold?"

"Yes."

The rebate was given only to those who kept this selling price and who did no business with others outside the agreement?"

"Yes."

"Did you ever have any discussion with the guild as to selling the Grocers' Wholesale Co.?"

"I don't think I did."

"What else do you can besides fruits and vegetables?"

"Poultry, tongue and a little sauce."

Will Sell New Lines.

"Would you sell these goods to the Grocers' Wholesale Co.?"

"Yes, if they would buy them."

"Why would you sell these lines and not others?"

"They were new and we wanted to introduce them. We went to the retailer direct."

Mr. Johnston: "Have you sold to retailers at all during the last two or three years?"

"Yes. At the retail price."

"Will you sell the Grocers' Wholesale Co. at the retail price?"

"Yes."

"What is the best medium through which to sell your goods?"

"The wholesale house."

Higher Prices.

"If you could not sell to the wholesaler would your prices be any higher?"

"They would necessarily be. We would have to employ travelers and perhaps have some bad accounts."

"You said you discovered that the Grocers' Wholesale Co. was not a bona fide wholesale firm but a combination of retailers. How does their scheme work out?"

"It is a scheme by which the retailers try to get the wholesalers' profits."

"Did all the guild members buy from you?"

"No. Some did not."

"And are there some canners who are not in the consolidated?"

"Yes. A number of them."

"Could you compel wholesalers to buy only from you?"

"If they did not buy altogether from us they could not get the rebate."

"Suppose a man in Winnipeg bought a quarter carload and another man bought a whole carload, how would their prices be affected?"

"In shipping in small lots the freight would be higher, perhaps 35 cents a case."

"Then you could not sell in full cars and in small lots at the same price?"

"No."

"Then in selling in small lots instead of in wholesale lots, the price to the consumer would be enhanced?"

"Yes."

"You think it would cost him 10 per cent. more?"

"Yes."

No Unreasonable Profits.

"How do your prices compare with American prices?"

"With one or two exceptions we are lower."

"Then you do not make an unreasonprofit?"

"No."

"How many other canners are there in Canada besides you?"

"About 28 or 30."

"Then competition is quite keen?"

"Yes."

"And there is no monopoly?"

"Not yet," said the witness, with a smile.

Mr. Johnston's questioning was intended to bring out that there was no monopoly and that prices to the consumer were lowered instead of increased by the agreement to sell at wholesale prices to wholesalers.

Mr. Washington asked the witness where he got his information that the Grocers' Wholesale Co. was not really a wholesale firm.

The witness said he had got a list of their shareholders in Toronto, and had found out from a man in Aylmer.

To Cheapen Goods.

"I suppose the real object of your agreement with the wholesalers is to give the consumer cheap goods?" the Crown Attorney asked ironically.

"Well, perhaps that figures in it."

"Why was such an agreement not necessary 50 years ago?"

"There were no co-operative or departmental stores then."

"Do you make a greater profit now that you have a combine?"

"No. I don't think so."

"You don't, eh? Well, that's too bad. A very unhappy state of affairs."

To Mr. Johnston, witness said the combine enabled them to buy their materials cheaper and dispense with travelers, thus being able to sell cheaper.

The court then adjourned until Wednesday.

Newspapers Unfair.

Before leaving Mr. Johnston took exception to the reports that had appeared in certain papers. He read a number of scare headlines he had clipped and said the court proceedings were improperly recorded with a view to prejudicing the defence case, and unless it was stopped some of them would have a counsel's fees to pay. The magistrate agreed that such was the case and that the defence had but to apply to the court for redress.

Did You Get Rebate?

George Robertson, of Kingston, was the first witness on Wednesday. He had been a wholesaler since 1859, and for years after that bought sugar from refiners, but there came a time when he could not buy and get the rebate that was given guild members. He was asked to join the guild, but did not do so, for agreements he entered into before with wholesalers had not been kept.

"In 1898 were you refused sugar?" asked Crown Attorney Washington.

"No. I got sugar but no rebate."

"Would you have got it if you were in the Guild?"

"Yes."

"What was the effect on your business?"

"I finally entered into the sugar agreement and got the sugar."

"Suppose you had not agreed?"

"I would have got no sugar, except at list prices."

"Was there any other article you could not get."

"No."

The crown attorney produced a letter to Mr. Robertson, from the St. Lawrence Starch Co., which Mr. Johnston objected to as evidence, but the magistrate allowed, as having a bearing on the case. The letter spoke of the necessity of a re-arrangement of starch prices, and asked the witness to sign a declaration to maintain prices, and stated the discounts, etc., that would be allowed those who signed. A similar letter was produced from the Edwardsburg Starch Co., and one for syrup.

"The starch to stiffen his backbone and the syrup to sweeten his palate," commented Mr. Johnston.

Kept Agreement.

"Did you observe the starch agreements?" asked the crown attorney.

"Yes."

"Have any trouble?"

"No."

"How about tobacco?"

"I was told to keep the fixed prices, and I did so."

"Did you get a circular letter from the guild stating that a new agreement was coming into force regarding tobacco prices?"

"Yes."

(Continued in next issue).

WINDOWS AND INTERIORS

The Window as a Trade Getter—Putting Stuff Outside—Cut Flowers Pay and are Attractive—A Novel Idea.

Something was said here a week ago about the value of the store window as an advertising medium. It was all right, too. Now a word about the window as a trade getter. The right kind of advertising is always a trade getter, but there is a department of retailing that comes more particularly under this classification, trade getters. Some grocers, on the sprat and whale theory, give things away. Others buy cheap stuff and make a bargain sale. Some give premium tickets, though that foolishness has pretty nearly run its course. There are numberless other schemes, and they all cost money. An attractive window costs only the time taken in fixing it up. That is worth remembering.

An Inviting Window.

Numberless people have changed their grocers because of an attractive window. Next to cleanliness in the conduct of his business there's no "trade getter" the grocer can devise like dressing his window well and dressing it often.

A WINDOW THAT TALKS.

The accompanying illustration shows the window of W. H. Armitage, Carleton and Gerrard streets, Toronto. Wouldn't it look better if the material on the bench outside were taken in? To the writer the window looks attractive, and the outside stuff is a torn frill on a handsome skirt, or a hair in the gravy. But forget it, and the window is one to be proud of. The display is skillfully and artistically arranged, and suggests to every passing purchaser of foodstuffs "That is a good store."

INTERIOR ATTRACTIVENESS.

The wide-awake grocer is always on the lookout for new ideas that will enable him to further cement the feeling of good-fellowship between himself and his customers. In the first place, he must convert them to the idea that his grocery is the best in the town. In order to bring this about he will take every care to have the interior as neat and attractive as possible, the service prompt, and new features from time to time not only to brighten up the place but to lend additional interest to shopping, and give an impetus to business, which is apt to get into a rut when the old routine is adhered to year in and year out without variation.

A DELUSIVE CRACK.

A novel idea in window "dressing" was shown at a store in St. Paul this week. To the casual observers the window had a big hole in it, and cracks apparently radiated from the aperture in all directions, while inside were a few pieces of broken glass, and a rock labeled, "This is what broke it." Upon close inspection, however, the beholder discovered that the window wasn't broken at all. Some old pieces of glass had been ingeniously pasted on the inside of the window.

A similar display was made by Ira Farr, who, however, made the representation to resemble a window through which a 2 x 4 had been thrown. It was so realistic that the owners of the building sent an insurance adjuster around to adjust the "loss."

FLOWERS PROFITABLE.

One feature that has been successfully worked out by many grocers is the stocking of cut flowers. If anything will attract a crowd to a grocery store it is a display of cut flowers. Once a customer has been secured for even half a dozen carnations, it rests entirely with a salesman whether her purchases are to be increased or not. City grocers are unanimous in saying there is a nice margin of profit in cut flowers, and that they more than pay for themselves in brightening up the store and attracting additional trade.—Grocer, London, Eng.

KEEP ON GROWING.

Keep on growing. Never be satisfied, because once you are satisfied, endeavor will cease and the first thing you know you will be on the retrograde.

It does not pay to be satisfied. This is the age when the hustler wins trade, and, if he is a man who keeps his word, he will hold that which he gathers in.

Do not let up; plan ahead and continue efforts to improve.—The Hardware Trade.

PERSONAL.

Victor Herrick, St. Clemens, Ont., general merchant, is building himself a very nice residence.

S. J. Douglas, of Douglas & Ratcliff, has left on a two weeks' trip to the Winnipeg branch of his firm.

E. S. Jones, of R. D. Martin, grain exporter, has left Montreal for Europe. He will be absent about one month.

B. E. Miller, of the Red Rose Tea selling staff, spent a recent Sunday with his mother (and another) in Lindsay, Ont.

Duncan McClean, of W. A. McClean & Co., Owen Sound, is contemplating a holiday trip to the west, combining business and pleasure.

T. Ellis, of T. F. Ellis & Co., Mount Forest, Ont., whose happy smile is the joy of many customers, is contemplating a holiday trip to the Old Country.

F. T. Hill, of Hill & Co., general merchants, Owen Sound, Ont., has returned from New York, where he was making purchases in some lines of dry goods. He had an enjoyable trip.

CANNERS' CROPS AND PRICES

Advices from Three Principal Districts—Some Views as to Prices—Crop Outlook and Prices to be Higher.

The canning industry in Ontario is in a general way located in three districts—the Picton and Belleville, the Niagara Peninsula and Essex and Kent Counties. These might be termed the eastern, middle and western districts.

Continuing the crop outlook and price inquiry begun last week, the following advices will be interesting :

In the East.

"The fruit crop in our section is looking very fair. It looks now as if it would be an average crop, but plums are about a failure in this locality. Vegetables are looking well."

"The prospect for peas in our locality is bright at the moment of writing, but the acreage is very limited. Tomatoes are late in starting and have sustained some injury from frost, but on the whole the outlook at present is for an average crop. Corn is also backward and area planted limited. Berries are very limited in acreage and plots badly injured by the Winter."

"At present peas, corn and tomatoes are looking fine, although it is much too early in the season to make any reliable statement as to the outcome. Strawberries are scarce, owing to the plants being killed by the open Winter. Raspberries will be a fair crop, provided we get the necessary showers. Plums will be very scarce, but the prospects for pears and peaches are very good. Early apples will be a fairly good crop, but late varieties will be comparatively light."

Centre.

"The outlook for apples, pears and cherries is a full crop. Vegetables are not grown in any quantity for market in this district. It is too early yet to say anything regarding prices for this year's crop, but the chances are that they will be very fair."

"Apples, pears, cherries, grapes, peaches and berries promise fairly well. The bloom on the blackberries is particularly heavy, while the roots of strawberry plants have apparently suffered and will not mature a full crop unless the weather continues showery. Tomatoes were planted in large quantity and the plants are doing very well. Corn looks well."

And West.

"The fruit prospects as a whole are very fair in this district. The tomato crop for canning purposes will be less than last year by perhaps 25 per cent. from drought. The recent heavy rains came just too late to save many of the newly set-out plants. Strawberries will be a medium crop and plums very light, peaches nearly as heavy as last year; pears and cherries a heavy crop. Neither strawberries nor raspberries will be very cheap owing to the fact that the canning factories are buying all they can at prices in advance of those paid for at least the last ten years."

"The outlook for tomatoes is only fair. While the acreage was larger than last year to start with, the late frost and later the tremendous storm of a fortnight ago, has much reduced the total, and perhaps 75 per cent. of last year is now all that is looked for in our district. In apples the crop outlook is much better, and there should be a full crop, except where the storm struck us."

"All kinds of small fruits seem to promise well so far. Cherries are fair. Plums and pears promise well. Grapes are good, and so are peaches, but the latter are not much grown here. Apples promise an abundant crop. They were a lamentable failure last year. We could not purchase in the county anything like what we wanted, but this year we expect a large crop of all kinds."

A western canner seen by a Canadian Grocer representative stated that some of the farmers in his district had planted out their tomatoes three or four times, but with favorable weather conditions they looked now for a large crop.

Prices of New Pack.

The question of the prices at which the new pack will open is not a matter of meets and bounds. On the market district lines are obliterated. The determining factors in the price, assuming fair competition, aside from crop results, are cost of raw material and cost of labor. These have advanced, and the indications now are for higher prices, especially as the new pack will come upon nearly bare markets in all lines.

Here are some packers' opinions :

"There is no doubt that the ruling prices for fruits and vegetables will be much higher this season than last for several good reasons. A general increase in all wages, the abnormal price of tin and solder, along with an increase in the cost of raw material, will assuredly affect the opening prices of canned goods."

"Regarding the opening price of new pack, we are not in the confidence of those who have most to say in the making, and as their ideas might, considered from a supply and demand standpoint, be regarded as somewhat erratic, of course it keeps us guessing. However, we think that they, having an eye to material things, will probably forego the gratification of sentiment and fix the price somewhat in advance of last season on many lines."

Asked regarding the evaporated apple market, a canner replied :

"The market seems quite bare of evaporated apples, and should open strong. Our agents and correspondents in Manitoba, England, Holland, Belmarket for dried apples. Since June 1 we have received many inquiries."

MORE EXHIBITION PRIZES.

The prize list of the Canadian National Exhibition, to be held in Toronto, Ont., Aug. 27 to Sept. 10, which is now being distributed, is materially increased in nearly every department. In the horse department classes have been added for Welsh, Shetland and hackney ponies, and the prizes in the first section of the breeding classes have in several instances been doubled. It has also been decided to award the premiums in the trials of speed on the three-heat plan, each heat to be considered a completed contest and the money to be divided according to the place won in each heat. The Dominion Short Horn Association having increased their grant for prizes to $2,000 the exhibition management have responded with a like amount; so that there is considerable expansion also in the cattle department. In the sheep division wether sections have been added to each breed of sheep. In this connection it might be mentioned that the management are making arrangements that will enable sheep to be judged under cover. In the poultry department a number of sections have been added and the list has been increased by an extra number of specials.

Several changes have been made in the dairy department and the building is to be supplied with improved cold storage. In the floral division a prize is added for the best and most original floral design. Several sections recommended by the Ontario Beekeepers' Association have been added to the honey classes. Several sections have also been added to the women's and children's departments. The total increase all round amounts to close upon $4,000, which means that the aggregate sum given in premiums by the Canadian National Exhibition is approaching the $50,000 mark. Entries are set to close on August 4.

FIGHT FOR WOOL.

At Chesley a contest is on between Halliday & Stinson, the wool buyers, and the mills. Last week the price of washed wool reached 38c.

STORE METHOD AND AD WRITING

A Successful Tobacco Department— Keeping Goods that can be Recommended—A Good Advertisement.

The accompanying advertisement by Taylor & Hunter, of Sudbury, is a good one. It's better than that. Any resident of the Soo who has to buy tea would be interested in it at once, and because of the fine style in which it is set up there's not much chance of his or her missing it, no matter how hurridly he or she skims through the local paper.

It is written by one who knows what he is talking about, and the way those prices stand out simply makes the tea-buyer read it. If one has a fancy for tea—and there are very few who have not when they get it good—that ad will make them want to sample Taylor & Hunter's.

If every retailer in Canada would set his mind to it and get out ads as good as this, advertising would be on a much higher level than now.

A CATCHY SIGN.

The writer recently entered Stennett Bros. grocery in that favored section of Toronto known as "The Beach." The attraction was a sign in the window reading :

I SELL
TOBACCO
AND
CIGARS

Questioned about this department, the grocer said it brought him quite an extensive trade. A case containing the goods was situated where it could not be overlooked, and the proprietor invited an inspection of it. This "silent salesman" was not very large, about 2 x 2 x 3 feet, and had three divisions. On the top shelf was an assortment of pipes. In the centre compartment no less than ten different brands of cigars were shown, and below was a variety of package smoking tobacco.

The case and everything in and about it was scrupulously clean and neat as a pin. The goods were arranged with a first-rate idea of display. The case was placed where it could not escape the notice of anyone entering the store.

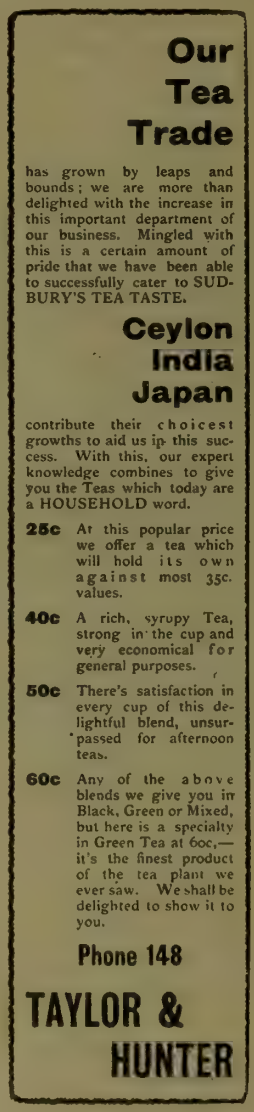
Stennett Bros. know how to handle tobacco, and, as is usually the case, their progressive method is applied throughout the store. The visitor noticed a very fine display of canned and bottled goods, and asked if —— brand of jam was kept. The reply was : "No. That's a good line. But I am stocked up with ——."

"Do you have any call for it," he was asked.

"Not particularly. When I said it was a good line I meant I knew the quality was reliable and, therefore, I could recommend it to customers who didn't stipulate any brand, just as I do with the line I carry."

A customer entered the store and asked for a tin of salmon. The Grocer demonstrated his method by quoting three prices, and adding of the last and highest, "I can recommend that line."

That is the way a firm gets the confidence of its customers. That is progressive retailing.


Our Tea Trade
has grown by leaps and bounds; we are more than delighted with the increase in this important department of our business. Mingled with this is a certain amount of pride that we have been able to successfully cater to SUDBURY'S TEA TASTE.
Ceylon
India
Japan
contribute their choicest growths to aid us in this success. With this, our expert knowledge combines to give you the Teas which today are a HOUSEHOLD word.
25c At this popular price we offer a tea which will hold its own against most 35c. values.
40c A rich, syrupy Tea, strong in the cup and very economical for general purposes.
50c There's satisfaction in every cup of this delightful blend, unsurpassed for afternoon teas.
60c Any of the above blends we give you in Black, Green or Mixed, but here is a specialty in Green Tea at 60c,— it's the finest product of the tea plant we ever saw. We shall be delighted to show it to you.
Phone 148
TAYLOR & HUNTER

HEADINGS.

So many advertisers do not realize the value of headlines in advertising. The headlines of an advertisement should always be so constructed as to enable the reader to form some idea of the nature of the advertisement at a glance. In small ads, of course this is often impossible, but these small ads of a few lines are quickly read, while an ad of two, three or more inches are passed unless the reader is enabled to form some idea of their nature through the headlines. So many ads are so worded that the reader must read clear through to the bottom before he is able to tell what the advertiser is driving at. By this it would seem that the advertiser thinks that this is the best policy in order to get people to read his ad, but this is a great mistake. But very few are going to take time to wade clear through a long-winded advertisement to find out what it is all about. The advertiser should remember that his ad is to attract only a certain class of people, those who are likely to be interested in his particular line, therefore he should try his best to make the headlines attract the eye of these people. A person is interested in a certain line and sees an ad in which the headlines tell him the ad is along the line in which he is interested, he will stop and read it through, while if the head lines fail to tell the nature of the ad it is skipped over and it matters not how strong or how well written and effective the ad may be, it fails because it does not have a chance to prove its worth, as one cannot tell at a glance what it is driving at.—Selected.

BLOTTER ADVERTISING.

A little scheme that is profitable in the blotter line is that of issuing a blotter regularly once a month on the first, the blotter bearing a calendar for the coming month. This makes the blotter a distinctive one and gives it a merit above that of most of its fellows. The calendar blotter, if it is as good as the rest, will be the one to be used longest.

Then let your blotters be the best obtainable and do not put too much reading on them. A few clearly printed lines or pointed facts will present themselves in their entirety to a man every time he looks at the blotter. A long dissertation that taxes the limits of the blotter is not likely to be read even once. Another thing; don't send out blotters without the ink being dry on them. A man won't be pleased at getting his fingers all black when he rubs them over the back of your blotter.

A. A. B.

"White space" counts in advertising, but not in a yellow journal.

* * *

Some advertisers use large space for small expressions. Judicious advertising is the happy medium between silence and uproar.

BUSINESS NOTES.

Geo. T. Whelpley, grocer, Fredericton, N.B., is dead.

W. Brown has started a grocery and bakery in Schomberg.

E. Hughes, confectioner, Toronto, Ont., has been burnt out.

E. Murphy, grocer, Mt. Forest, had his stable burned a few weeks ago and lost three valuable horses.

C. Coulter has taken out a permit to build a grocery store, corner of Arthur and Bellwoods, Toronto.

"Solid Comfort," Port Colborne, Ont., reopened on June 15. Many southerners are expected this Summer.

The Seldon House at Owen Sound has been reopened after being quarantined because of an alleged case of smallpox.

John Davis, for many years a china and crockery merchant in Hamilton, Ont., is dead. He was born in Bristol, Eng., 63 years ago.

T. Coulter, Port Robinson, Welland County, Ont., is largely interested in the gas wells. He has secured leases on much promising territory.

J. A. Armour, grocer, Owen Sound, Ont., came to Toronto with a friend recently and they rode home together in the friend's new automobile.

W. D. Airth, Barrie, Ont., has sold out his grocery business to H. Wyles, a resident in the Simcoe County seat for some time and formerly a farmer.

C. S. St. John has been appointed by the Queen City Wine Co., of Toronto, sole agent for that firm in the Province of Quebec. Mr. St. John will carry a complete stock of samples.

J. C. Best, grocer, Strathroy, Ont., moved into his new place of business a month ago and finds the change very satisfactory. It has a plate glass front and is fixed up in fine style.

Geo. King, the Wingham, Ont., grocer, is an expert horseman and does considerable business in that line. He got a team of nice ones last week in which he takes considerable pride.

McClarity Bros., prominent grocers of Owen Sound, Ont., purchased recently in Boston, Mass., a valuable trotting mare. After she is trained they expect her to give a good account of herself.

T. M. Charlton, grocer, Huron street and Sussex avenue, Toronto, has sold out to G. H. Cooper, who has a store on Spadina avenue, south of Queen street. Mr. Cooper will take possession July 1.

T. S. Ford, of Mitchell, Ont., is a very busy man at present preparing for the visit of Old Country bowlers. He has scarcely time to talk to travelers, except to assure them that business at his big general store is brisk.

A. E. Elliott, Brooklin, Ont., is building a considerable addition to his general store. He will install his grocery department in the new wing and will then be in a position to handle the increasing trade coming to him.

W. J. Irwin, of Clinton, Ont., is contemplating a holiday trip in the west where he has two sons, one at Moose Jaw and the other at Calgary, both doing well. Mr. Irwin is very much impressed with the possibilities of the west.

"J. S. Ireland the crockery king of Mount Forest, Ont.," said a jovial traveler to The Grocer this week, "says business is fully up to expectations, but he is still bent on bettering things and is fixing up his store for still bigger trade."

Chas. Gardiner, of Mt. Forest, occasionally takes a holiday trout fishing. He recently had a very successful outing, and a traveler who passed that way and dined on some of the trout has great admiration for the merchant's skill with the rod and line.

In Montreal recently the Smart Bag Company took out a building permit for the erection of their new factory. The building will be situated on Mullins street, is to be a three-storey structure and the estimated cost is $50,000. The building will be 125 feet by 75 feet.

The Robert Greig Co., Toronto, have changed their representative in the Lower Provinces, T. J. Gallagher, of Moncton, N.B., will henceforth look after their interests there. He has been on the ground for a number of years and has established a first-class connection. No doubt the company's business in the east will respond accordingly.

Mr. J. H. Gaffney, of Brockville, has accepted a position as traveling salesman for Mayell & Co., wholesale dealers in spices and grocers' sundries, of Toronto. He will represent the firm in Eastern Ontario with headquarters in his home town. Mr. Gaffney has every qualification for a successful salesman and The Canadian Grocer wishes him every success.

The other Monday morning a G.T.R. freight train met with an accident near Fergus and delayed the passengers a couple of hours. When Palmerston was reached the train they should have connected with had gone and fifty commercial travelers spent the day there. It was just one of those annoyances of the road the Grand Trunk might remedy if it would.

About 4 o'clock on a recent Friday afternoon a doctor's horse in Uxbridge took fright at some papers blowing about the street. When the doctor put his strength into the lines the bit broke and the horse dashed towards J. F. Brownscombe & Co's plate glass front as if it would go through. Two of the young women clerks in the shop fainted. One came around all right, but the other had a weak heart and two doctors worked over her two hours before she was able to be sent home. The horse was stopped short of the window.

OLD ACCOUNTS EXCEEDED STOCK.

Sold Out and Went Collecting—Started Cash Store.

Think of a grocer giving up business to collect his outstanding accounts! It seems funny, too; but it is a fact. A grocer started business on Queen street west, Toronto, over 30 years ago, did a large credit trade and found after some years that the accounts that had got behind amounted to more than his entire stock in trade.

He thought it was time to quit; so he sold out and spent the next two years collecting the old accounts. They amounted to $2,700 and he recovered $2,000 of it.

The loss was more than a quarter of the gross business represented by the accounts. That was the merchant's lesson. He started business again on a strictly cash basis and has a good store to-day.

HINTS TO BUYERS.

Forty-eight half chests of No. 4 Condor Japan tea have been received by the E. D. Marceau Company, of Montreal. These teas are of the finest quality, the flavor being unsurpassed.

Laporte, Martin & Cie., Limited, are now taking orders for vermicelli, macaroni, etc., for a prominent French firm whom they represent.

It would be a good plan for the grocer to obtain Laporte, Martin & Cie.'s prices on Roquefort cheese before buying elsewhere.

Minto Bros., Toronto, of Melagama tea fame, are issuing a handsome new showcard advertising their specialty. Customers and intending customers are requested to send their addresses, when one will be mailed them with the greatest of pleasure.

Laporte, Martin & Cie., Limited, are selling agents for the famous Buffet and High Life brands of Milwaukee beer, put up by the Fred Miller Brewing Company.

TWO TIMELY TWISTERS

"Query" Asks Questions not Easily Disposed of—Who is Wholesaler and Who Retailer in Grocery Business?

The following letter, addressed to the editor of The Canadian Grocer, is from a gentleman of long experience in trade, and few are better qualified to discuss the issue he raises :

Dear Sir :—Perhaps through the medium of your columns two questions will be answered to the satisfaction of a large number of your readers.

1. What is a wholesale grocer ?
2. What is a retail grocer ?

I ask these questions not in a controversial spirit but simply to endeavor if possible to settle a point about which at the present time there is much discussion amongst the grocery trade generally. Repeatedly during the police court investigation being held in Hamilton, Ont., matters bearing on the question have come out in the evidence, but up to the present nothing has transpired which could be taken as drawing the line between "wholesale" and "retail" and definitely settling which is which.

Quite recently I have put the first question to three so-called wholesale grocers and in each case got a different answer. The first said that a retail grocer was one who sold to consumers, therefore a wholesale grocer was one who did not sell to consumers direct. If this is correct, how many strictly wholesale grocers are there here or elsewhere ? Is not an hotelkeeper a consumer ? And if so, is not the big hotelkeeper with an average of one or two hundred guests in his house just as much a consumer as the small hotelkeeper who lays a table for eight or ten people only ? How about lumbermen, boarding-house keepers, public institutions, etc. ?

The second wholesale grocer whom I asked gave this reply : "A wholesale grocer is one who has no retail counter in his store or warehouse." But does this answer the question ? And does the answer coincide with the first answer ? Nothing is said about consumers here.

The third gentleman to whom I put the same question replied that a wholesale grocer was one who sold groceries in wholesale quantities to the retail trade and not to consumers—that any connection with the retail trade direct or indirect disqualified him from being legitimately "wholesale"—that if a company, or any of its stockholders, should be retail merchants the said company could not be recognized as "wholesale."

Such an answer as this makes the whole question appear more than complex. A large number of the wholesale grocery companies doing business in Ontario are joint stock companies. Who is to know who the shareholders are — whether they are retailers or what they are ? And does one retail stockholder in a company make the company a retail grocery company ? If not, how many will it take to make it retail ? And so on ad infinitum.

Sir, it appears to me that if there is any definite line between the wholesale and retail trade it is high time that those occupied and interested in the trade knew where to draw it. In Great Britain the question very rarely arises ; in fact, the leading English manufacturers publish price lists showing a special discount for quantity—in other words, the man who buys a large quantity for cash gets his goods at a lower price than the man who buys a small quantity for cash and at much lower prices than the man who buys a small quantity and wants time to pay for his purchase.

In conclusion, let me ask another question : If I have £1,000 which I want to invest in tea, should I not reasonably be expected to make a purchase on just as favorable terms and at just as low a price as anyone else ? Would it not be immaterial whether I was a wholesale or retail grocer or a consumer, provided of course I knew value in tea and the right source to buy it from ?

Yours truly,
QUERY.

Toronto, June 11, 1906.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

700. Apples—Newcastle fruit firm invites correspondence.

701. Apples, Pears and Tomatoes—Associated Fruit Merchants of Newcastle desire to hear from shippers. Regular shipments a necessity.

702. Apples, Pears and Tomatoes—Large firm of Newcastle fruit merchants desires to get in direct communication with packers.

703. Apples—North of England fruit firm invite correspondence for the shipment of Canadian apples in large quantities, c.i.f. Newcastle.

705. Butter and Eggs—East Coast firm of butter importers desires to get in touch with shippers.

706. Canned Goods, etc.—Yorkshire firm with many branches in the west riding desires to get in touch with Canadian exporters of canned goods, hog products, butter, cheese and eggs.

707. Canned Meats, etc.—East Coast firm desires to get in touch with exporters.

708. Apples—Newcastle firm are open to hear from Canadian apple growers.

709. Butter, Eggs, etc.—East Coast produce firm desires to get in touch with Canadian shippers.

710. Hog Products, etc.— Yorkshire firm of produce merchants desires direct communication with Canadian exporters.

711. Hog Products, etc.—East Coast produce firm desires direct communication with Canadian exporters.

712. Apples—North country fruit importer desires to get in touch with growers.

713. Fruit—Yorkshire fruit firm, with capacity of 450 barrels per week, desires to get in touch with Canadian exporters.

715. Apples—Yorkshire firm makes inquiry for direct exporters of Canadian apples, regular shipments 300 barrels per week.

716. Apples—North country fruit merchant desires to open up trade connections with apple shippers in Canada.

717. Hog Products, etc.—Yorkshire produce firm desires to open up trade connections with Canadian exporters of hog products, cheese and canned goods.

718. Apples—North country fruit importer desires to get into direct communication with shippers.

719. Apples—Inquiry is made for Canadian exporters of apples.

720. Apples—North country fruit importer is desirous of getting into touch with exporters.

722. Agent— Large British firm of cork growers and manufacturers makes inquiry for a reliable house or agent having connections with brewers, wine merchants and mineral water manufacturers with a view to extending their trade for corks of a high grade in Canada.

723. Apples—Inquiry is made for a reliable firm of Canadian apple shippers.

725. Animal Charcoal—Bristol firm manufacturing animal charcoal would like to hear from Canadian sugar refiners who are open to do business.

726. Agent—Bristol firm of confectioners desire a reliable agent to push their goods in the Canadian market (fancy floral cachous, medicated lozenges, etc.).

728. Tinned Meats, etc.—Bristol firm wants agencies for Canadian manufacturers of tinned meats.

E. Berwick, of Berwick & Co., Owen Sound, takes a lively interest in the Union Sunday School picnic, this year, to Niagara Falls, on Friday of this week. He deserves much enjoyment from his efforts for the young folk.

EDMONTON'S CALL FOR FACTORIES

History's Lesson for the Manufacturers of Eastern Canada—Transportation, Market, Raw Material.

Edmonton offers to the Eastern Canada manufacturers some very attractive inducements to follow the movement westward and establish in the Alberta capital branch factories, which in less than a generation will probably be as large as, or larger than, the present size of the parent factories in the east. Edmonton is calling for industries, a large and rapidly increasing market in the vicinity of Edmonton is calling for manufactured goods; and Edmonton's call will not long remain unheeded, the Alberta market will not always be supplied with manufactured goods from the east. Manufacturers will appreciate the opportunities in Edmonton and they who "get in on the ground floor," those who are first to commence operations, will reap the largest benefits. If Canadian manufacturers do not seize the opportunity others will.

The Lesson of History.

Perhaps the Canadian manufacturer who reads this will remark that it is an old story, that the market is limited and he can very well continue to supply it from his eastern factory, that Edmonton is an over-boomed town, that there is bound to be a crash sooner or later, that the time isn't yet ripe for branching out in the west.

But what is the lesson of history? From the very first, Western Canada has suffered (and the east has also suffered) from the timidity and lack of confidence of the people of Eastern Canada. It was only after a bitter political struggle that the building of the C. P. R. was accomplished. Probably only a few of those who supported Sir John A. Macdonald and Sir Charles Tupper in the fight for the building of the first transcontinental really had any measure of their enthusiasm and confidence. The personal magnetism of the leaders and loyalty to party—these were the factors which had the most potent influence in securing the support of the vast majority of those who voted for the construction of the C. P. R.

The great majority of both political parties lacked faith and were wanting in those powers of imagination without which men can accomplish very little constructive work.

The Initial Boom.

When the C. P. R. was building adventurous and restless spirits from the older provinces moved west, and very soon their hope of agricultural, commercial and industrial possibilities became profound conviction. They began to tell their eastern friends of the great opportunities in the new Canada beyond the lakes.

The boom of the early '80's, an east-Canadian boom almost wholly, rose and fell, enthusiasm waned, faith turned to doubt and for ten years the east lost interest in the west. The dauntless spirit of those whom the prairies had adopted kept up the propaganda and a few responded to their call.

But Eastern Canada merely shrugged its shoulders and laughed at the enthusiasm which seized every man who moved west. It was plainly hinted that the western air was hard on truthfulness and the west was jokingly referred to as

"That bourne from which no truthful traveler e'er returns."

Eastern Canada lacked faith!

Still Wanted Men.

The west still called for Ontario farmers and there still traveled eastward the same stories of the fertility of the western soil. Two Ontario counties, Huron and Bruce, responded to the call, but for the most part the invitation came to too cautious or unheeding ears. There could be nothing but "western blow" in the stories he heard of western opportunities. So the eastern farmer stayed where he was, in many cases to eke out a scanty existence on a stoney 50 acres when he could have had for the asking 160 acres of the most fertile soil in Canada.

The Eastern Canada farmer lacked faith!

No one now doubts the agricultural possibilities of the west for they have been proven by a succession of golden harvests, and thousands are moving into the land of promise. The appeal to Eastern Canada had for years fallen upon deaf and skeptical ears, and the west then turned to the United States with its story; and the result was that in two years more settlers came from the United States than had come from Eastern Canada in the preceding ten years.

The Manufacturers' Testing.

Will the Eastern Canada manufacturer be wiser than was the Eastern Canada farmer from 1885 to 1900? Just as insistently as the west called to the east for settlers it is now calling for manufacturers, and with stronger claims, for while there is still plenty of land for the newcomer, the manufacturing trade, once secured, will be held, and those that get in now will grow with the country.

Winnipeg, Regina, Calgary, Edmonton and other centres present strong claims upon the serious attention of the eastern manufacturer and it remains to be seen whether he will profit by the lesson of the last two decades, or whether he will wait for the American manufacturer, with his optimistic aggressiveness, to show him the way. Does the Eastern Canada manufacturer also lack faith? The next two years will answer the question.

American capital has reaped the largest profits from land speculations, and there is now very little land remaining which can be obtained by capitalists en bloc; but American faith in the future of Western Canada is growing stronger every day and there is nothing more sure than that if the Canadian manufacturer does not soon awaken to his opportunities, American capital will very shortly build large factories in the farthest west. People will not forever be content to send 2,000 miles east for their goods, and the manufacturers who first commence to supply Alberta with goods "made in Alberta" will be apt to secure and hold the Alberta trade. The market is already a large one, but it is only in its infancy. A generation from now it is more than likely that the population west of the lakes will be larger than the population east and the western market will be larger than the eastern! Will it be served by Canadian manufacturers who have established their factories in the west or will it belong to the alert Americans?

What Edmonton Offers.

What, then, are the special advantages which Edmonton offers to the manufacturer? Cheap power, abundance of raw material, good transportation facinties for the assembling of raw materials and for the distribution of the finished products, and proximity to a good market—these are the principal requirements of a good manufacturing town, and all of these Edmonton has to offer.

Cheap Power.

Is there any other place in the world where abundance of good coal may be had at $1.50 per ton, where expensive mining operations are not required, but where the coal may be loaded directly into barges and wagons? This is what Edmonton has to offer in the way of cheap fuel and consequently cheap

power, and apparently she can offer it in practically unlimited quantities. For miles in all directions from Edmonton there is abundance of good coal at a very small depth below the surface of the ground. Extensive mining operations have not yet been attempted; no shafts have yet been sunk, all the mining being done on the level. The coal has practically all been obtained along the high river banks into which the miners dig and load their coal directly into barges. Until a short time ago coal was selling in Edmonton at $1.50 per ton; at the present time, owing to temporary circumstances, the price is a little higher. Practically the whole cost is transportation, and as teamsters are now commanding wages of $4.50 to $5 per day, as compared with $3 a short time ago, the price of coal has been slightly advanced. With mining operations on a large scale and up-to-date methods of delivery, coal will be less than $1.50 per ton. This coal is well adapted for both manufacturing and domestic purposes, and there are great opportunities for the development in Edmonton of an immense coal mining industry.

Coal being so cheap, little attention has yet been paid to the development of water power; but Edmonton is rich in "white coal" as well as in black, and should the supply of the latter ever be exhausted there is any amount of the former now going to waste. The city now has its own electric light and water plants and is prepared to assist small industries by supplying cheap power, water and light.

Transportation Facilities.

Abundant raw material for various industries is also close at hand, but as this phase of the situation can be best treated by example it is discussed below in connection with specific industries. Equally important is the question of transportation. Two railways, the C.P.R. and the C.N.R., now serve Edmonton and a third, the G.T.P., is assured in the very near future. While the plans of James J. Hill are not yet definitely known, it is unlikely that he will overlook Edmonton. It may therefore be safely assumed that in the very near future Edmonton will be served by four different railroads.

The Market.

What of the market for Edmonton-manufactured goods? Not so large yet as it very soon will be, but nevertheless a market of respectable proportions. Moreover, it is a market with larger proportionate buying powers than a market in the east. Westerners make money more easily than easterners and they spend it more readily. At the present rate of immigration it will be a very short time until there are as many people west of Winnipeg as east. The manufacturer first in the field will possess a very considerable advantage. Some manufacturers somewhere will very soon appreciate the possibilities of profit in supplying western people with western-made goods. If the Canadian manufacturers do not seize the opportunity others will.

Opening for Packing Houses.

The farmers in the Edmonton section of the west do not, like their fellows in Saskatchewan and Manitoba, devote all their energies to the growing of wheat, but go in for mixed farming and the raising of stock. There would be large profit in the raising of hogs if an adequate market were provided. The majority of the farmers come from the corn states of the republic and have been accustomed to raising hogs. Alberta can grow the best of barley and, as everyone in the business knows, the Canadian barley-fed bacon is much in favor on the English market. The natural pasture is also well adapted to feeding hogs, and clover and alsike are easily grown. Scores of American farmers living in Alberta have told the secretary of the Edmonton Board of Trade that they would raise hogs if they had a market. Within 100 miles, or easy shipping distance, of Edmonton there are, at the very lowest estimate, 15,000 farmers. When the industry was established a million hogs a year would not be too much to expect from them.

As a home market the industry would have from Manitoba to the Pacific, now largely supplied with American products, and on goods for export the C.P.R. is prepared to quote a rate from Edmonton to Liverpool only one-half cent per pound higher than the rate from Eastern Canada. The lower cost of raw material would more than counterbalance this disadvantage.

Soap Makers.

As a consumer of by-product the soap factory is a natural adjunct of the packing industry. At the present time there are two soap factories in the west with a third projected in Saskatoon. These factories can not supply the rapidly growing western market. Eastern-made soap is sent in by the carload. A factory in Edmonton would be in a splendid position to compete for western business.

Although Edmonton is a milling centre of considerable importance, every pound of biscuits consumed in Alberta is brought hundreds and thousands of miles over railroads which have already hauled east the wheat or flour of which the biscuits are made. Is it reasonable to suppose that this will continue indefinitely? There can be but one answer, and again the question arises whether the industries of the Edmonton to be will be built by Canadian or by American capital.

Coal Mining near Edmonton.

Flour and Cereal Mills.

Already the flour milling industry of Edmonton and the neighboring town of Strathcona has reached large proportions, but it is capable of great expansion and the production of cereals has scarcely commenced. Oats weighing 40 pounds per bushel are ordinary in Alberta and 48-pound oats are not un-

common. In many quarters the impression seems to prevail that the only Winter wheat section in the west is in Southern Alberta but this is a mistake as it has been demonstrated that the best Winter wheat in the world can be grown in northern and central Alberta. It is now being grown successfully in the vicinity of Edmonton but it has attracted comparatively little attention. Sanday & Co., the Liverpool grain firm, who purchase probably more actual grain than any other firm in the world, were so much impressed with the superiority of the red Winter wheat grown near Edmonton that as an experiment they bought 16,000 bushels at an advance of 4 cents per bushel over the price of No. 1 northern. This is equal to an advance of 1 cent per bushel over No. 1 hard wheat. There are three mills in Edmonton and seven in the vicinity.

There is a heavy demand in the west for building material, including paint, and consequently a large market for linseed oil, which makes the opportunity for linseed oil mills at Edmonton. The Alberta climate is admirably adapted for the growing of flax.

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Beauty Spots in Edmonton.

Pressed Brick Works.

The manufacture in Edmonton of pressed bricks is already a very considerable industry and the product is entirely consumed in the home market. Orders have come unsolicited from as far east as Winnipeg, but Edmonton manufacturers are not yet able to fill them. This industry is capable of large expansion.

Edmonton is also a lumbering centre of some importance, the mills cutting about 20,000,000 feet of lumber last year. A new mill is now being built which, it is estimated, will increase the output 50 per cent. The timber is brought down the Saskatchewan River and the supply will last for many years to come.

An integral part of the lumber industry is the planing mill and sash and door factory, and they are on a large scale in Edmonton. These manufacturers are branching out and are now making a fine line of bank and office fittings as well as store fixtures, etc.

Manufacturers Coming.

In three months' time the Canadian Manufacturers' Association will come west to their annual convention in Winnipeg. Following the convention there is to be a tour of the west, and Edmonton is among the points to be visited. Manufacturers will then have opportunity to see for themselves the solid advantages which Edmonton has to offer. They will appreciate the opportunities offered by cheap power, unsurpassed distributing facilities and a rapidly growing market. They will also appreciate the equitable system of taxation in force in Edmonton, for the city has practically a single tax. Land values only are taxed and a manufacturer is not fined by the city, by way of increased taxes, when he erects valuable buildings. Moreover, the rate of taxation is not high, the average for several years having been about 16 mills.

When they consider all these advantages, it is confidently believed that many Canadian manufacturers on their western tour will decide to establish branches in Edmonton. One thing is certain, industries Edmonton must and will have; whether Canadian or American remains to be seen.

COMPANIES INCORPORATED.

The Beamsville Preserving Co. has obtained a provincial charter. The provisional directors are E. D'I. Smith, E. A. Armstrong, T. E. Owens and J. F. Beringer. The head office is at Beamsville, and the capital stock is $60,000.

The Sutcliffe-Edmison Co. have been granted a charter to manufacture, buy, sell and deal in goods, wares and merchandise. The capital stock is $50,000, and the head office is at Toronto. The provisional directors are J. A. Sutcliffe, H. H. Edmison and J. W. Cowan.

EDMONTON, THE GOLDEN

A Century's Slow Growth and Recent Rapid Rise—What is Behind it?—Its Trade and Commerce.

Magnificently situated on a high bank overlooking a curve in the North Saskatchewan, it is small wonder that from the earliest visits of adventurous white men wandering far from the remotest confines of civilization, Edmonton's location has impressed all who visited it as a spot marked by nature for the site of a great city. The first impression of a visitor to Edmonton to-day is the natural grandeur of its situation.

It was more than a century ago, when the American Republic was still in swaddling clothes, when "Canada" meant Quebec and Montreal—in 1795, to be exact—when the Hudson Bay traders founded a trading station on the north bank of the upper Saskatchewan River and called it Fort Edmonton. Tradition has it that Edmonton was built to compete with Fort Augustus, a fur trading station which had been founded in 1788 by a rival concern known as the Northwest Trading Co. There is also a story to the effect that there was a third trading post in the vicinity known as the X. L. Trading Company, and if this be so it would seem that the rival merchants of a century ago were agreed as to the commercial advantages of the Edmonton location as a centre of communication. The railways of to-day seem to bear witness to the sagacity of the early traders.

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C.N.R.R. DEPOT, EDMONTON.

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Temporary Government Buildings, Edmonton.

Coming of the Boom.

It was almost a century after the Hudson Bay trading post was established that the "boom" struck Edmonton, following the building of the C. P. R. line north from Calgary. But the railway stopped short at the river, hesitating at the heavy expenditure a bridge across the broad Saskatchewan would entail, and the northern terminus of the road was, and is, the town of Strathcona on the south bank of the river. Until the entrance of the C.N.R. main line last Fall, Edmonton was without a railway, although freight trains were run across the bridge originally designed for vehicular traffic and foot passengers only.

The Gold Seekers.

It was not until the days of the Klondike rush that Edmonton attained to any particular importance as a business centre. A good proportion of the multitude of gold seekers outfitted in Edmonton. Experience proved that the route north from Edmonton was a very unwise one to take, but it is from the days of the early Klondike rush that Edmonton dates its present commercial importance.

The New Edmonton.

The little trading post is now a substantially built city of at least 11,000 inhabitants. Real estate men estimate a larger population, but the conservative, hard-headed business men say there are at least 11,000 people in the city. Every train coming in from the south and east is crowded with newcomers and the growth of population has so completely outstripped the building operations that hundreds of people are living in tents. It is no speculator's dream that next Spring will probably see a population of 20,000.

Perhaps the best evidence of conservative business belief in Edmonton is the number of chartered banks that have located branches there. There are now eleven and others are projected. The banks already in Edmonton are the Montreal, Molsons, Merchants, Commerce, Hamilton, Imperial, Traders, Northern, Dominion, Union and Nova Scotia.

What is Behind it?

The growth and prosperity of Edmonton depend upon the resources, developed and undeveloped, of the surrounding country. Perhaps in all Canada there is no district possessing more forms of natural wealth. For miles in all directions there is an immense area of arable land capable of sustaining great agricultural and live stock industries. The town itself is built on a vast coal bed extending for miles up and down the river. On the banks of the Athabasca River there are known to be immense petroleum beds, expected to rival many of the largest in the United States. To the east of the Athabasca River are salt mines of very large extent. Practically every real estate office in Edmonton—and their name is legion—displays samples of gold, copper, zinc, lead, iron, silver and galena brought by trappers and travelers from Northern Alberta.

Up the Saskatchewan are timber limits of great extent as yet scarcely touched by the Edmonton mills, and north and west millions of spruce and pine in a country not yet even explored. Farther north is the fur-bearing country, a heavy consumer of Edmonton goods.

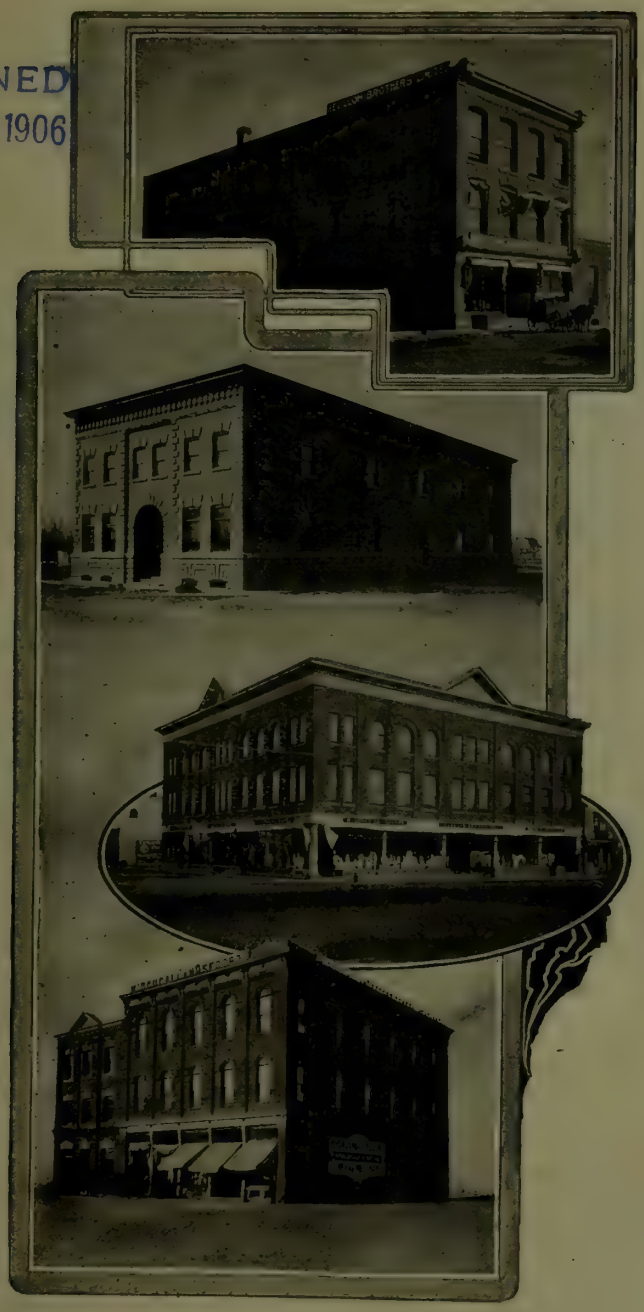
The Fur Trade.

The fur trade, which was the first to be developed in Edmonton is still, perhaps, the first in importance. For years it was the practical monopoly of the ancient and honorable Hudson's Bay Company, who, with their chain of trading posts, had an unequalled organization for handling this large and profitable business. But of late years opposition has appeared and the fur trade is shared now by Revillon Bros. and McDougall & Secord. Coming into the field only some half dozen years ago, the big French house of Revillon Bros. has already established a chain of trading posts and has become a formidable rival of the Hudson's Bay Company.

The writer believes he has discovered the secret of the wonderfully rapid success of Revillon Freres. The other day when being shown through the firm's big wholesale warehouse he was introduced to the young Mr. Revillon, who is at the head of the Edmonton business. He found him, not in his private office, but down in the fur-packing room, lending an efficient hand in an emergency in the none too pleasant work of packing muskrat skins in bales. This young man, an heir to the Revillon millions, shows the spirit which animates the Revillon family and has made of their immense business in Europe and Canada the great success that it is to-day.

Wholesale Houses.

In addition to their big fur trade, Revillon Bros. have established in Edmonton a big department store and a wholesale dry goods, grocery and hardware business which is doubling every year. A visit to their wholesale warehouse is a revelation to the visitor, who never dreams of finding in Edmonton a wholesale establishment rivalling in every respect the big warehouses of Winnipeg and the east. He soon sees



Some Edmonton Warehouses.

Three Edmonton Banks.

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nothing impossible in the ambition of the firm to build up a wholesale trade that will rival that of the largest Winnipeg and eastern houses.

The wholesale grocery trade in Edmonton comprises. Revillon Bros., the Hudson's Bay Co., Kenneth MacKenzie & Co., and the A. Macdonald Co. In the wholesale fruit and produce business there are Oscar Brown & Co. and the Edmonton Fruit & Produce Co. The packing industries there are the Gallagher-Hull Packing Co. and a branch of P. Burns & Co., of Calgary.

Revillon Bros., the Hudson's Bay Co. and Ross Bros. are extensive jobbers of hardware and heavy goods. Starting away back in 1880 as tinsmiths, Ross Bros. have steadily extended their trade until they have now one of the finest wholesale hardware establishments in the west.

Edmonton's wholesale interests are as yet only in their infancy, but they give promise of a great development in the early future.

SEEING THE CUSTOMERS.

Frank Sloan, of John Sloan & Co., Toronto, called on the firm's customers east and north of Toronto in company with the travelers on the two routes. A couple of days he spent with C. S. Parsons meeting the trade in Barrie, Orillia, Midland and intervening points. Later he accompanied Mr. Tait on the Port Hope, Cobourg, Oshawa, Bowmanville trip. This is a kind of enterprise in a firm that customers appreciate and Mr. Sloan was very cordially received.

BUSINESS MEN'S PARLIAMENT

Saskatchewan and Alberta Boards of Trade in Third Annual Convention— Uniform Commercial Law—Cheap Power.

It is two years since the first convention of delegates from the boards of trade of Western Canada was held in Calgary on the invitation of the Calgary board, and largely as a result of the enthusiastic and persistent efforts of C. W. Peterson, the secretary. Mr. Peterson is an optimist, but probably even he did not expect to see the organization of which he is the father attain, in so short a time, its proud preeminence as the business men's parliament of Western Canada. That this pre-eminence has been attained by this organization in so short a time is due entirely to the high class of intelligence which, at all three conventions, has represented the western boards of trade, and to the serious way in which the delegates have always entered upon their duties, always remembering that weight would be attached to their decisions by the public men of the provinces concerned and by the general public. As was remarked in this paper one year ago in connection with the report of the convention held in Regina, it is an easy matter to understand the rapid development of the western towns when one has seen their business men.

A Majority of the Delegates.

A Single Association.

This association of boards of trade was formed before autonomy had been granted the western provinces and it was, accordingly, named the "Associated Boards of Trade of the Northwest Territories." A year ago it was known that there were to be two new provinces carved out of the old Northwest Territories, and owing to the vast extent of territory included there was at first a strong movement in favor of the division of the organization along provincial lines. Happily this was averted by a narrow vote, the result being in great measure due to the strong speech by the then Premier, F. W. G. Haultain, who, at the banquet, urged upon the convention that although there were to be two provinces, their commercial interests would always be much the same, and that accordingly it was greatly to be desired that there be some one body in a position to speak for the business men of the two provinces. The vote was close a year ago, but there was no opposition whatever in the convention last week to the resolution offered by the Regina Board of Trade in favor of continuing the present organization for another year. The Associated Boards of Trade of Western Canada will still continue to represent the commercial thought of the two provinces of Alberta and Saskatchewan.

It is unfortunate, perhaps, that some other name was not chosen, for the term

"Western Canada" is usually taken to mean the whole territory from the western boundary of Ontario to the Pacific coast. Manitoba and British Columbia are not included in the association, and the name is, therefore, slightly misleading. In the convention discussions Manitoba was, however, ably represented by Andrew Strang, the president of the Winnipeg Board of Trade, who was present by special invitation and who was accorded all the privileges of the convention except the right to vote.

OPENING SESSION.

The opening session of the convention was called to order Wednesday morning, June 13, by First Vice-President Hutchings. The first business was the appointment of F. T. Fisher, Edmonton; Wm. Cousins, Medicine Hat, and M. Barford, of Lethbridge, as a credentials committee. After a few minutes they reported the following in attendance:

Calgary—R. J. Hutchings, J. Emerson, Wm. Pearce, A. J. Stewart.

Cardston—D. S. Beach.

Edmonton—A. T. Cushing, Wm. Short, W. Dowsett, K. W. KacKenzie, T. W. Lines.

Lacombe—John McKenty, A. Urquhart.

Leduc—C. W. Gaetz, J. G. Tobin, E. C. Wells.

Lethbridge—W. C. Ives, M. Barford.

Milestone—R. S. Anderson.

Medicine Hat—Wm. Cousins, F. L. Crawford, A. S. Noble.

Melfort—W. W. Rutan.

Moose Jaw—Hugh McKellar, E. M. Saunders.

North Battleford—J. B. Ross, J. A. Gregory, J. T. Simpson, R. R. Earle.

Olds—A. E. Clemens.

Prince Albert—John H. Wilson.

Ponoka—J. A. Jackson.

Raymond—R. H. McDuffie, B. S. Young.

Red Deer—J. R. Cowell.

Regina—H. W. Laird, A. E. Boyle, P. McAra, Jr., W. McCausland.

Saskatoon—T. Copland, A. E. St. Laurent, W. H. McBeth, W. J. Davidson.

Stettler—Wm. Dunlop, Geo. Bentley.

Strathcona—D. H. McKinnon, J. H. MacDonald, O. Bush, W. H. Sheppard, W. J. Cluff.

Vegreville—Chas. Gordon, A. S. Thompson.

Winnipeg—Andrew Strang.

Brandon—J. L. Connell.

Dauphin—H. P. Nicholson, J. A. Campbell.

Lacombe—M. J. MacLeod.

Regina—W. G. Pettingell.

Wetaskwin — W. J. Loggie, V. C. James, J. Fowler.

The following boards of trade are members of the association but were not represented at the convention: Balgonie, Brandon, Cardston, Caron, Dauphin, Cardston, Caron, Davidson, Grenfell, Indian Head, Lumsden, Macleod, Rouleau, Wapella, and Weyburn.

Vice-President's Address.

Owing to the lamented death some months ago of President Thomas Tweed, of Medicine Hat, the chair was taken by First Vice-President R. J. Hutchings, of Calgary. In opening the convention Mr. Hutchings spoke as follows:

"Gentlemen: It is with a great deal of pleasure that I rise to open the proceedings of the third convention of boards of trade delegates. At the same time this pleasure is mixed with regret; as I look over the faces of those who are present to-day, I am once more reminded of the irreparable loss which our convention has sustained in the death of our late president, Mr. Thomas Tweed,

A. T. Cushing, President Edmonton Board of Trade.

of Medicine Hat. Those of you who, like myself, attended the first convention at Calgary, and the second convention at Regina, at both of which Mr. Tweed was unanimously chosen president, will be able to realize, in a measure, the extent of our loss.

The New Arrivals.

"Since we last convened at Regina a great many changes have taken place in our country. Thousands of people who were then residents of various parts of the world are now good citizens of Saskatchewan and Alberta, and our country has gained such widespread publicity that hundreds of thousands of eyes are at present turned towards our great Canadian west. The present good crop outlook is the means of making our country more favorably known than ever before. The rapid agricultural development of the new provinces during the past few years has been truly wonderful and has established a record never approached elsewhere. Our crop production has doubled and trebled, and everything points to an even more astounding development in the future.

"The only cloud on the horizon seems to be the continued depressed condition of the beef market, and it is to be sincerely hoped that this convention may be able to take steps that will lead to a better understanding and the restoration of confidence. I am pleased to see that a resolution is to come before the convention on this subject.

Question of a Name.

"Our old name, 'Associated Boards of Trade of the Northwest Territories,' has outlived its usefulness as a consequence of the granting of provincial autonomy to Alberta and Saskatchewan, and it will be necessary for you to decide upon a new name, or names, as the case may be, before the convention adjourns. This perhaps will involve a consideration of the future scope of the organization.

"You have all no doubt received a copy of the memorandum of resolutions which will be presented to the convention, so that it is unnecessary for me to comment upon the large amount of business which is before you, the resolutions numbering about forty-five. The fact that there are so many subjects to be dealt with is ample evidence of the usefulness of this organization. At the first convention 67 delegates convened; 74 representatives attended the second convention, and if all attend who promised to come we shall have fully 100 at the present meeting.

Value of Getting Together.

"It appears to be almost impossible to estimate the value of an annual convention of this nature, representing as it does the business interests of this vast country. It must necessarily establish a strong bond of fellowship between the various towns and cities represented and materially assist us to acquire a broader, more intelligent and more sympathetic view of the commercial and economic conditions as they exist throughout the country, and I feel confident that the result of the deliberations of this body from year to year will have a very material effect is establishing a good, sound commercial and social life in our fair Canadian west.

"It is with very deep regret that I announce to you the unavoidable absence of Mr. C. W. Peterson, secretary of the Calgary Board of Trade, on account of the very serious illness of his esteemed wife. Mr. Peterson, I may say, may be called the father of this organization, as it was through his efforts that the first convention was so successfully conducted. I am sure that you will all join with me in extending

him our deepest sympathy in his present trouble, and hope that Mrs. Peterson may be speedily restored to health again.

Hope for Harmony.

"In conclusion, I trust that this convention may be characterized with the same spirit of harmony as that which prevailed at Calgary and Regina, and that your deliberations on the various important questions that will be brought before you will be of lasting benefit to the country. I also desire to take this opportunity of thanking you for the honor you have done me in appointing me chairman of this important gathering, and to express my hearty appreciation of the efficient manner in which the organization work of this convention has been carried out by the Edmonton Board of Trade.

"I wish you all unbounded prosperity and a safe return to your homes."

At the conclusion of Mr. Hutchings' address a vote of thanks to him was carried on motion of Andrew Strang, of Winnipeg.

A Good Man Gone.

W. C. Ives paid a glowing tribute to the late Thos. Tweed's many admirable qualities of head and heart, styling him a true representative of the best qualities of the men of Western Canada.

On motion of Hugh McKellar, of Moose Jaw, a letter of condolence was ordered to be sent to the relatives of the late president.

The New Officers.

A finance committee consisting of Messrs. Short, of Edmonton, Pearce, of Calgary, and Laird, of Regina, was appointed, and the convention then proceeded to the election of officers, which resulted as follows :

President—R. J. Hutchings, of Calgary.

First vice-president—Thomas Copland, of Saskatoon.

Second vice-president—P. McAra, of Regina.

Secretary—F. T. Fisher, Edmonton.

Alcohol Duties.

Cheap power is the object for which most western municipalities are striving and one phase of the question was brought up by the Regina board's resolution submitted by A. E. Boyle, secretary, who sees great possibilities in wood and grain alcohol. The resolution stated that the question of fuel was a serious one, that the cost was steadily rising ; that the United States Congress had removed the duty from denatured alcohol ; that alcohol could be manufactured for 10c. a gallon from many by-products in Canada ; therefore be it resolved that the Dominion Government be urged to abolish all taxes levied on denatured alcohol.

Fight With Standard Oil.

Mr. Boyle explained that denatured alcohol meant pure alcohol diluted with methylated spirits to make it unfit for use as a beverage. The action asked for was not new, as it had recently been adopted by the United States Congress and Senate after a long up-hill fight in which the measure was opposed by the Standard Oil Co., who saw in it a blow at their monopoly, since the alcohol could be used instead of oil for fuel.

"The taxes at the present time really amount to about $3 per imperial gallon," explained Mr. Boyle, "whereas alcohol can be manufactured from grain at a cost of about 25c. per gallon and diluted with wood alcohol (made from sawdust) costing about 7 cents per gallon to produce. At this cost of production denatured alcohol can be economically used as fuel for the production of heat and power, whereas under the present taxes its use is prevented except in a very limited way. By removing this tax we can have at our doors the most economical fuel that it is possible to have in Western Canada.

R. J. Hutchings, Calgary, the New President

From Waste Material.

"Moreover, this fuel may be obtained from materials which, at the present time, are entirely wasted. Decaying vegetables, frozen wheat and other vegetable matter now a total loss can be used to make grain alcohol and this grain alcohol can be then combined with wood alcohol made from sawdust that is now entirely worthless."

Mr. Boyle concluded his remarks by reading an extract from the Scientific American of June 2, in which it is stated that denatured alcohol furnishes an inexhaustible and economical supply of fuel.

The Drink Danger.

The motion was seconded by P. McGently, as very few of those present understood the differences between the various kinds of alcohol. He thought it would be dangerous to have this alcohol in the country and in support of his contention referred to the recent death of a number of Indians from drinking Florida water. He thought the whole matter should be referred to a body of scientists to be dealt with.

A. S. Noble, Medicine Hat, said the speech of Mr. Copland reminded him of the objections urged against the locomotive, that it would kill the cattle. Stevenson had replied, "So much the worse for the coo" ; similarly he would say that if people drank denatured alcohol, so much the worse for them.

Progress in Germany.

"Germany," continued the speaker, "is the great centre of modern scientific research and for years the best minds of that country have been looking into the question of cheap power. They have investigated the briquette (made of peat, sawdust, etc.) and they have found it unsatisfactory. Finally someone suggested alcohol and various experiments were accordingly made. It was found that the much despised potato will produce great quantities of alcohol and a very profitable market for the potatoes of the German farmer has accordingly been found. By intensive cultivation he can grow 300 to 400 bushels of potatoes per acre, which is double the Canadian production.

"For the use of this alcohol Germany has evolved the most economical motor in existence and cheap power has been attained thereby."

Hugh McKellar, of Moose Jaw, thought the supporters of the motion were dealing in mysteries about which the delegates knew nothing, and he therefore opposed the resolution.

T. A. Lines, Edmonton, thought this the most important question before the convention and he was surprised to hear it referred to as a mystery. The recent passing of an act in the American Senate abolishing the taxes was the result of a long up-hill fight against the Standard Oil forces, and he thought that this fight was pretty well known.

"Gallon for gallon," he continued, "denatured alcohol is almost as good for motive power as is gasoline. I have this on the authority of the Scientific American. It can be produced at much less cost than gasoline as it is produced from refuse which otherwise would be wasted entirely. The arguments against the resolution are purely sentimental."

On a vote the resolution was carried,

Hugh McKellar, of Moose Jaw, alone dissenting.

Law Amendment.

The meeting then received the report of the law amendments committee appointed last June. The report stated that owing to the creation of the new provinces it had been thought well to divide the committee, and Hon. Ex-Chief Justice McGuire of Regina and H. F. Mylton, of Regina, had devoted their attention to Saskatchewan and R. J. Hutchings, of Calgary, and Wm. Short, of Edmonton, to Alberta. The report of last year's committee on law amendments had been printed separately and sent to the members of the provincial legislatures. Messrs. Hutchings and Short and Barrister L. M. Johnstone, of Lethbridge, had interviewed the Premier and the Attorney-General of Alberta to urge upon them the enactment of legislation to carry out the convention's recommendations. The proposals had been considered reasonable but it being the first session of the new legislature the ministers did not think it possible to bring in the legislation desired this year. The deputation had suggested a commission to consider suggestions for consolidation and amendment of the statutes. The only result thus far was the enactment of a provision requiring the registration of a caveat to enforce an agreement of sale. The committee therefore recommended that last year's report be again adopted.

Need for Uniformity.

Regarding uniformity of commercial law in the two provinces, the committee recommended that a joint commission be appointed by the two governments to report upon the consolidation and amendment of the laws. In that way uniformity would be secured. The appointment of a committee from both provinces to arrange concerted action by boards of trade and the presentation of views at the various centres where such a commission if appointed would sit in order that the views presented might be on fairly parallel lines, was recommended.

Of the First Magnitude.

In moving the adoption of this report William Short, of Edmonton, said that nothing more important could come before the present convention. The new provinces were starting with a clean slate, as no vested interests had grown up around legislation; consequently it was important that a wise start should be made. The committee therefore suggested the appointment of a strong commission from the two provinces to take in charge the codification of the commercial law and to receive suggestions from the various boards of trade as to the amendments desired.

The adoption of the report was seconded by K. W. MacKenzie in a brief speech, and after a short discussion participated in by W. C. Ives, Wm. Short and D. H. McKinnon, the convention adjourned, on motion of Thomas Copland, until 2 p.m.

Corking the Natural Gas.

When the convention met again Chairman Hutchings suggested that, in order to expedite business, the mover of a resolution should be limited to 10 minutes, and all other speakers to 5 minutes each; and this was agreed upon, a formal motion being offered by Wm. Pearce, Calgary, and K. W. MacKenzie, Edmonton.

Mr. Hutchings then briefly reviewed the report of the standing law amendments committee. The main feature was the recommendation that the Governments of the two provinces should appoint a commission whose duty it would be to codify the existing commercial law and consider amendments offered by the boards of trade. This, he thought, was a good suggestion, as business men might spend a month on the matter and be little further ahead. It was suggested that the boards of trade act in concert in placing recommendations before the commission, should it be appointed.

The Late Thos. Tweed, Last Year's President.

The report was then adopted.

Present Organization Continued.

P. McAra, jr., of Regina, then brought in the following resolution on behalf of the Regina Board of Trade:

"That the Associated Boards of Trade of Western Canada continue as at present constituted for the year 1907."

Mr. McAra said there were many reasons for continued unity and no good reasons for division. Looking down the long list of resolutions, he was sure that the two provinces were equally concerned in them, and it was important that there should be some one body competent to speak on behalf of the commercial interests of the west. It would be noted that the resolution spoke only of 1907; that was because the time might come yet when division on provincial lines would be advisable, but that time had not yet come.

When the motion had been seconded by H. W. Laird, of Regina, Andrew Strang, president of the Winnipeg Board of Trade, raised the question of the name given the organization, claiming that it was misleading as the two provinces of Manitoba and British Columbia are not included. Messrs. Copland and McKellar did not see it that way, and after a short discussion the question of name was dropped and the resolution carried.

Canadian Measure Standards.

In championing the resolution from the Strathcona Board, "That the Dominion Government be requested to pass legislation compelling all imports of goods to be marked according to Canasian standards," J. H. Macdonald said it had reference particularly to liquids. "We use the Imperial measure in Canada," he said, "while the wine measure is used in the United States. The result is that a comparison of quotations is always to our disadvantage, as only a few consumers are aware of the difference. Lubricating oils are sold in large quantities by American firms to the foreign population in the Canadian West, who do not appreciate the difference in standards of measurement. As a remedy it was, therefore, suggested by the Strathcona Board that all packages be marked by the customs authorities showing the quantity in Canadian or Imperial measure." The resolution was seconded by another Strathcona delegate.

M. Barford, of Lethbridge, contended that the provision asked for was already on the statute books, although, perhaps, not enforced very strictly. After some further discussion by Thos. Copland (Saskatoon), Hugh McKellar (Moose Jaw), and Andrew Strang (Winnipeg), the motion was finally amended and adopted as amended. In its final wording it reads as follows:

"That the Dominion Government be requested to enforce legislation compelling all imports of goods to be marked according to Canadian standards of weights and measures."

Redemption of Bank Notes.

P. McAra, jr., Regina, seconded by W. Cousins, of Medicine Hat, moved:

"That the Dominion Government be asked to nominate, in each of the new provinces, a point of redemption for bank notes, and appoint deputies of the receiver-general to reside at such points."

After a short discussion this resolution was lost on a vote.

Commercial Legislation.

On motion of R. R. Earle, North Battleford, and Wm. Short, Edmonton, the following resolution was, after a short discussion, carried unanimously.

"Resolved that it is desirable on behalf alike of mercantile interests and of those people who are obliged to struggle to establish and maintain homes that the laws relating to exemption from seizure should be amended in such manner as to render a personal promise to pay a debt incurred for actual necessaries a more valuable security than it now is, by providing that none of the provisions of such laws shall be available to defeat any such claim, and that the executive of the Associated Boards of Trade of Western Canada be requested to urge favorable consideration of this resolution upon the legislative bodies concerned."

The preamble to the resolution set forth that the present law made it imprudent for merchants to give credit without requiring a pledge of personal property otherwise exempt; that thereby competition was lessened for a class that should be benefitted by it, and that experience had shown that the present operated more as a hindrance than as a help to those it was designed to benefit.

Teachers' Salaries.

E. M. Saunders, Moose Jaw, strongly championed a resolution in favor of a higher scale of remuneration for teachers, in order to obtain a higher degree of efficiency in the public and high schools by securing and retaining the best teachers in the profession.

In support of his resolution, Mr. Saunders stated the maximum and minimum salaries paid to teachers in a number of centres in Alberta and Saskatchewan, easily establishing his contention that salaries are ridiculously low. He thought this one of the most important resolutions under consideration, as it could not be expected that such salaries would retain the right class of teachers, and the west was vitally interested in the sound education of its children.

The resolution was seconded by Hugh McKellar, of Moose Jaw.

J. A. Gregory, of North Battleford, pointed out two practical methods of raising salaries. The first had been adopted in North Battleford, where the trustee board, when advertising for a teacher, now stated the salary offered, and no longer followed the old practice of putting teachers up at auction. The second remedy, a more radical one, was for the Government to fix a scale of salaries.

K. W. MacKenzie, Edmonton, sympathized with the underpaid teacher, but was not sanguine as to the results of fixing salaries by legislation. He was convinced that few ambitious men or women would stay in the teaching profession, no matter what the salary paid, and a good salary would retain in the profession a few who would be a disgrace to it.

D. H. McKinnon, Strathcona, supported the resolution, citing the case of his native Province of Nova Scotia, which had been compelled to adopt a minimum scale of salaries fixed by law.

The resolution was carried.

Cattle Embargo.

T. W. Lines, Edmonton, introduced a strong resolution dealing with the embargo on Canadian cattle entering the British Market. It pointed out that the statement that Canahian cattle were infected with contageous diseases

P. McAra. Jr., Mayor of Regina.

had been repeatedly refuted; that countries of Continental Europe zealous in protecting their cattle herds had not put an embargo on Canadian cattle; that it had been alleged the embargo was for the protection of United Kingdom cattle raisers from Canadian competition rather than for protection from disease, and that such authoritative condemnation of Canadian cattle worked a serious injury to one of Canada's most profitable industries. The resolution then calls upon the Imperial Government to make definite official declaration as to the reasons for maintaining the embargo. The resolution continued:

"If it should be declared that those regulations are solely for the purpose of protection against the introduction of contagious diseases, then His Majesty's Government should be urged, as a matter of equity, to the appointment of a commission of veterinary experts chosen from the United Kingdom, from Canada, and from other self-governing colonies, who will investigate the matter, and whose conclusions will determine the maintenance or repeal of the regulations complained of. If it should be stated that such embargo is maintained only as a protection against Canadian competition, then the injury now done to the reputation of Canadian cattle would be removed, and the right of the United Kingdom to adopt such fiscal policy as seems best to His Majesty's advisers would not be questioned."

Government's Plain Duty.

Mr. Lines said there were only two questions to be answered. First, "Is there good and sufficient reason, because of disease, to keep out our cattle?" and, second, "If this reason does not exist, will the British Government remove the embargo?" There should be an investigation to show whether or not there was disease among Canadian cattle. He was confident that expert evidence would show conclusively that there is no disease, and in that case it was the plain duty of the British Government to remove the embargo or to acknowledge that it was imposed for protective purposes.

A. T. Cushing, Edmonton, seconded the resolution.

J. R. Cowell, Red Deer, said he would speak from the viewpoint of the Englishman. He had spent the greater part of his life in the British Isles, and he knew it was absolute gammon to pretend that the English Government kept out Canadian cattle because of disease. "No one over there," he continued, "thinks for a minute that Canadian cattle have pleuro-pneumonia. Everyone understands that the embargo is there for protective purposes. It is simply a dose of the protection we have here, the only reason for the embargo being a desire to protect the British farmers. That is all, and it is well understood. As a life-long free trader, I regret the embargo, and believe that it is very injurious to the best interests of Great Britain. But we have no reason to complain, as we are simply getting a dose of our own protective medicine."

Andrew Strang, Winnipeg, agreed with the last speaker that the real reason for the embargo was a desire to protect the British farmers. The matter had occupied the attention of the Winnipeg Board several times, and the Ottawa Government has made repeated representations on the subject to no avail. The resolution had the sympathy of the Winnipeg Board.

Cattle Shippers Unfair.

W. C. Ives, Lethbridge, in a stirring speech, said that he had a resolution from his board which related very closely to this subject. His resolution was

in favor of the Government of Alberta taking up the export of live stock on behalf of the people of Alberta. The Alberta cattle men were in the hands of two large buyers, one in Calgary and the other in Winnipeg, and they didn't get a fair price. Those cattlemen who shipped to England themselves obtained much higher prices. He would ask the mover of this cattle embargo resolution to incorporate the Lethbridge resolution in his own.

Mr. Lines was not willing, and the subject was dropped.

Canada Not an Exception.

W. Dowsett, Edmonton, brought up the point that cattle from all countries are under the embargo. Canadian cattle are not singled out.

Wm. Pearce, Calgary, said he was in sympathy with the resolution, but he did not agree with the statement that serious injury was being worked the Canadian cattle trade. In so far as the embargo resulted in the establishment of Canadian packing houses, it was not a bad thing for Canada. He would move that the resolution be referred back to the resolutions committee.

J. A. Jackson, Ponoka, seconded the motion of Mr. Pearce, adding that "all we can do is ask the British Government to remove the stigma of disease from our cattle."

The motion carried and the resolution was referred to the resolutions committee to be re-drafted.

Fruit Inspection.

W. J. Cluff, Strathcona, brought in a resolution from his board that the Dominion Government be requested to appoint a fruit inspector for the Provinces of Alberta and Saskatchewan. At least this is the form in which the resolution was finally passed; in its original form it applied only to the Province of Alberta.

Mr. Cluff said the people of Alberta and Saskatchewan were large consumers of apples and other fruit, and frequently they suffered from the poor quality of fruit supplied them. There was a fruit inspector in Vancouver, but he can not do justice to the big territory in his charge; the two provinces needed an inspector of their own. The resolution was seconded by O. Bush, of Strathcona.

Wm. Pearce, Calgary, thought the resolution should be amplified a little, but was in sympathy with its purpose.

The resolution was carried.

Good Roads.

T. W. Lines, Edmonton, introduced an important resolution, which proved of a contentious nature. It related to good roads, and after pointing out the importance of means of communication, the fact that present methods were temporary, and that permanent improvements would effect a great saving of public funds, resolved:

"1st. That the Government should be requested to provide for the appointment of good roads commissioners throughout the province, under whose direction all local improvement taxes should be expended, and

"2nd. That a comprehensive plan be adopted with a view to providing by means of debentures charged upon the lands benefited, such roads as shall be permanent and shall be available in any season of the year and in all seasons, irrespective of rainfall."

Good Work Had Been Done.

Mr. Lines said he was merely seconding the efforts of the 1904 convention, at which a similar resolution was passed and following which the various boards of trade throughout the west

Hon. Ex-Justice McGuire, Retiring 2nd Vice-President.

had taken the matter up with good results in many localities.

He urged that there was an absolute necessity for immediate scientific effort, and he was firmly of the opinion that the work should be under the control of the Government, as the present system of statute labor had proved an utter failure.

In purely grain-growing sections there was an immense loss to the farmer because of bad roads. The average farmer, in order to market 1,000 bushels of wheat, had to make an average of 16½ trips and travel say 165 miles; that was, he was unable to carry a full load because of bad roads, and the aggregate loss was something immense. Ontario had probably the best roads in Canada, and yet it was estimated that the annual loss in that province from bad roads was at least $19,000,000 per year. In all provinces the movement for good roads was pronounced. Statute labor having proved a failure, the road making should be undertaken by the Government.

Railroads Versus Common Roads.

Wm. Short, Edmonton, seconded the resolution and in doing so said he had followed carefully for several years the discussion of this subject in the magazines and newspapers. It had been said that the United States Federal Government had spent $150,000 for common roads and $400,000,000 for railways; and about the same proportion would be true in Canada although 10 men used the highways directly for one who used the railway directly.

"There can be little doubt," continued the speaker, "that most of the money and labor spent on road-making is wasted under the present system. Very little more expenditure per annum would be required to give us good roads if the money were wisely spent by a special committee of experts. And just think of it, gentlemen, a really good road will last forever, as we can see from the durability of the old Roman roads in England. That being so, we can afford to spend money in road-making. Suppose we spend $50 per quarter section, why, it would come back to us almost immediately in the increased value of the land. But if you want that money spent wisely you must have it spent by an expert who understands road-making."

Specially Constructed.

Wm. Pearce, Calgary, offered a suggestion that the resolution be amended to read "specially constructed" instead of "paved" roads and this was agreed to by the mover.

B. Young, Raymond, called attention to the advisability of a recommendation in favor of the use of wide-tired vehicles. These would preserve good roads indefinitely.

O. Bush, Strathcona, didn't believe in road commissioners. "The experience of the Province of Ontario," he insisted, "shows that the money spent by commissioners is wasted in graft and doesn't go to the roads."

Replying to Mr. Short, he pointed out that Alberta lacked stone and gravel and therefore could not make Roman roads. It would be a good road that would last five years. In Ontario the best results were obtained by having short stretches of road built by Government experts as an example to the farmers. Lectures on road-making were also a great assistance.

Any Change Would be Better.

T. W. Lines, Edmonton, admitted the possibility of graft but didn't think it should be considered very much. At all events nothing could be worse than the

present system. Wm. Short pointed out that it was not intended to have the commissioner spend the money himself; he is merely to direct the expenditure into proper channels.

Thos. Copland, Saskatoon, rose with a very pertinent inquiry. Did the convention propose to ask the Government to say how people in municipalities are to spend their own money? Surely this was contrary to British practice.

"If people pay taxes," he continued, "they have a perfect right to make blunders with their own money if they want to. People wouldn't stand for Government dictation in a matter of this sort. Either let the commissioner act entirely in an advisory capacity or let the Government take over road-making altogether."

W. C. Ives, Lethbridge, took objection to the last clause in the resolution as being quite impractical and finally the whole matter was referred back to the resolutions committee with instructions to report at the evening session.

Law of Agency.

W. Short, Edmonton, moved that because of the great amount of business transacted in the west through agents, the measure of whose authority there was no convenient method of ascertaining, therefore "it is desirable that, on the one hand, corporations and others doing business in the west should be compelled to give protection to the public by clear disclosure of the extent of the agent's authority, readily accessible to the public at large, and, on the other hand, that the agency should be laid down by positive legislative enactment, and to this end the law of agency should be codified."

Mr. Short spoke briefly in support of the resolution, urging the importance of dealing with agents who had power to bind the corporations they represent.

After a short discussion the resolution was carried.

Markets for Agriculture.

Wm. Pearce, Calgary, introduced a resolution looking to better marketing of agricultural products. It set forth in preamble that the west depended solely upon agriculture; that the opening of markets was not keeping pace with production; and that prices were decreasing while cost of production was increasing. The resolution then urged upon the Dominion and Provincial Governments the establishment of bureaus of information and statistics relating to agriculture. The duties were thus classified: (1) Gather and compile statistics; (2) investigate and report upon values of agricultural products in foreign markets; (3) compare foreign with domestic values and estimate the profits of middlemen; (4) investigate alleged inadequate transportation facilities and excessive transportation rates; (5) inquire into improved methods of placing agricultural products on the market.

In support of his resolution, Mr. Pearce spoke in part as follows:

"The resolution which I have been requested to introduce is under the head of markets for agricultural products. I think that might well be broadened so as to include all the necessaries required by the agricultural population; at least to obtain statistics as to their cost and selling price. I would include among such necessaries fuel, building materials of all kinds, clothing, and the prime necessaries of life such as meats, flour, sugar, etc., etc.

A Practical Age.

"This age has been termed by many a practical age. To be practical we require knowledge; the more comprehensive and concrete our knowledge, the more practical will we be. All the great commercial nations of the world are continually gathering statistics relating to commerce. The Germans, who have perhaps made greater strides in the way of trade and commerce since 1870 than any other nation, are, par excellence, a people of statistics.

Wm. Trant, Regina, Retiring Secretary.

"One cannot conceive how the best possible progress in amelioration of grievances or in the development of the country can be attained without full and complete statistics.

"The other day in Calgary I was told that the price of mutton by the hind quarter was 18c. per lb. With a discount of 5 per cent. for cash, this is about 17c. per lb. Probably that is not an undue profit, but it would be interesting to know how much of the price the grower of the mutton received, what went for slaughter, sale, etc. The same question arises regarding beef, pork, veal, eggs, poultry and many other things which enter into daily consumption.

Publicity a Corrective.

"Coming now to the large question of exports, it is plain that the same data are required. In the case of meat shipments we need to know what the producer receives, what the transportation companies receive and what the dealer receives. With such data at our command, we can at once discover the cause and probably apply the remedy if there is anything wrong with the handling of the trade. Without such data one is groping in the dark.

"Publicity is an effective remedy for most evils. Once having the facts collected and a good system adopted for illustrating them, the maintenance of the bureau outlined in this memorial would not be very expensive; but no matter what it cost it would be well worth while."

At the conclusion of Mr. Pearce's speech a resolutions committee was appointed consisting of Messrs. Pearce, McDuffie and Laird. The convention then adjourned for dinner.

At the opening of the evening session President Hutchings congratulated the convention on the businesslike way in which it was getting through the program of resolutions.

Cattle Embargo Again.

The committee on resolutions then presented an amended cattle embargo resolution which read as follows:

"Whereas, for some years past the introduction of live cattle from Canada into the United Kingdom has been forbidden, except for slaughter within ten days after arrival on the soil of the United Kingdom, for the alleged reason that Canadian cattle are affected with contagious diseases, although such assertion has been repeatedly refuted by those who are believed to be qualified to give a correct opinion and the honesty of whose opinion has never been questioned;

"And whereas, from the utterances of several leading public men in Great Britain and from the debates in the Imperial Parliament it would appear that the embargo is intended for trade protection rather than for protection against the spread of disease;

"And whereas, it is asserted by many that this condemnation of Canadian cattle works serious injury to Canada;

"Therefore be it resolved, that the Imperial Government be requested to appoint a competent commission to inquire thoroughly into this matter, care being taken that every interest that desires may be represented so that it may be known that if the embargo on cattle is really intended for protection the

charge against the health of Canadian cattle may be removed."

Would not Admit Protection.

In presenting the amended resolution Wm. Pearce, Calgary, said that in the recent debate on the question in the Imperial Parliament the Government took no positive stand, while the Irish members frankly defended the embargo as a measure of protection urgently required by the Irish grazing interests. The object of this amended resolution was to furnish material for the Congress of the Chambers of Commerce of the Empire which is to meet very soon in London, England.

"We want to get the Government," concluded Mr. Pearce, "to say frankly that it is a measure of protection, for very many people are of the opinion that before the British Government would make this admission it would withdraw the embargo altogether."

Mange in the West.

W. C. Ives, Lethbridge, said this resolution was merely playing into the hands of the British people. "There is mange in our western herds," he said; "it is contagious, and if there is an investigation by experts they will find it; and if they find it, it will serve as an excuse just as well as pleuro-pneumonia with the important difference that there will be something in it."

Thos. Copland, Saskatoon, was sorry to find the words "from Canada" in the resolution as cattle from all countries come under the embargo and one might infer from the resolution that there was some discrimination by the mother land against Canadian cattle. There was not. "We are asking for a discrimination in our favor," he asserted.

After some further discussion the resolution was carried in the amended form.

Hon. W. T. Finlay.

At this juncture President Hutchings noticed in the gathering Hon. W. T. Finlay, Minister of Agriculture in Alberta, and invited him to address the convention.

Mr. Finlay is evidently impressed with the responsibilities of his portfolio, for he expressed the opinion that the Department of Agriculture was the most important in the Government: the most important because all realized that the prosperity of the farmer was the foundation of the greatness of the Canadian West.

Outlining the work of his department, Mr. Finlay said that it had taken over from the Dominion Government the operation of the Government creameries in Alberta. Last year these creameries had manufactured about 2,000,000 lbs. of butter, for which the farmers had received, roughly speaking, $500,000. The Government creameries were popular because they realized such a handsome price for the farmer, and extensive enlargements of the plants were urgently required.

"Last year," continued the honorable gentleman, "we shipped 50,000 lbs. of butter to Japan and sent a large shipment to the Yukon. These shipments relieved the local market and helped those who were not selling cream to the Government creameries to get a good price for their butter."

The speaker reviewed the possibilities in hog raising and the Winter feeding of cattle. For all the various products of the province extensive markets would have to be found very soon. It was for the business men to assist the farmers in finding these markets.

Good Roads Again.

At the conclusion of Mr. Finlay's address, the resolution committee brought in their amended good roads resolution. No change was made in the preamble, but the resolution proper was amended to read as follows:

"That the Government be requested to provide the legislation that will best give effect to the construction and maintenance of good roads, keeping in view an equitable basis of taxation to give effect thereto."

In explanation of the change, Wm. Pearce, Calgary, said the resolution had been so amended in order to avoid the question of taxation without representation. The methods might well be left to the Government.

No Mortgage for Him.

W. C. Ives, Lethbridge, was not willing to support the debenture plan. "A debenture, long or short, is a mortgage on my farm," he exclaimed. "You propose to mortgage my farm to pay for the construction of a road which a man living six miles behind me may use as much as I do, and yet pay nothing for."

A. T. Cushing, Edmonton, didn't believe the municipalities would go into debt to build roads. They had the power now to incur liabilities to the extent of $8 per quarter section, but few, if any, had done so.

B. Young, Raymond, replying to Mr. Ives, pointed out the great increase in the value of lands caused by good roads and said he failed to see the force of objection raised by the Lethbridge delegate.

The resolution was carried as amended.

The Metric System.

K. W. MacKenzie, Edmonton, moved that because of the development of international trade having made the metric or decimal system of weights and measures more desirable, and having given general satisfaction where tried, therefore "the Government of Canada be urged to take the necessary steps to have this system made compulsory in Canada, securing at the same time the greatest possible co-operation on the part, both of the Imperial Government and that of the Government of the United States."

In the course of a very able and incisive speech, Mr. MacKenzie explained the metric system, and dwelt upon its many advantages with telling emphasis. He considered the objections to it to be sentimental and not practical. A. T. Cushing seconded the resolution.

A. Strang, Winnipeg, congratulated Mr. MacKenzie on his lucid exposition of the system, and said the Winnipeg Board of Trade had endorsed the metric system some time ago. Until Great Britain and the United States made the change, Canada could only play a waiting game.

Respect Our Ancestors.

D. H. McKinnon, Strathcona, was inclined to be conservative, and he depreciated the folly of being wiser than our ancestors.

J. R. Cowell, Red Deer, retorted in a brilliantly sarcastic and humorous speech, in which he ridiculed the present system.

A. S. Noble, Medicine Hat, offered an amendment urging merely education of the people to the advantages of the metric system, but after a long discussion it was thrown out and the original motion was adopted.

The convention then adjourned, having done a big day's work.

THE SECOND DAY.

Resuming on Thursday morning, the first business of the convention was the appointment of a standing law amendments committee for the coming year. The old committee, consisting of ex-Justice McGuire, Prince Albert; W. F. Mylton, Regina; R. J. Hutchins, Calgary, and Wm. Short, Edmonton, were re-appointed.

Aid to Hospital.

Hugh McKellar, Moose Jaw, moved that "It is advisable that all local improvement districts or municipalities be given the option of levying and collecting a special hospital rate, not exceeding one per cent. per acre, the proceeds of such tax rate to be granted to any hospital or hospitals, as the council of the municipality or local improvement district levying such rate may direct."

Mr. McKellar said the matter had been brought up last year and the Saskatchewan Legislature had increased the per diem grant per patient from 25c. to 50c. per day. He made a strong plea for public aid to hospitals, and the resolution was seconded in an able speech by E. M. Saunders, of Moose

Jaw. After a short discussion the resolution was carried.

Inspection of Settlers' Effects.

V. C. James, Wetaskiwin, championed the following resolution: "That a much stricter inspection of cars containing settlers' effects coming into Canada from the United States be enforced, to prevent the importation of dutiable goods as settlers' effects."

K. W. MacKenzie, Edmonton, opposed the resolution. He thought that in general the inspection of settlers' effects was pretty thorough; if the Wetaskiwin board had any special grievances they should take the matter up with the Government themselves. It would not be fair for the convention to cast a reflection upon the whole inspection service on such slight grounds.

The convention agreed with Mr. MacKenzie, and the resolution was defeated.

Municipal Bonusing.

W. C. Ives, Lethbridge, referred to the evils of municipal bonusing, and moved the adoption of the following resolution for the protection of municipalities from the greed of railway corporations:

"That the convention recognizes the advisability of legislation restricting the bonusing of railways, corporations and industries by cities, towns, and municipalities."

The resolution was seconded by M. Barford, Lethbridge, and carried unanimously.

Postal Service.

In a strong speech, Mr. McCausland, Regina, moved that in view of the enormous influx of settlers into the two new provinces, the large amount of railway construction now in progress or under contemplation, and the rapid development of the country generally, the convention urge upon the postmaster-general the necessity of endeavoring to maintain the postal services on the basis which the progress and development of the country require.

He regretted that it should be necessary to introduce such a resolution. It was not necessary to particularize as from one end of the two provinces to the other there had been a constant outcry at the inefficiency of the postal service.

"Our friends living in Ottawa," he continued, "move more slowly than we do; they don't understand our situation here. We urgently require an official in the west—a deputy postmaster-general, if you will—to devote his whole time to improving and extending the western service. The centre of the postal system is too far away from the circumference; that's where the whole trouble lies."

Eighteen Miles in Eight Months.

Thos. Copland, Saskatoon, seconded the resolution and was followed by W. G. Pettingell, Regina. The latter cited an instance of a letter taking eight months to go rom Regina to a post office only 18 miles away.

P. McAra, jr., Regina, characterised the postal system of the west as a disgrace to Canada.

W. Dowsett, Edmonton, agreed. "We can get goods shipped by freight over the C.N.R. and the new branches of the C. P. R. and have them delivered 10 days before our invoices will reach our customers by mail. The Edmonton post office would be a disgrace to Fort MacPherson or Siberia. The Government need take no credit to themselves for their big postal surplus while they are starving the service in the west. I hear the surplus is larger than ever this year, but the service is steadily growing worse."

The resolution carried unanimously.

Sugar Resolution.

B. Young, Raymond, then introduced the following resolution, plainly intended as an endorsation of the Raymond refinery as opposed to its rival the B. C. sugar refinery:

"Resolved, that the members of this convention be pledged to use their influence wherever possible to promote the use of sugar grown and manufactured in Alberta in preference to that grown in foreign countries and which is refined only in British Columbia and certain other provinces in Canada."

In an eloquent and forcible speech Mr. Young urged that it was the "religious duty" of every loyal Albertan to support home-grown products and particularly Raymond sugar. He stated that there had been an investment of $500,000 in the Raymond refinery in 1903, that the production in that year had been 800,000 lbs.; in 1904, 1,300,000 lbs., and in 1905, 4,600,000 lbs. of refined sugar.

A Home Industry.

"This is a home industry," he continued, "yours and mine; and it becomes us as patriotic citizens to support our own. It is the extent of our production that measures our strength in this country. It is our religious duty to support what is for the benefit of our own country."

H. W. Laird, Regina, strongly opposed the resolution on the ground that it would be a vicious principle to pass a resolution referring to any one industry. "We might as well mention Regina flour as Raymond sugar," he said.

"I cannot believe that this is a struggling industry," he continued. "Raymond sugar sells at 10 cents per cwt. less than B. C. sugar and we know that the 'sugar barons' are making a great deal of money, probably more than those in control of any other industry. There is no greater monopoly than the sugar business, there are no greater robbers—and I use the term advisedly—than the 'sugar barons' and surely the Raymond people, selling so near to the price of the big refineries, have no need for pap. I am prepared to accept a general resolution in favor of the purchase of goods manufactured in the west, but I will not designate Raymond sugar."

The convention agreed most emphatically with Mr. Laird and the following amended resolution was finally passed:

"That the members of the convention be pledged to use their influence in favor of products manufactured in the west in preference to those manufactured in other parts of the country or in foreign countries."

Government 'Phones.

O. H. Bush, Strathcona, introduced a resolution re-affirming the principle of Government ownership of telephones, as set forth in a resolution passed a year ago.

The resolution was amended by the addition of the word "municipal" so as to include municipal as well as Government ownership; it then passed unanimously.

Condolence to Mrs. Tweed.

H. W. Laird, Regina, then read the following resolution of condolence, which the special committee had prepared to be sent to the widow of the late President Thomas Tweed:

"That we, the delegates in attendance upon the third annual convention of the Boards of Trade of Saskatchewan and Alberta, hereby record our deep sense of regret upon the death of our late greatly esteemed President, Thomas Tweed, Esq., of Medicine Hat, who, during the past two years, bore a leading part in the formation and establishment of the annual convention now assembled. We gladly embrace the opportunity of acknowledging his distinguished services during that period; his unflagging interest in the success of our association; his wise counsel and sound judgment; his manly qualities and kindness of heart. And we regret that death has removed such a commanding figure in the commercial life of Western Canada."

Timber Preservation.

William Short, Edmonton, next brought to the attention of the convention an important resolution dealing with reforestration and the preservation of timber. It pointed out that in the Province of Alberta, along the eastern slope of the mountains and in the foothills and for a considerable distance eastwards, there formerly existed a large area of merchantable timber of excellent quality; that this timber has been largely destroyed by forest fires; that from the 49th parallel to the 54th parallel this timber area is estimated to comprise upwards of 25,000,000 acres capable of producing, at a low estimate, 3,000 feet of lumber per acre; that there are other portions of the two provinces such as the Cypress Hills, where the strongest reasons for promoting timber growth might be urged; that new timber, if protected and preserved, would in 30 or 40 years grow naturally; that in the matter of

climate and water supply the value of forest areas is very great.

The resolution asked that the Dominion and Provincial Governments be requested to take such action as will tend to promote and preserve the growth of timber upon those areas which otherwise would not have any considerable economic value; that this convention heartilf endorses the action of the Dominion Government in setting apart various areas as permanent forest reserves; in the fire ranging system carried on by the forestry branch of the Department of the Interior, and in the assistance given by the same department to settlers towards tree planting on the prairies; that the Dominion Government be requested to embody in the homestead regulations provisions for retaining on wooded lands and for tree growing on prairie lands from 20 to 30 acres of wood per quarter section.

The resolution was seconded by Wm. Pearce, Calgary, and carried unanimously.

The convention then adjourned for lunch.

Townsites.

Resuming after lunch, the first resolution was introduced by A. T. Cushing, president of the Edmonton Board of Trade, and referred to townsites. It pointed out that a large number of townsites would, in the course of the next few months, be laid out in respect of the Grand Trunk Pacific, Canadian Northern, and Canadian Pacific Railway lines, in the Province of Alberta.

The resolution continued: "Be it resolved that the Government be requested to provide that no townsite should hereafter be laid out in the province until the location has been approved by the Lieutenant-Governor in Council, a proper plan has been submitted and approved, providing for drainage, water supply it any available, and parks and public squares, and that the plan should comply with proper standards to be laid down in that behalf and that any addition to any townsite now laid out, subject also to the foregoing, be made to harmonize as to streets and general plan, with the original plan."

Feature of Medicine Hat.

A. S. Noble, Medicine Hat, first took occasion to remind the convention of the natural gas to be found at Medicine Hat, and then opposed the resolution strongly on the ground that to give such powers to a Government would be to open the way for unlimited graft.

J. A. Gregory, North Battleford, in a strong speech supported the resolution in its entirety, and referred in scathing terms to the action of the Saskatchewan Valley Land Co. respecting townsites.

The resolution was finally adopted in the following amended form:

"Therefore, be it resolved that the Government be requested to provide that no townsite shall hereafter be laid out in the provinces except in conformity with general Government regulations providing for drainage, water supply if available, etc."

Railway Claims.

W. C. Ives, Lethbridge, moved the adoption of the following resolution referring to claims on railway companies:

"That in the opinion of this convention all just claims against railway companies for lost and damaged goods be settled inside of sixty days, and that steps be taken to have this matter brought to the attention of the railway commission."

W. G. Pettingell, Regina, seconded the resolution, saying that his business experience of 23 years had taught him that claims against a railway company might just as well be put in the stove as presented to the company.

The resolution was carried.

Another Railway Resolution.

The following railway resolution was also adopted, on motion of W. C. Ives:

"That in the opinion of this convention all transportation companies should be compelled to issue and sign shipping bills in triplicate, each of which should be as efficacious for proof of claims as any of them, and that a copy of this resolution be forwarded to the Board of Railway Commissioners."

J. H. Wilson, Prince Albert, undertook to champion a Government railway to Hudson Bay. His resolution was as follows:

"That in the opinion of this convention the future prosperity of this great western country, and of Canada as a whole, largely depends on cheap transportation, and that as the Hudson Bay is the natural outlet, and in our opinion is a perfectly feasible route, the Dominion Government be requested to build a road from some point on the North Saskatchewan River to Fort Churchill, as a national undertaking."

A Hard Critic.

A. S. Noble, Medicine Hat, spoke of the natural gas wells of his town, and then opposed the resolution in a speech of great clearness, force, and weight of testimony and argument. Metaphorically speaking, he knocked the project down and then stood upon it.

"I know a little about that northeastern country," he said.

A voice—"Very little."

"I was born in Newfoundland," he continued, "and I ought to know. Now what is the extent of our knowledge of the Hudson Bay route? Simply that vessels can get into Hudson Bay and that they can get out. That is all..

"We might build our railway and then find that the Hudson Bay route is utterly impracticable. Let us first learn something definite about the route. If we want to spend money, suppose we spend it in having a half dozen ships make repeated journeys from the bay to Liverpool. They will learn whether or not the route is practicable."

"We all know the troubles with the St. Lawrence route and how the insurance companies charge such high rates. Now the dangers of the Hudson Bay route are 100 times greater, and it would be impossible to get any insurance at all."

A Substitute.

Wm. Pearce, Calgary, and D. H. McKinnon, Strathcona, also opposed the resolution in strong speeches, and finally the following amendment was carried:

"That the Dominion Government be requested to continue its investigations as to the feasibility of the Hudson Bay route, and, if that route be found feasible, to build a railway from some point in the west to Fort Churchill, as a national undertaking."

Hands Off Jim Hill.

President A. T. Cushing, of the Edmonton board, then introduced the following resolution, plainly intended as a reproof to the few newspapers in the east which have opposed the entrance of the Great Northern into the Canadian West:

"Whereas there are in Western Canada many millions of acres of land of great economic value still unsettled and unproductive, owing principally to the lack of transportation facilities,

"And whereas, owing to the great distance of those western communities already settled from the seaboard and from the great industrial and commercial centres, the success and prosperity of such western communities is dependent in an extraordinary degree on the sufficiency of transportation facilities for the expeditious handling of traffic at the lowest possible cost,

"And whereas the extraordinary rapidity with which the newer portions of Western Canada are being settled promises to cause such an increase in the volume of traffic as is likely to overtax the capacity of existing means of transportation, even with the addition of new systems now under construction,

Most Effective Control.

"And whereas, experience has proved that the most effective control of freight rates is healthy and active competition for traffic,

"And whereas, it does not appear that the producers and consumers of Western Canada are yet enjoying the

lowest rates of freight compatible with successful operation of existing railways,

"Therefore be it resolved, that in the opinion of this convention the Dominion Government should be strongly urged to afford all reasonable encouragement to any proposition looking to the increase of transportation facilities in Western Canada, and that no legislative obstacles should be placed in the way of any railway wishing to build lines in any direction."

The resolution was seconded by K. W. MacKenzie, Edmonton, and carried unanimously.

Passenger Rates.

H. W. Laird, on behalf of the Regina board, moved that in view of the growth of trade and traffic in the west the time has arrived when passenger rates should be reduced to the scale prevailing in other provinces, and that the Federal Government should take such steps as will result in the removal of the present discrimination.

He pointed out that rates are 3½c. to 3¾c. per mile on the main lines, and 4c. per mile on the branch lines in Alberta and Saskatchewan. This was unjust.

The resolution was adopted.

Tuberculosis Among Indians.

J. A. Gregory, North Battleford, secured the adoption of a resolution calling upon the Dominion Government to establish sanitariums for the treatment of consumptives where there are Indian industrial schools. There are eight Indian reserves within forty miles of Battleford, and consumption among the Indians is rapidly increasing.

Summer Excursion Rates.

W. G. Pettingell, Regina, secured the adoption of a resolution calling upon the railways to grant Summer excursion rates from Western to Eastern Canada.

A resolution introduced by the Edmonton representatives in favor of the control of municipal undertakings such as street railways, water, light, etc., by commissions, was finally laid on the table for consideration next year.

Prince Albert Chosen.

The next convention will be held in Prince Albert. This was finally vecided after two ballots had been taken, and the aspirants for the honor of being the next convention city were Prince Albert, Medicine Hat, Moose Jaw and Saskatoon.

It was also decided that the next convention is to last three days.

The convention then adjourned, after giving three cheers for the president of the association and for the Edmonton Board of Trade.

THE BANQUET.

The convention was brought to a close by a brilliant function in the Thistle Rink, where the visiting delegates were tendered a dinner by the Edmonton Board of Trade. No expense had been spared in fitting up the banqueting hall, and the decorations attracted the attention of all present. President A. T. Cushing, of the Edmonton Board of Trade, presided, the vice-chairmen being Wm. Short and T. W. Lines. The menu and toast list speak for themselves :

MENU

Relishes
Queen's Olives French Sardines
Cocktail

Soup
Consomme Riche
Sauterne

Fish
Halibut Steak a la Portugaise
Pommes a l'Anglaise

Relede
Roast Spring Lamb, Fresh Mint Sauce
Espinach a la Florentine

Roast
Young Turkey, Cranberry Sauce
C. H. Mumm

Vegetables
Mashed Potatoes Cauliflower—Sauce Hollandaise

Dessert
Moka Ice Cream with Ladies' Fingers
Assorted Pastries Nuts and Raisins
Parsons' Special Stilton Cheese Cafe Noir
Sherry

TOAST LIST

The King
"God Save the King"

The Canadian West
Song - - - "There's a Land" - - - - Allitsen
Mr. Howard Stutchbury

Trade and Commerce
Song - - "Let Me Like a Soldier Fall" Wallace
Mr. Jackson Hanby

Transportation
Duet - - - "Flow Gently, Deva" - - Parry
Messrs Hanby and Stutchbury

The Learned Professions
Song - - - "Father O'Flynn" - - - -
Mr. Howard Stutchbury

Our Guests
Song - - "Flow Gently, Sweet Afton" - - Hume
Mr. Jackson Hanby

"Auld Lang Syne"

Bright speeches were made by several of the after-dinner orators. Before the gathering dispersed at a late hour a toast was drunk in silence to the memory of the late Thomas Tweed.

CONVENTION NOTES.

Prince Albert a year hence.

Three days next year.

No city could have been more hospitable than Edmonton. Her citizens and board of trade officials did all in their power to entertain the delegates and visiting press representatives.

On Tuesday morning the representative of this paper had a delightful drive for several miles south and east of the city in company with the presidents of the Edmonton and Winnipeg Boards of Trade. The drive was an eye opener as to the varied resources of the Edmonton district. Not the Calgary brand of "Eye Opener," either.

Much of the success of the convention this year was due to the fact that the delegates were nearly all notified in advance of the subjects to be discussed.

Is there any delegate to the convention who doesn't remember the town from which First Vice-President Copland hails ?

Too much credit cannot be given Secretary F. T. Fisher, of Edmonton, for his hard work during and before the convention. He was untiring in his efforts to render all possible assistance to delegates and press, and unfailing in his courtesy.

How many times did A. S. Noble remind the convention of the natural gas at Medicine Hat ?

Those Raymond men were orators. B. Young nearly carried the convention off its feet in his eloquent advocacy of his sugar resolution. Had it not been for the speech of H. W. Laird, of Regina, it is possible that the resolution might have been passed unamended.

Many times during the convention there were feeling references to the late Thos. Tweed, whose loss was so widely deplored in the west.

The privileges of the Edmonton Club were accorded the delegates to the convention, a courtesy which was very much appreciated. The representative of this paper also wishes to express his appreciation of the courtesies extended to him by the club during the days of his stay in Edmonton.

President Hutchings made an admirable chairman ; had it not been for his watchful control of the debate, the long list of resolutions could not possibly have been disposed of in two days. As it was, all received adequate consideration.

Several of those prominent at last year's convention were missed this year. Among these might be mentioned W. F. Mylton, of Regina ; Secretary Wm. Trant, of Regina ; G. K. Smith, of Moose Jaw ; Ex-Justice McGuire, of Prince Albert ; C. W. Rowley, of Calgary, and Secretary Peterson, of the Calgary Board of Trade.

Wonder if the people in Edmonton know where Strathcona is.

Municipal and government ownership were not debated in the convention ; they were taken for granted.

For several of the Edmonton illustrations used in this issue, this paper is indebted to the courtesy of the Edmonton Board of Trade.

AUTOMOBILE'S PLUNGE.

Streetsville Merchant and Toronto Traveler Narrowly Escape.

C. S. Parsons, the genial and able traveler for John Sloan & Co., Toronto, had a very enjoyable automobile trip last week, which he will remember principally because it brought him and his companions very close to a sudden severing of worldly relations. A customer of his, F. W. Morgan, Streetsville, Ont., asked him on Wednesday of last week if he wouldn't like, instead of driving to Port Credit, to make the trip in an automobile. Mr. Parsons readily assented. The merchant got round his auto and Floyd Graydon accompanied them.

The excitement came early. Meadowvale was the first objective. Not far out of Streetsville they had reached the bottom of a hill when a cow sauntered across the road almost at the entrance to a small bridge or culvert. Mr. Morgan avoided the cow, but as he was regaining the road the stearing gear refused his control. The machine struck the railing on the culvert, demolished it and plunged into the ditch 10 feet below. By a miracle of good luck none of the three occupants was hurt.

A farmer's team got the auto again on the highway and, strange to relate, the only injury it had sustained was a damaged front and demolished head lamps. The travelers got in and made the journey to Meadowdale in good time. The route then lay by Churchville, Huttonville, Brampton and Cooksville to the Credit. From there Mr. Morgan returned home and Mr. Parsons took the train to Toronto. In these days of rural unrest and constabular alertness, it's not safe to boast about automobile speed, but Mr. Parsons assured the Grocer representative he enjoyed the trip very much.

MAYOR EKERS OPPOSED.

To Halifax Commercial Committee Plan for Montreal.

Montreal, both municipally and commercially, is opposed to the plan of a joint board of trade and city council committee, with the mayor as chairman, as worked out in Halifax and there termed the commercial committee. Last week the views of Vice-President Caverhill, of the Montreal Board of Trade, disapproving of the plan, were given. This week a representative of The Canadian Grocer interviewed Mayor Ekers and he, too, is against it for Montreal. Mayor Ekers said :

"I do not think it would be in the interests of the city to form a commercial committee such as there is at present in Halifax. While it might be possible to carry out the idea in a smaller place, in Montreal the results would be disastrous to all concerned.

"The people are supposed to elect men to the council who are in every way capable of looking after the interests of the city, commercial and otherwise. If they are not satisfied with the men they have elected, at the end of two years they have a chance to elect other men whom they think would be more successful in the administration of the affairs of the city. Should a committee of this description be formed, it would, in a way, limit the powers of the council, and the result in the end would be a general mix-up. Business and politics would interfere with each other. It would be hard to define the length to which this committee would be warranted in going. If it had power in one matter and acted, there would be little reason for it not to act in other matters which came up for discussion before the city council. In this way the men elected by the people to govern the city would often be ruled by the action of the commercial committee. No, I do not believe such a committee as this would be a success in Montreal.

"The city is going ahead under the present arrangement. If a deputation from the board of trade waits upon the council and presents the views of the board on some matter of commercial importance to the city, which is very often the case, they are courteously received and their suggestions are carefully considered, and very often bear weight with the council when coming to a decision. We find this a good plan and I do not think it would be bettered by the formation of a commercial committee."

CASTILE SOAP HIGH.

Owing to the high price of oil, castile soap continues firm and advancing. As it is at present, manufacturers are shipping at a loss, so that in all probability there will be a general advance in the near future.

MERCHANTS SEEING EUROPE.

Hamilton Men Disguised as Natives—A Pleasant Tour.

A party of four Hamilton people, two of whom were John McCullough, traveler for Wood, Vallance & Co., wholesale hardware merchants, and Campbell S. Turner, of James Turner & Co., wholesale grocers, returned in May from a three months' tour through Southern Europe, Asia Minor and Northern Africa, the countries visited including Great Britain, France, Spain, Switzerland, Italy, Greece, Turkey, Palestine, Egypt, Algiers and Morocco. The travelers climbed Mount Vesuvius just before the recent violent eruption and had a most enjoyable trip throughout.

In the group picture shown, Mr. Turner is dressed in Turkish garb, he wearing a turban and holding an old-time musket in his hand. Mr. McCullough, in the upper right hand corner, is in the costume of a Bedouin, the photo being taken at Jerusalem, this being a favorite form of extorting money from travelers adopted by the photographers of that country. The tourists felt "creepy" while in the rented costumes, but as a result of their experience they have the photo which we reproduce.

A Group of Tourists at Jerusalem.

Constantinople's dog scavengers were one of the most startling things seen by the Hamiltonians while on the trip. Thousands of wolfish and ownerless dogs run wild through the streets, with a penalty of several years imprisonment for the killing of one of them, the penalty being half as severe as for the killing of a human being. The only service the dogs perform is to act as scavengers in disposing of the city's sewage and carrion.

Messrs. McCullough and Turner are back at work again, liking it fine and better because of their pleasant memories of far away and strange scenes.

W. Snyder, of St. Jacobs, Ont., recently spent a week about Ayton, trout fishing.

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Northwest Jobbing & Commission Co., Lethbridge, Alta.
Warren, G. C., Regina, Alta.

QUEBEC TRAVELERS' TAX.

A further amendment to the sliding scale tax on foreign commercial travelers doing business in the Province of Quebec, in the form of a six months' license, has not received adequate publicity, and the full import of the change is, as a consequence, not appreciated.

The sliding scale which took effect last March provided for the abandonment of the straight three hundred dollars yearly tax on all foreign travelers except those soliciting for liquor firms, and the substitution of a tax of one hundred dollars yearly on travelers selling only to the wholesale trade, two hundred dollars for those calling upon both wholesale and retail, and four hundred dollars for those selling consumers. The six months' privilege, in effect since May 1, provides for a license from 1st May to 1st of November, or from 1st of November until the 1st of May following, by paying one-half the amount of the full yearly tax. Thus a traveler for a firm outside of Canada calling on the wholesale trade in the Province of Quebec, instead of paying $100 pays only $50 for a six months' license, and a traveler calling upon the wholesale and retail pays $100, while one selling consumers pays $200, instead of $200 and $400 respectively.

This latter provision is decidedly more equitable as it practically cuts in half the obnoxious tax. To avoid taking out more than a six months' license foreign travelers must arrange their trips so as not to overlap the dates mentioned. Thus a traveler might enter the province in October and stay after the 1st of November, which would necessitate him securing another license good until the 1st of May following. Even where the retail trade is called upon, dry goods travelers never spend as long as six months in the province. While the principle of the tax, as has been pointed out in these columns many times, is in restraint of trade, the amendment which really halves the tax has been received with favor because it points in a measure to the final repeal of this revenue-making tax.

Foreign commercial travelers still make strenuous objections to the tax, but the Provincial Revenue Department is closely watching its collection, and evasions, which were at first effected, are now impossible. When interviewed in Montreal, the collector of Quebec provincial revenue outlined clearly the exact interpretation of many dubious points. For instance, a firm outside of Canada desiring to send a traveler to work the Province of Quebec, to avoid paying the tax must have a bona fide place of business in the province at some centre where stock is carried and books kept. A favorite form of evasion, which is useless in this respect, is for a foreign firm to establish an agent in either Montreal or Quebec. While the resident agent has not to take out a license, a traveler from the headquarters of the firm, or any of its foreign branch offices, coming to the province to call on the trade with the agent, must pay the tax.

MORE SHED ACCOMMODATION.

Existing wharfage conditions in Montreal are such as to arouse considerable comment among business men, particularly those interested in the shipping trade. Lack of shed accommodation is the thorn in the side of the shipping trade at present. Goods are strewn all along the harbor front awaiting shipment or cartage to their destination in Montreal. Casks, cases, bundles, in fact packages of every description, are to be seen, sometimes roughly covered by a tarpaulin, but very often exposed to the weather. These cases, or packages, contain a variety of merchandise and, very often, being stored in the open has the effect of damaging the goods. In any case, exposure to inclement weather cannot benefit the goods. Again, merchandise scattered along the wharves hampers the work of carters, and deliveries are thus delayed. Were there proper shed accommodation it would be possible to handle these goods with much less trouble, and the loading and unloading of vessels would be facilitated. Montreal's port is growing. Of that there is no doubt. Revenue returns alone would justify this statement. The goods ever lying on the wharves for lack of shed room also supports the statement. This fact may, in a measure, excuse the lack of proper temporary storage, but action is necessary at once in order to ensure the proper handling of the immense traffic which will be passing through this port a few years hence. The present congestion of merchandise is but a sign of what is to come if proper measures are not taken to meet the new conditions sure to arise. True it is that work is at present going on towards the erection of a certain number of steel sheds, but further accommodation will be required in all too short a time. Those responsible cannot take up this matter any too soon if the growth of Canada's national port is to be considered and encouraged.

ANOTHER SUCCESSFUL CONVENTION.

In every respect the Western Boards of Trade Convention, held in Edmonton last week, was a striking success. There was a large attendance of the best business men of Western Canada, the subjects discussed were of live interest in the west, and the delegates brought to their consideration a trained intelligence and a detailed knowledge which were the result of long familiarity with the problems in question. Moreover, every delegate seemed to remember the responsibility of his utterances, and in no case was a resolution rushed through without proper consideration. The convention is recognized throughout the Dominion as the Western Business Men's Parliament, and it was never once forgotten that weight will be attached to the soberly expressed opinions of the solid business men of the west. In a word, the delegates remembered that they were engaged in serious business.

While the functions of this gathering are purely advisory, it is, nevertheless, the case that their decisions are bound to have considerable effect upon the commercial legislation of the two new provinces. They are rash legislators who think they can afford to ignore the conclusions of the Western Business Men's Parliament.

GOOD ROADS IN THE WEST.

The subjects dealt with by the western merchants in convention at Edmonton were all important and none could be singled out as of first magnitude or remote interest, but the question of good country roads is probably the largest and longest lived of them all. In a country where the wealth is agricultural, where the coming and going of the farmer is to the body politic and commercial as blood circulation is to the human organism, the importance of road building and maintenance can scarcely be over estimated.

To get the situation close at hand, imagine a great city with its concentrated commercial activities doing business on mud roads. A wet day comes and everything would be tied up, a wet season and trade would be ruined. Each of the new western provinces will in a few years represent many cities rolled out and spread over the prairies, millions of people who unless the good roads apostles prevail will waste their energy on water-logged highways in wet seasons and rough and dusty ones in dry. There is no deliverance for the country that will not improve its roads. The merchants are directly interested. The millions of treasure good roads would save the farmers would go to swell the volume of every department of trade.

If the ways of the east prevail in the west the losses of many big cities with mud roads will be borne by the farmers and merchants of the prairie provinces. Of course they won't look so big because so spread out, but the losses will be there and will be an incessant drain upon the business and industrial life of the country.

MUNICIPAL SPIRIT.

Montreal men are against the Halifax plan of board of trade and municipal cooperation so far as their own city is concerned, but they admit the necessity for board of trade interest in municipal affairs. The latter is the real issue ; the question is how to realize the desired result. Spasmodic effort is useless. Continuous effort is obtainable only by some sort of organization or plan. Municipal administration is weak largely because business men do not give it the attention they should. Patriotism begins at home and there is need for it in every municipality in this country. A right development of municipal spirit would solve many vexed issues of federal and provincial politics.

SPIRITED ACTION AND SLOTH.

Manufacturers and traders on this continent have a habit of talking about the antiquated business methods and slowness of the Old Country business man. Here is a little light.

The revelations before the select parliamentary committee in England, to inquire into butter adulteration, stirred the British butter trade. The Grocers' Journal, London, June 2, has a page article headed, "Spirited Action by Messrs. Cary and Grimsdell." The spirited action is outlined in the opening paragraph :

"Being desirous, in connection with the searching inquiry which has been entered into by the House of Commons Select Committee on butter adulteration, to vindicate the fair fame of Dorset butter, and also their own reputation in the placing on the market a pure and thoroughly reliable article, Messrs. Cary and Grimsdell, of the Dorchester Butter Factory, well-known throughout Dorset, Somerset and the whole country, recently invited the leading butter merchants of Dorchester and the officers and committee of the Milborne St. Andrew and Winfrith Farmers' Clubs to lunch with them at the King's Arms Hotel, Dorchester, to discuss the question and pass a resolution in favor of the much-needed Butter Bill, following up the event by an investigation of their factory on the Wareham road. A thoroughly representative company assembled."

President Roosevelt's revelation of Chicago meat packing methods created the opportunity of a generation for Canadian packers, First, because they compete with the American product in the British market; second, because considerable quantities of American canned meat are sold in Canada, and, lastly, because the average English mind is not very clear about American geography, and everything from the western continent is regarded as of the same origin.

Well, what's been done? Nothing! Not the faintest effort has been made to inform either the Canadian or English consumer regarding the superior methods and conditions of the curing and canning of meat in Canada.

A curious example of demanding a low standard and getting it comes from India. English millers have been complaining about the dirt with Indian wheat. A London Times India correspondent explains. The recognized proportion of dirt allowed by English millers is five per cent. In India, unlike Canada and other wheat producing countries, the wheat is threshed by being trodden out under the feet of oxen in the open field, and, consequently, must have a large admixture of field dirt. When the Bombay merchants get it they test it. That having over 5 per cent. of dirt is cleaned, and the exact 5 per cent. of dirt is then added. The cure, says this correspondent, is for the European millers to reduce their allowance of dirt until it is abolished altogether. "As long as millers in Europe," he concludes, "deduct 5 per cent. for dirt, so long will they get it."

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

FLUCTUATIONS—

Sugar—Advanced 10c.

Fish—Revised.

Montreal, June 20.

Favorable weather during the week has been conducive to fairly good business, as taken all round there is not much ground for complaint over the existing conditions in the trade. While business is not abnormal, a good, healthy trade is passing, and most grocery lines are in steady demand. Canned goods this week are featureless. Some talk there is of a weakness in tomatoes, but as prices are kept up this rumor lacks confirmation. Prospects for a good crop in California continue encouraging. Sugar has advanced 10 cents since last quotations. The rise was not entirely unexpected as the New York market has been very strong of late. Summer business has not yet commenced in earnest, but the trade expect to have a profitable season. Teas generally are firm. Reports from Japan state that the market is still advancing owing to the rumor of estimated shortage in crop, and the fact that there is a good demand for the new teas. Molasses is steady. Nothing new has developed in the coffee situation, while spices, according to advices received from the primary market, are becoming firmer. Dried fruits are moving along quite freely. Valencia raisins have been in good demand. Evaporated apples are almost cleaned up, it being very hard to obtain such small quantities as are wanted. Honey is quiet.

CANNED GOODS—Canned goods continue about steady. Jobbers report no special call for any particular line. Peas are still selling well, the last advance apparently not much affecting the sale. Corn is in very good demand. There is talk in some sections of a weakness in tomatoes, but prices are very well maintained. Californian crop reports received state that apricots this year will be much higher, which was expected, owing to the failure of the crop. Plums are said to have turned out fairly well and it is thought they will be quoted on the old basis. It is yet a little too early to speak of peaches and other fruits, but quotations are expected to arrive any day.

The usual quotations are held over for this issue and will appear again next week.

SUGAR—Since last report was made herein there has been an advance of 10 cents in sugar. Coming as it did, the rise was not unexpected in some quarters. Business has been very good right along, the advance apparently having little effect upon the market as regards sales. The rush of business has not yet commenced, but jobbers are looking forward to a good season.

Granulated, bbls.	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 75
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " boxes, 50 lbs.	4 85
Extra ground, bbls.	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 40
" 50-lb. boxes	4 60
Phoenix	4 05
Bright coffee	4 00
" yellow	3 95
No. 3 yellow	3 90
No. 2 "	3 80
No. 1 " bbls.	3 70
No. 1 " bags	3 65

SYRUP AND MOLASSES—No new features have developed in the molasses market this week. Orders received by jobbers are normal. Prices have not experienced any change, and it is not likely that there will be either an advance or a decline, since conditions are such as to leave the market without much interest.

For corn syrup there is a good demand at figures quoted.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02¾
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA—The tea market this week has been about firm. Pinhead gunpowders, in China greens, which were sold last year for 27c., are now quoted at 31c. (new crop). Other lines are advanced in proportion. Ceylon greens are unchanged. Offerings are not many. Blacks are plentiful, and some very good values in medium Ceylons are offered. Indians are about the same as usual. Reports from Japan say that the home market is very strong, and the market still advancing on account of the estimated short crop and the brisk demand. Locally dealers report more inquiries for old stock than for new teas.

Japans—Fine	0 26 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 13 0 15
Ceylon—Broken Pekoe	0 25 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 17 0 18
Hysons	0 16 0 17
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowder, low grade	0 11 0 15
" " pea leaf	0 19 0 22
" " pinhead	0 28 0 32

COFFEE—Dealers report very good business in coffee during the week. Orders received from the country are such as to give satisfaction in most cases. Advices from the primary markets do not mention anything new in the situation. Prices are well maintained.

Jamaica	0 10½ 0 11
Java	0 18 0 22
Mocha	0 18½ 0 19
Rio, No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13½

SPICES—Reports from the primary markets state that all spices are firming up. Locally there is practically nothing new of interest. Good general business is passing.

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger, whole	0 16 0 24½
Ginger, Cochin	0 17 0 17½
Cloves, whole	0 17 0 32
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 30 0 55

FOREIGN DRIED FRUITS—During the week there has been a good demand for Valencia raisins, and the market is rapidly being cleaned up. Prunes have shown some activity also. Seeded raisins are being sold in fair quantities in many sections. Reports from Greece state that weather conditions are about the same as last report, but it is hard to say how much of the information contained in these despatches is genuine. However, even though the crop this year be small, there will be a sufficiency to supply all demands, on account of the holdings here. Conditions for a good crop in California continue favorable, but the recent rains may have harmed the crops more than is yet known. Quotations have been received on California figs. Walnuts are firm. Reports are being received from Sicily to the effect that filberts are advancing. It is not thought that this is a fact, however, and the market is not much influenced by the rumor.

Valencia Raisins—	
Fine off-stalk, per lb	0 04 0 04½
Selected, per lb	0 04½ 0 05½
Layers, "	0 05 0 05½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½ 0 14
Peaches, "	0 12½ 0 14
Pears, "	0 13½ 0 15
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
" Excelsior Window Clusters,"	4 50
" " " ¼s	1 3
Californian Raisins—	
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½ 0 09½
" " choice seeded, in 1-lb. pkgs.	0 08½ 0 09½
" " 2 crown	0 07½ 0 08
" " 3 crown	0 08 0 08½
" " 4 crown	

Prunes—	Per lb.
30-40s	0 09½ 0 09½
40-50s	0 08½ 0 09
50-60s	0 08 0 08½
60-70s	0 07½ 0 08
70-80s	0 07 0 07½
80-90s	0 06 0 06½
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 06½
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05

Currants—	
Filiatras, uncleaned, barrels	0.05½
Fine Filiatras, per lb., in cases	0 06½ 0 07
" " cleaned	0 06½
" " in 1-lb. cartons	0 07
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

EVAPORATED APPLES—Evaporated apples are now practically out of the market. One large jobbing house in Montreal stated that it was found necessary to send out of town to obtain two cases to fill an order. Prices are, in a way, nominal. The goods are so scarce that there is hardly a price for

them, but 12½c. to 13½c. still covers the situation.

BEANS—The market is very dull and dealers report very little business passing. There seems to be no anxiety to purchase. Prices are pretty well maintained at figures quoted.

Choice prime beans	1 60	1 65
Lower grades	155	1 60

MAPLE PRODUCTS—Maple products are not at present in very great demand, although in some sections rather good business is being transacted. Prices are unchanged.

Maple syrup, in wood, per lb	0 05½	0 06½
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 07½
Pure Beauce County, per lb	0 07	0 08

HONEY—The honey market this week is featureless. Very little business is passing.

White clover, extracted tins	0 07½	0 08
Buckwheat	0 06	0 06½

RICE AND TAPIOCA — Practically nothing new has developed in tapioca since the recent advance. Offerings at present are very few and very small. Still this fact does not affect the situation very much since the demand is slight at the prohibitive figures asked. Rice is about normal.

B rice, in 10 bag lots		3 15
B rice, less than 10 bags		3 25
C rice, in 10 bag lots		3 15
C rice, in less than 10 bag lots		3 25
Tapioca, medium pearl	0 07	0 07½

ONTARIO MARKETS.

ABBREVIATIONS—

Dried fruits—Firm and higher.

Canned goods in demand.

Produce markets—Firm.

Toronto, June 21.

The grocery business has been good this week past. A Toronto firm reported more orders at the end of last week than they could handle. Canned goods, especially corn and tomatoes and salmon, are going freely into retailers' hands. The whispered weakness in tomatoes seems to be just a reaction from the enthusiasm of six weeks ago when some people had dreams of $1.75. There will probably be enough to go round till the new pack comes in, but that's about all. Dried fruits are still advancing and stocks are very light. Currants and nuts continue to advance. Sugar is firm but no further advance is anticipated here. Rice and tapioca are firm. Collections are not too satisfactory. A good many merchants are carrying heavy stocks of Winter dry goods and as one jobber put it, "the wholesaler has to carry the merchant." There is not, however, any complaining, but if one digs under the surface he finds a feeling that collections might be better.

CANNED GOODS—The demand for vegetables is very good and prices are firm at present quotations. Some jobbers report the movement of corn especially heavy and others say they never saw the demand for tomatoes so large. Peas, too, are firm at the advance of a little while ago. Corn is said to be now all in second hands. Salmon is moving in quantity. A good many retailers are buying in anticipation of an announcement Saturday of prices on this year's pack at a considerable advance. The better brands of Fraser River Sockeye are getting very scarce on this market. There are no changes of quotations in the canned goods list this week.

The usual quotations are held over for this issue and will appear again next week.

SUGAR—A firm tone prevails in the raw cane market and an advance of 1-32 to 1-16c. has been established, heavy shipments having recently transpired through New York refiners both for nearby delivery and for later shipment, including about 100,000 bags Cuban for July at 2½c. cost and freight New York basis, 95 degrees test, equal to 3.57½ duty paid basis 96 degrees test. Compared with beet quotations 8s. 2¼d. f.o.b. Hamburg for 88 per cent., which is equivalent to 3.70 duty paid New York for 96 degrees test cane sugars, it will be seen that Cuban canes have a differential of 19c. per 100 lbs. in their favor, and as long as this advantage is maintained United States refiners will not likely take any interest in beet sugars.

As against that the supplies of nearby cane sugars, such as Cuban and other West Indians, will become gradually less for some months to come. In Cuba at latest reports there were only 29 central factories grinding as compared with 68 the previous week, while stocks in the island amount to only 87,000 tons as compared with 339,000 tons at the same time last year. Total stocks in Europe and America at latest uneven dates amounted to 3,100,416 tons as against 2,253,880 tons at the same time last year. The increase of stock is 846,536 tons as compared with an increase of 907,802 tons last week. Willett & Gray say the Cuban crop must be considered as practically completed because of heavy rains throughout the island, and it is probable that much cane will remain in the fields to be ground early in December.

Europe after declining to 7s. 11¼d. recovered to 8s. 3d. per cwt. and at the close is quoted at 8s. 2¼d. Some attention is now being paid to Java sugars, which are apparently following the course of beet markets and for the present are out of reach.

Locally the demand is only fair, though one refiner reports very heavy movement. The heavy consumptive demand has not yet set in, but the indications are for fairly large crops of small fruits and a good consumption of sugar is anticipated. There are no changes in quotations locally. There is a good demand for New York refined.

Paris lumps, in 50-lb. boxes		4 93
" in 100-lb. "		4 83
St. Lawrence granulated, barrels		4 28
Redpath's granulated		4 28
Acadia granulated		4 23
Berlin granulated		4 18
Phoenix		4 28
Bright coffee		4 05
Bright yellow		4 10
No. 3 yellow		4 15
No. 2 "		3 95
No. 1 "		3 88
Granulated and yellow, 100-lb. bags 5c. less than bbls.		

MOLASSES AND SYRUPS — The market is quiet and without feature.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEA — Cables from Ceylon report shortening supplies and a slight advance in prices which shippers believe will be accentuated as the season advances. London mail advices tell of continued firmness of prices for the better sorts of India and Ceylon. A strong tone for medium and fine kinds characterized the opening auction in Calcutta. "One of the most healthy signs recently noticeable in the market," says one London letter, "has been the better demand for good useful liquoring teas, a demand which has been more pronounced since the duty was reduced. Should this improved condition at home find its echo in the production of better class tea and the avoidance of coarse plucking, material benefit to the industry may result."

COFFEE—The situation is unchanged and quiet. The Brazil receipts for three seasons from July 1 to June 16 have been, at Rio, 1903-4, 3,963,000 bags; 1904-5, 2,477,000 bags; 1905-6, 3,180,000 bags; at Santos, 1903-4, 6,270,000 bags; 1904-5, 7,315,000 bags; 1905-6, 6,831,000 bags; total, 1903-4, 10,235,000 bags; 1904-5, 9,792,000 bags; 1905-6, 10,011,000 bags. The total crop was: 1903-4, 10,408,000 bags; 1904-5, 9,968,000 bags; 1905-6, not complete.

DRIED FRUITS—The market for import shipments is very firm and prices are continually hardening. It is thought that with the advent of fresh supplies when the new crop comes on the market in August that the pressure of farmers to sell will cause some concession in price, and anticipating this the new crop is being offered in a speculative way for September shipment at a shilling per cwt. below the current price for old crop and buyers are in some cases disposed to take advantage of these offers.

The fig crop is reported shorter by 10 to 20 per cent. than last year's, but the prices named do not show a corresponding advance.

Valencia raisins are said to be pretty well cleaned up on this market, and the demand was never better at this season. Prices are slowly moving up. Wholesalers are buying apricots from retail-

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, June 21. 1906.

BUTTER — No change in tone of market. Good demand prevails.

CHEESE—Rather unsettled market. Prices a shade higher.

EGGS—Market about the same. Lower prices expected in some quarters.

PROVISIONS—Market steady in tone. Fair demand continues. Hogs still scarce.

ers. Prunes are nearly done. Bottom prices for currants are moving up.

	Per lb.		Per lb.
Prunes, Santa Clara—			
90-100s, 50-lb boxes	0 06½	60-70s, 50-lb boxes	0 07½ 0 08
80-90s "	0 07½	50-60s "	0 08 0 09
70-80s "	0 07½ 0 07½	40-50s "	0 09 0 09½
		30-40s "	0 10½ 0 10½
French prunes, 110-120's			0 04½

Note—25 lb. boxes ½c. higher.

Candied and Drained Peels—
Lemon ... 0 11 0 11½ Citron ... 0 18 0 20
Orange ... 0 11½ 0 12½

Figs—
Elemes, per lb ... 0 10 0 14
Tapnets, " ... 0 04½

Apricots—
Californian evaporated, in 50-lb boxes ... 0 16 0 17

Peaches—
Californian evaporated, " " ... 0 14 0 17

Pears—
Californian evaporated, per lb ... 0 13

Currants—
Fine Filiatras ... 0 06 up Vostizzas ... 0 07½ 0 08½
Patras ... 0 06½ 0 06½
Cleaned ½c. more.

Raisins—
Sultana ... 0 05½ 0 09
" Fancy ... 0 10 0 14
" Extra fancy ... 0 15 0 16
Valencias, selected ... 0 05½ 0 06½
Seeded, 1-lb packets ... 0 09 0 10½

California, loose muscatels—
3-crown ... 0 07½
4-crown ... 0 09

Dates—
Hallowees ... 0 05 Fards new choicest 0 09 0 10½
Sairs ... 0 04 " new choice ... 0 09½
Domestic evaporated apples ... 0 13

NUTS—There has been an advance all round in primary markets for both prompt and future deliveries since last week and it certainly looks as if those jobbers who have not covered their orders would pay considerably higher prices.

Shelled walnuts for September shipment have advanced 7 francs, and walnuts in the shell are entirely controlled by one firm, who sold 10,000 bags during May.

Almonds, Tarragona, per lb ... 0 13½ 0 14
" Formigetta ... 0 12½ 0 13
" shelled Valencias ... 0 27 0 28
Walnuts, Grenoble, " ... 0 14½ 0 15
" Bordeaux, " ... 0 10½ 0 11
" shelled ... 0 26 0 28

Filberts, per lb ... 0 10
Pecans, per lb ... 0 14 0 17
New Brazils, per lb ... 0 14½ 0 15

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)
Selected Spanish ... 0 08½
A 1's, banners and suns ... 0 08
Japanese Jumbo's ... 0 08½
Virginia " ... 0 10

SPICES—Quotations are unchanged.

Spices—	Per lb.
Peppers, blk	0 20
" white	0 30
Ginger	0 18 0 35
Cassia	0 25
Nutmeg	0 45 0 75
Cloves, whole	0 30
Cream of tartar	0 22 0 28
Allspice	0 16
Mace	0 85

RICE AND TAPIOCA—Prices are firm and quotations are unchanged.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05 0 05½
Japan	0 06 0 07½
Java	0 06 0 07
Sago	0 06½
Carolina rice	0 07½ 0 10
Tapioca, medium pearl	0 06½
" double goat	0 07½

DRIED FISH—The market is quiet with unchanged quotations.

Boneless fish, per lb ... 0 05
Cod fish, 1-lb. bricks ... 0 07
Quail-on-toast, per lb ... 0 05½ 0 60
Flitched cod fish, cases of 100 lbs ... 6 50

HIDES AND WOOL—Hide prices are unchanged.

Hides, inspected, steers, No. 1 ... 0 12
" " " No. 2 ... 0 11
" " cows, No. 1 ... 0 11½
" " " No 2 ... 0 10½
Country hides, flat, per lb., cured ... 0 11
Calf skins, No. 1, city ... 0 14
" " No. 1, country ... 0 13
Sheep skins ... 1 50 1 85
Lamb skins ... 0 40
Horse hides, No. 1 ... 3 15 3 60
Rendered tallow, per lb ... 0 04½ 0 05½
Pulled wools, super, per lb ... 0 25
" " extra ... 0 27
Wool, unwashed fleece ... 0 17 0 1
" washed fleece ... 0 26

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, June 21, 1906.)

Wholesalers report a good week's trade with the demand for all staple lines active. Price changes are few. Sugar, which recently declined 10c. per cwt. for refined grades, is still quoted at the lower level, but the market shows a stronger tone and the trade here is looking for an early advance to the old level as a result of the firmer feeling at New York. Dried fruits are firmer. Valencia raisins are up 25c. to 30c. and Silver prunes 1-2c. higher. Shelled nuts are also some firmer and in the canned goods list peas are quoted at a 10c. advance. Advices from the Pacific Coast state that the new pack of sockeye will bring from $1 to $1.50 a case more than the present stock, while prices for old stock are expected to advance 50c. to 75c. a case. None of the new stock is expected to be on the market until September. New apricots are quoted at from 19c. to 20c. per pound, about double the usual price, owing to the shortage of the crop. Old honey is practically all cleaned up, but the new article is expected soon upon the market. Canned strawberries and lawtonberries are not on the market, old supplies being disposed of. The new stock of the former will be in about the early part of August, while lawtonberries will not be on the market until September.

The arrangement which the management of Force made with the western trade, viz., nine packages with three cases, 18 packages with five cases or 36 packages with 10 cases, with freight paid to all points, was terminated on June 15.

CANNED GOODS—Pacific Coast advices state that very little of the best sockeye salmon will be packed in tall tins this season, the reason being that the demand outside Canada is almost entirely for the flat tins. Prices for the new run will also be considerably higher, about $1 to $1.50 per case. Old stock is now firmer and an early advance is looked for. Strawberries and lawtonberries are not now on the market. Canned peas are up 10c. Other lines firm, but unchanged. We quote:

FRUITS.

	Group No. 1.	Groups No 2 & 3
Apples—		
gallons, per doz	3 35	3 30
3-lb. "	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 01
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48

VEGETABLES.

Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 63	1 58
(No. 3) 2's "	1 78	1 73
Succotash—		
2's "	2 63	2 58
Tomatoes—		
All groups, per case		3 10
Salmon, Fraser River sockeye, per case		6 25
" Skeena River, " "		6 00
" River's Inlet, " "		5 90
" Red Spring, " "		5 75
" humpback, "		4 10
" cohoes, "		4 85
" Clover Leaf, Fall delivery, 1 to 4 cases		6 30
" " 5 to 9 cases		6 20
Pork and beans (V.C.P. Co.), 1's, per doz		1 25
" " 2's, "		1 90
" " 3's, "		2 60
Clark's 1 lb. plain, per case		2 10
" 2 " "		1 80
" 3 " "		2 20
" 1 " tomato sauce, per case		2 30
" 2 " "		1 85
" 3 " "		2 40
" 1 " Chili "		2 30
" 2 " "		1 95
" 3 " "		2 40
Soups (Van Camp's), per doz		1 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey " "		3 25
" chicken (Aylmer), per doz		3 30
" " (Delhi), "		3 20
" turkey (Aylmer)		3 30
" " (Delhi)		3 20
" duck (Aylmer)		3 30
" " (Delhi)		3 20
Corned beef " 2's "		2 80
" " 1's "		1 60
" Man. Can. Co. 2's per doz.		2 50
" " " 1's "		1 35
Roast beef (Man. Can. Co.), 2's, per doz		2 50
" " " 1's "		1 35
" (Clark's), 1's, per doz		1 55
" 2's, "		2 65
Potted meats, ½'s, per doz		0 55
Veal loaf (Libbey's), ½ lb., per doz		1 25
" " 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 50
Lunch tongue (Clark's), 1's, "		3 45
" (Aylmer), 1's, "		3 00
Sliced smoked beef (Libby's), ½-lb. tins, per doz.		1 80
" " " 1-lb. tins, "		3 10
" " " 1-lb. glass, "		3 35
Chipped " " ½-lb. tins, "		1 45
" " " 1-lb. tins, "		2 50
" " " 1-lb. glass, "		3 05
Sliced bacon, " 1-lb. tins, "		3 10
" " 1-lb glass, "		3 25
Corned beef (Clark's), 1-lb. tins, per doz		1 50
" " 2-lb. " "		2 65
Lobsters (new), ¼-lb. flats, per 8-doz. case		16 00
" " ½ lb. talls, per 4-doz. case		10 25
" " 1-lb. talls, " "		14 50

SUGAR—No change from last week. We quote:

Montreal granulated, in bbls ... 4 75
" " in sacks ... 4 70
" yellow, in bbls ... 4 35
" " in sacks ... 4 30
Wallaceburg, in bbls ... 4 65
" in sacks ... 4 60
Berlin, granulated in bbls ... 4 65
" " sacks ... 4 60
Icing sugar in bbls ... 5 35
" " in boxes ... 5 55
" " in small quantities ... 5 95
Powdered sugar, in bbls ... 5 15
" " in boxes ... 5 35
" " in small quantities ... 5 60
Lump, hard, in bbls ... 5 45
" " in ½-bbls ... 5 55
" " in 100-lb cases ... 5 45
Raw sugar ... 4 50

SYRUPS AND MOLASSES — As noted last week, there has been an advance in New Orleans molasses.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80

Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb	0 10½ 0 11
" roasted " per lb	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" 1-lb. "	0 24

MATCHES—Prices are steady at advanced quotations noted last week.

	Per case
"Telegraph,"	4 75
"Telephone"	4 65
"King Edward"	3 35
"Head Light"	4 20
"Rising Star"	5 50
"Eagle"	1 95
"Victoria"	3 10
"Silent," 200's	2 20
" 500's	4 70

FLY PADS, ETC.—Wilson's fly pads are quoted this year at the same price as last, viz., $3 per box or 3 boxes for $8.40. "Tanglefoot" is also unchanged, the quotations being 45c. per box or $4 per case of 10 boxes.

FOREIGN DRIED FRUITS—California fruit houses are quoting local jobbers on October deliveries of raisins and prunes. Quotations on raisins indicate an advance as compared with last year. Prunes are also slightly firmer. These are the only fruits on which quotations have been made.

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 65 1 75
" " selected	1 85 1 95
" " layers	2 10 2 25
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes 100-120 per lb	0 06½
" 90-100 "	0 07½
" 80-90 "	0 08
" 70-80 "	0 08½
" 60-70 "	0 09
" 50-60 "	0 09½
" 40-50 "	0 10
" choice silver, per lb	0 11
" silver, per lb	0 08½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07½
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 20
Apricots, standard in 25-lb. boxes, per lb	0 19
Peaches, choice, per lb	0 17½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

CANDIED PEELS—

Lemon, per lb	0 11½
Orange "	0 11½
Citron "	0 20
Mixed, in 1-lb drums per doz	2 30

EVAPORATED AND DRIED APPLES—Evaporated apples are selling at 13 1-2c. per lb. in 50-lb. boxes. Dried apples are quoted at 9 1-4c. per lb.

BEANS—No. 1 white beans are quoted at $2.05 per bushel, and No. 2 at $1.90.

NUTS—

Almonds, per lb	0 12½
" (shelled), per lb	0 30
Filberts	0 10
Peanuts	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 32
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, in 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz	0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz	2 50
" " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb	0 10

SAUCES—

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz	1 90

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO—Tapioca is a little easier in the local market and is quoted now at 7c. per lb. We quote:

Japan rice, per lb., cwt. lots	0 05½
" " 50-lb. lots	0 05½
Rangoon rice, per lb	0 04 0 04½
Patna "	0 04½
Tapioca, per cwt	7 00
Sago, per lb	0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

OATMEAL AND CORNMEAL—Oatmeal has declined 10c. per 80-lb. sack. We quote:

Rolled oats, 80-lb. sacks, per sack	2 20
40-lb. " "	1 12½
20-lb. " "	0 57½
8-lb. " "	0 26
Granulated oatmeal, per sack	2 45
Standard " "	2 45
Cornmeal, "	1 70

GREEN FRUITS—Oranges are advancing rapidly in California and higher price may be expected locally at any time. The crop of citrus fruits in California is estimated to be about 6,000 cars less than last year. Lemons have been advanced locally 50c. per case. We quote:

Fancy Cal. blood oranges, 200's to 250's	5 00
" " " 324's to 360's	4 50
Fancy Cal. navel oranges, 96's	4 00
" " " 112's	4 25
" " " 126's	4 50
" " " 150's	5 00
" " " 176's to 324's	5 50
Lemons, 300's and 360's	5 50
Strawberries, quarts, per 2 doz. cases	5 00
California cherries, per box	4 00
Bananas, per bunch	2 75 3 25
Apples, Ben Davis, per box	3 00

VEGETABLES—

Rhubarb, 40's, per box	2 00
Asparagus, per box	2 50
Florida tomatoes (6 baskets to crate), per crate	3 60
Onions, Egyptian, per lb	0 04
" native, per lb	0 03
Lettuce, new, per doz	0 45
Radishes, new, per doz	0 45
Onions, new, per doz	0 45
Parsley, new, per doz	0 45
Cabbage, new, per lb	0 05
Cucumbers, new, per doz	2 00

BUTTER—Creamery butter is quoted as follows to the trade:

Finest fresh creamery, in 56-lb. boxes	0 21
" " in 28-lb. boxes	0 21
" " in 14-lb. boxes	0 21
" " in 1-lb. bricks (eastern)	0 25
" " " " (western)	0 21 0 23

Local produce houses are paying 14c. per lb. for No. 1 dairy butter and from 11c. up for No. 2 delivered in Winnipeg.

CHEESE—Prices are revised:

Finest Ontario, large	0 13½
" Manitoba, large	0 13
" " twins	0 13
" " small	0 13

LARD—The tierce basis has been advanced 1-4c. per lb. We quote:

Tierce basis, per lb	0 12
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19
Backs, " " "	0 16
Hams, light, 10 to 12 average	0 15
" medium, 14 to 16 average	0 14½
" heavy, 20 to 30, for slicing	0 14½
" heavy skinned, 20 to 30 for slicing	0 14½
Picnic hams, light, choice, 6 to 8	0 11½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 15½
" " clear bellies, 12 to 14	0 15
Clear backs, b bacon light	6 14½
" b bacon 12 to 14	0 14½
Spiced rolls, long if in stock	0 15
" short	0 13
Dried beef ham, sets	0 11½
Smoked hams boned and rolled, 2c. per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear	0 12½
" " " smoked	0 13½
" " " boneless backs	0 12½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
" per ½ bbl	11 50
Standard mess pork, per bbl	22 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 03½
" hocks, " "				0 04

EGGS— Produce houses are paying 15c. per dozen for eggs at country points, f.o.b. station.

NOVA SCOTIA MARKETS

Halifax, June 20, 1906.

The fresh fish markets are now attracting considerable attention, due principally to the poor catches of the American mackerel seiners on the Nova Scotia coast. Of the fleet of 70 vessels now operating in these waters, not more than ten of them have secured catches, the largest of which were about one hundred barrels. Some of the Nova Scotia fish dealers were hit hard recently by the slump in the price of mackerel on the American market. When the latter was bare of fish these dealers shipped hundreds of barrels, and just about the time they arrived some of the American seiners came in with their fares, and the enormous quantities flooding the market at one time caused a drop in the price. The market has since improved, and better prices prevail. One Halifax dealer who anticipates a big shortage of mackerel on the American market has bought up all the fish that he could procure, and has 60,000 in cold storage.

THE TRADERS BANK OF CANADA

Proceedings of the Twenty-first Annual General Meeting of Shareholders, Held at its Temporary Offices, 10 Front Street West, Toronto, on Tuesday, the 19th Day of June, 1906.

The chair was taken by the President, Mr. C. D. Warren, and the General Manager was requested to act as Secretary, when the following Statement was read:

STATEMENT OF THE RESULT OF THE BUSINESS OF THE BANK

For the Year Ending 31st May, 1906.

The net profits for the year, after making full provision for all bad and doubtful debts, and reserving accrued interest, amounted to	$396,231.75
Balance at credit of Profit and Loss last year	35,158.91
	$431,390.66
Appropriated as follows, viz.:	
Dividend No. 40, three and one-half per cent., paid 1st December, 1905	$104,992.00
Dividend No. 41, three and one-half per cent., payable 1st June, 1906	105,000 00
Transferred to Officers' Guarantee Fund	5,000.00
Transferred to Officers' Pension Fund	5,000.00
Transferred to Rest Account	150,000.00
Balance at Credit of Profit and Loss new account	61,398.66
	$431,390.66

Percentage of Net Profits.....13.21 per cent.

GENERAL STATEMENT, 31ST MAY, 1906.

LIABILITIES.

Capital Stock paid up	$ 3,000,000.00	
Rest Account	1,250,000.00	
Dividend No. 41, payable 1st June	105,000.00	
Former Dividends unpaid	221.16	
Interest Accrued on Deposit Receipts	7,061.59	
Balance of Profits carried forward	61,398.66	
		$ 4,423,681.41
Notes of the Bank in Circulation	2,310,125.00	
Deposits bearing interest, including interest accrued to date $15,623,539.25		
Deposits not bearing interest 4,867,333.13		
	$20,490,872.38	
Balance due London Agents	748,766.98	
		$23,549,764.36
		$27,973,445.77

ASSETS.

Gold and Silver Coin Current	$ 288,879.84	
Dominion Government Demand Notes	1,507,986.00	
Notes and Cheques on other Banks	618,562.70	
Balance due from other Banks	252,226.26	
Balance due from Foreign Agents	489,977.08	
Dominion and Provincial Government Securities	632,216.53	
Railway and other Bonds, Debentures and Stocks	427,038.05	
Call and Short Loans on Stocks, Bonds and other Securities	1,655,798.29	
		$ 5,872,684.75
Bills discounted current	$21,274,550.77	
Notes discounted overdue (estimated loss provided for)	4,530.15	
Deposit with Dominion Government for security of general bank note circulation	111,000.00	
Real Estate, the property of the Bank (other than the Bank premises)	20,434.57	
Bank Premises (including safes, etc.)	690,245.53	
		$22,100,761.02
		$27,973,445.77

H. S. STRATHY, General Manager.

The accompanying statement shows the result of the business of the bank for the year ending 31st May, 1906; also its financial position as on that date.

The business of the bank continues to show satisfactory progress. The net profits, 13.21, are in excess of the previous year, when they were 11.34.

New business of a most desirable character continues to be offered, and in order to take advantage of the large and growing business offering in the Northwest, and especially at Winnipeg, where results have far exceeded the best expectations of the management, your directors considered it was in the best interests of the bank to increase its capital, under the authority given at a special meeting of the shareholders held on the 17th of April. An allotment of two million dollars was therefore made on the 21st of May in the proportion of two new shares for each three held at the close of business on the first day of June. This allotment was made at 40 per cent. premium, being slightly below the proportion the Rest then bore to Capital, and, while it is only two weeks since the allotment was made, it has been most gratifying to the directors to find that subscriptions have already been received for nearly one million dollars, a large proportion of which has been paid, and with still many shareholders yet to hear from.

At the special meeting of shareholders above referred to the date for holding future annual meetings after the present one was changed by by-law to the fourth Tuesday in January of each year, and as our stock is held almost entirely as investment, it is proposed that dividends hereafter shall be paid quarterly, and in order to bring those into even quarters for the year a dividend for four months will be paid on the first of October and quarterly thereafter on the first of January and each succeeding three months.

Your directors hope to welcome the shareholders at the annual meeting in January next in the new and commodious bank premises now nearing completion on Yonge street. The bank has provided for ample accommodation in the building for future growth and expansion, and your directors have pleasure in stating that the demand for offices is quite equal to the most sanguine expectation. The vault accommodation will furnish absolute protection to the bank's securities, and it will be gratifying to know that every precaution has been taken in this respect to guard against loss by fire or otherwise.

During the fiscal year just closed nineteen new branch offices have been opened, viz.: thirteen in the Province of Ontario, two in Manitoba, including Winnipeg, three in Alberta, including Edmonton and Calgary, and one at Regina, Saskatchewan.

The different offices of the bank continue to receive the usual careful inspections.

C. D. WARREN, President.

The usual resolutions were moved and adopted.

The scrutineers reported the following gentlemen duly elected to act as directors for the ensuing year, viz.: C. D. Warren, Hon. J. R. Stratton, C. Kloepfer (Guelph), W. J. Sheppard (Waubaushene), C. S. Wilcox (Hamilton), E. F. B. Johnston, K.C.

The meeting then adjourned.

ESTABLISHED IN 1842

THE OLD RELIABLE FIRM

WE ARE NOT IN ANY TRUST. WE SELL HONEST GOODS AT HONEST PRICES

TOMATOES (Spot)

Little Chief, Bowlby, Boulter, Thistle, Kent
Union, Salaberry, Lakeport, Imperial, Log Cabin, Canada's Pride
Quaker, Victoria, Lowrey, Delhi, Lalor

The largest assortment to be found in any Wholesale House. ASK OUR PRICES, Montrea or Factory

TEAS! TEAS!

Although there is an advance of about 10% on Japan Teas, this year's crop, we are offering **NEW TEAS**. Our brands are leaders in this country.

BEAVER ——— **and** ——— **OWL CHOP**

A1, Nos. 1, 2, 3 and 50 Extra, A1, Nos. 1, 2, 3, 4, 50, 100 and 200

OWL CEYLON, Black and Green (Packages)

The finest quality of teas put up expressly for us. As we are large buyers, we buy at lot figure.

L. A. PRICE

The leading packer of table delicacies in Bordeaux.

300 Cases Assorted Goods, now in store, including:

Mushrooms, Peas, Macedoines, Haricots, Anchovies
Truffles, Olives, Olive Oil, Pates Foie Gras, Puree Foie Gras
Pastes, Prunes, Sardines, Vinegar, Cherries

Special import price in quantity of one ton or more. VEGETABLES packed in Glass and Tins.

THE WILLIAMS BROTHERS CO., - - DETROIT

Pickles, Jams, Catsup, Sauce, Radish (Horse), etc.

CROSSE & BLACKWELL, London

Pickles, Jams, Sauces, Herbs, Soups, Jellies, Essence of Coffee, Pastes.

C. & E. MORTON

Pickles, Olives, Etc.

ROWAT & CO.

Pickles, Olives, Etc.

We carry the largest assortment of goods to be found in any Wholesale Grocery firm in the business.

Cordial Reception Low Prices Prompt Shipment

L. CHAPUT, FILS & CIE

Wholesale Grocers, and Importers of Teas, Wines and Liquors

——2, 4, 6 and 8 DeBRESOLES STREET, MONTREAL——

TERMINAL WAREHOUSE

MONTREAL

THE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system.

Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st next. Railroad siding direct into building.

Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries.

Lowest rates of Insurance. Ratage and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a company of large financial responsibility.

For information please communicate with the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 GREY NUN STREET

MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS

SALESMAN WANTED.

ENERGETIC specialty salesman wanted for retail grocery trade Montreal and Ottawa. Must speak French and English. Apply, stating experience, salary wanted to start, and full particulars, to Box 118, CANADIAN GROCER, Toronto. (30)

POSITION WANTED.

A YOUNG MAN, with four years' experience with a first-class wholesale grocery house, would like to have position on the road; an A1 grocery specialty preferred; territory, Maritime Provinces. Address, Box 46, CANADIAN GROCER, Montreal. [35]

FOR SALE.

Grocery and Liquor Business for Sale

GOLDEN LION GROCERY. Kingston, Ontario, the property of the late W. R. McRae. Established 1854. One of the finest businesses in Eastern Ontario. Apply to Cunningham & Lyon, Vendor's Solicitors, Kingston.

THREE small stocks will be sold separately or together. Wall paper, $1,300; clothing, $800; boots and shoes $1,500; at a rate on dollar or at lump sum. For particulars address J., CANADIAN GROCER. 24

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCY WANTED

LONDON agent, with great experience of the provision trade and thorough knowledge of the produce markets of the United Kingdom, is open to accept agency. Address, Fenwick, 3 Duke street, Tooley street, London, Eng.

TO THE TEA TRADE

A 2,000 LBS. TEA BLENDER — In first-class working order; a 24-inch roller, milling machine, adjustable for hand or power use; also four "Ideal" packing machines, almost new. All the above to be sold at a bargain. Write for prices and particulars. Box 115, CANADIAN GROCER, Toronto.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

371 Elgin Avenue, Winnipeg

BUSINESS CHANGES.

Sales, Assignments and Alterations of Name Recorded in a Week.

A. Cleroux, general merchant, Aubigny, Man., has assigned to C. H. Newton.

J. L. MacLeod, general merchant, Arcola, Sask., has sold out to L. C. Teeple.

R. E. Lowery, general merchant, Ruddell, Sask., has been succeeded by Lowery Bros.

Wood & Co., general merchants, Melfort, Sask., have been succeeded by Wood & Grant.

H. Elliott, general merchant, Island Lake, Alta., has been succeeded by Elliott & Gilchrist.

Krienke & Thompson, general merchants, Lemberg, Sask., have been succeeded by Bepher & Wild.

New Brunswick.

The Sayer Co., Limited, general merchants, Sussex, N.B., incorporated.

Ontario.

E. McNichol, general merchant, Clyde, Ont., advertises his business for sale.

Henry Bros., general merchants, Keewatin, Ont., have assigned to W. G. Cameron.

T. P. McGillicudy, general merchant, Mount Forest, Ont., is advertising his business for sale.

Quebec.

Ls. Mercier & Cie., grocers, Quebec, Que., have dissolved.

Mrs. T. R. Morin, general merchant, St. Romain, Que.; assets sold.

Wm. H. Dunn has registered under the style of Donora Extract Co., Montreal, Que.

Ls. Perrault, general merchant, Saint Anges, Que., has assigned. V. E. Paradis, provisional guardian.

J. Desrochers, wholesale confectioner and tobacconist, Montreal, Que.; assets were to have been sold on the 20th inst.

Clifford H. Wallace and George E. Wallace have registered under the style of the Hygiene Candy Co., Montreal, Que.

P. Poulin & Co., poultry and provision dealers, Montreal, Que., have dissolved partnership. Jos. Edmond Morin, registered.

MILITIA AND TRADE.

With several thousand militiamen under canvas in their vicinity, the grocers of Niagara-on-the-Lake, Ont., are reaping a harvest. At any rate they're kept busy.

Write for samples and quotations. We furnish both cheerfully.

THE CODVILLE-GEORGESON CO., LTD.

WINNIPEG and BRANDON, MAN.

FOR OVER 20 YEARS

in the Commission Business in

WINNIPEG

If you are not represented in Winnipeg or Calgary, place your goods with a live and progressive Commission House. We sell exclusively to the wholesale trade in the West. Storage for all kinds of goods. Cars distributed.

NICHOLSON & BAIN

WINNIPEG and CALGARY

Wholesale Commission Merchants and Brokers. Est'd 1882

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer,

Hot Weather

Means a heavy demand for our
MILD CURED

Hams
Breakfast Bacon
Skinned Backs

BOILED HAMS
HAM, CHICKEN and TONGUE SAUSAGE
BOLOGNA SAUSAGE
CANNED MEATS

QUALITY THE BEST

WRITE US FOR PRICE LISTS

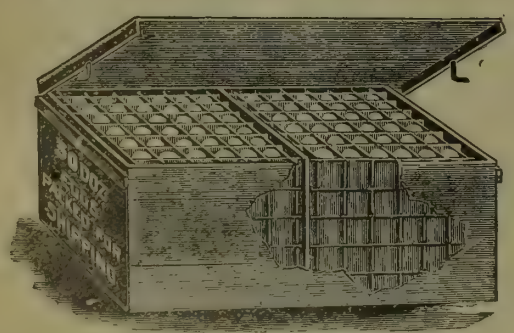
THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

COOKED HAMS

Not put up in cans but sent to you wrapped in parchment paper, for slicing on the counter. Very seasonable and very appetizing. Also showing you a good profit. Order to go by express.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

EGG CASE FILLERS



HAND AND MACHINE MADE FOR
25, 30, 36 and 49 doz. egg cases with standard size egg spaces (1¾-in. sqr. x 2¼-in. deep)

Also

SPECIAL SIZE FILLERS
(Machine Made)

30 doz. Fillers egg spaces 1⅝-in. sqr. x 2-in. deep
" " " 1¾-in. " x 2⅜-in. deep
" " " 1¾-in. " x 2 7-16-in. deep

(Hand Made)

30 doz. Fillers egg spaces 1 13-16-in. sqr. x 2½ in. deep

The Miller Bros. Co., Limited
30-38 DOWD STREET
MONTREAL
Board Mill and Filler Factory at GLEN MILLER, ONT.

Order them; then you'll know how good they are

Hams and Breakfast Bacon with our Label on, and Butter, Lard, Eggs, Cheese, Sausage, etc., that come from our warehouse, are the surest selling contingent that a grocer could put in his store.

To say our goods are as good as any others is to put it lightly. To say they are better than others is to put it right.

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market is very much unsettled at present; there are "bulls" and there are "bears," and their different arguments are most conflicting. It is our duty to describe the actual situation regardless of either "bullish" or "bearish" interests.

Prof. G. G. Publow, chief instructor for the Eastern Ontario Dairymen's Association, in his address at the Brockville board last Saturday stated that the present make of cheese is phenomenal, but he also regrets to state that owing to the prevailing high prices of cheese, the goods are shipped out so closely that there are practically no cheese left in the factories for his inspectors to examine. This is to be regretted, as the cheese are leaving the factories in an uncured condition, so green that it is impossible to cut them for consumption, and once boxed they will not cure as well as they would do if properly handled on the factory shelves.

This clearly demonstrates that there is a very strong demand for cheese at present, and it also means that the factorymen know they are getting very high prices for their product and they are shipping their goods out close to the hoop for fear of a serious break in prices in the near future.

Now, admitting a large make at present, we must also admit a demand fully equal to the supplies, as there are no goods carried over, in spite of the high prices now ruling, and under these conditions it is next to impossible to get prices down to more moderate figures. At the beginning of the season there were hardly any cheese of last season's make left. The new cheese started at high prices and the British markets continued to buy. Our season is fully three weeks late and as long as there is no accumulation of stocks there can be no serious break in prices.

Receipts of cheese last week, according to the Montreal Board of Trade figures, were 93,152 boxes, against 90,652 boxes for the same week last year, and since May 1, 351,112 boxes as compared with 315,052 boxes for the corresponding period of last year. Receipts of butter last week were 29,266 packages, against 31,162 packages for the same week last year, or 116,038 packages since May 1, as compared with 123,876 packages for the corresponding period of last year. This shows an increase of about 36,000 boxes of cheese and a decrease of about 7,800 packages of butter in the receipts this year as compared with last year. Cheese, being the better paying product of the milk, shows the increase, while the production of butter shows an almost corresponding decrease.

From above figures it would not seem that there is a larger production of milk this year, especially when it is taken into consideration that the cheese are being shipped out so close to the hoop that there are none left in the factories for the inspectors to examine, and this bears out our argument of last week, that the individual cows do not yield as much milk as they did a year ago.

The exports of cheese and butter are also interesting by comparison. They were last week 103,645 boxes of cheese and 18,363 packages of butter against 74,149 boxes of cheese and 17,665 packages of butter for the same week of last year, or a total since May 1 of 361,755 boxes of cheese and 50,220 packages of butter, as compared with 305,009 boxes of cheese and 52,222 packages of butter for the corresponding period of last year. Here is again an increase in the shipments of cheese and a decrease in the shipments of butter.

As pointed out before, the receipts, as board of trade figures go, are not reliable, and we can only use them for comparison, as we must presume that they are as much out one year as they are another, but the export figures are nearly correct to the package, as they are taken from the steamers' manifests as entered at the custom house.

The future of the market, while still doubtful, is as yet not encouraging for much lower prices. For speculative purposes our prevailing prices are undoubtedly too high, but as long as the consumptive demand is able to absorb all our supplies, there is not much chance to get prices lower.

PRODUCE SITUATION.

"Nothing but losses for the last ten or eleven weeks and everybody's been scared out," was the way the head of a big packing house explained the reduction of the price of hogs this week in the face of a rather better feeling on the bacon market in England, and the stronger feeling with some substantial advances in the hog product situation in Canada.

Last week the Davies Company paid for hogs $7.35 f.o.b. country points. This week the price is $7.25, or $7.75 at the factory, and the drover gets 10 or 15 cents of that. The offerings appear to be about the same and there is no hint yet of the increased supplies expected in the Fall. Other Toronto packers are paying even less. The Harris Abattoir quote $7.15 to $7.25 f.o.b. country and $7.25 to $7.30 at the city market, fed and watered. Weighed off the car the price would be $7.50 to $7.60.

Five hundred hogs arrived at the Toronto cattle market during the first two days this week, and that was about the same for the same period of last week when the six-day total was 2,400.

One reason why Canadian bacon is costing so much to produce is that the factories are running about half their capacity or less.

IN NOVA SCOTIA.

Halifax, N.S., June 20.

Dealers here are complaining of the great scarcity of smoked meats. Good hams and bacon are very hard to obtain. One jobber says that he placed an order with a large Canadian packing firm for hams and bacon, and he has since been advised that they cannot fill it, owing to the scarcity of hogs, their output having already been bought up. There is a good demand for both hams and bacon here now, and in fact all pork products, and the jobbers do not know where to look for a supply. Hams and bacon sell here from 18 to 20 cents per pound.

Jobbers report a marked decrease in the sales of American tinned meats since the scandal in the United States. Usually at this season of the year sales are heavy and in consequence the jobbers stocked up. These firms are now at a loss to know what to do with their stock, as it is not likely that public confidence will be restored for some time. One jobber is endeavoring to have the packers take the stock off his hands.

BUTTER—The fine weather has had the effect of improving the receipts of butter, but they are far below what they should be at this season of the year. The quality of the butter is good. The farmers are not sending in as much butter as the jobbers expected, and in con-

sequence the price keeps up. There is a good demand for small tubs of fresh made butter. They are quoted at 23 cents, pints at 23 to 24 cents, dairy rolls up to 20 cents, and tubs about the same. It is expected that after the farmers get their crops in the receipts will greatly improve.

EGGS—The egg market is not calling for much attention at the present. The receipts are not very heavy, and there is only a fair demand. Some of the jobbers have pretty heavy stocks on hand, and owing to the high prices sales are not as rapid as they should be. It is claimed that a reduction in the price is about due, but there is no indication of any slump, either in the Nova Scotia market or the Prince Edward Island market. They are jobbing here now at 15 and 16 cents.

BRITISH COLUMBIA.

In dairy produce the local supply of butter continues to expand and to nearly meet the local demand, though prices remain steady for local creamery at 25c. to the trade. Local dairy, fresh, is from 20c. to 25c. in a small way. Eastern butter is in very small compass in the market.

Fresh eggs, local, are in fair demand, with price about 26c. Eastern fresh case stock is in good supply at 22c. per dozen.

In the cured meat market there is a slight falling off in demand, but no fluctuation in prices is noted. Nearly the whole supply comes from the big U. S. packing houses.

ANOTHER MEAT COMPANY.

A charter has been awarded the Clayton Meat Co., of Toronto, to take over the four Clayton butcher shops in Toronto and a butcher, grocery, provision, abattoir, packing, canning and cold storage business. The share capital is $50,000 and the provisional directors are H. H. Hopkins, accountant; O. M. Hudson, accountant, and Mark Bredin, manufacturer. The other original shareholders are Thos. Clayton, Geo. Clayton and T. A. Clayton.

DENMARK'S BUSY FARMERS.

Denmark exported $8,642,000 worth of agricultural products during January. "Very satisfactory," writes C. E. Sontum, Canadian commercial agent to Northern Europe, for a country with 3,000,000 inhabitants. The commodities in pounds were: Butter, 17,366 000; bacon, 13,909 670; mess pork, 883 000; salted beef, 465,630; fresh beef, 4,037,000; fresh pork, 221,760; lard, etc., 5,069,900; cream, 1,350,140; milk 918,720 and 22,893 cases of eggs.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS — Prices in provisions have been very well maintained. Lard is being sold fairly well. Bacon, although the prices are on the high side, is enjoying better sale than might be expected. Owing to the scarcity of hogs and the fact that stocks are none too heavy, it is not likely that this line will be sold at lower prices for some time to come. As the hot weather advances ham sales are increasing. Other lines are moving along freely.

Lard, pure tierces	0 11½ 0 12
" 56-lb. tubs	0 11¾
" 20-lb. pails, wood (10½)	0 12
" cases, 10-lb. tins, 60 lbs. in case	0 12½
" " 5-lb. "	0 12¾
" " 3-lb. "	0 12¾
Lard, Boar's Head brand, tierces, per lb.	0 08⅝
" " ½-bbl., per lb.	0 09⅛
" " tubs	0 09⅛
Cases, 20 3-lb. tins, per lb.	0 09⅞
" 12 5-lb. tins "	0 09⅞
" 6 10-lb. tins "	0 09⅞
20-lb. wood pails, each	1 88
20-lb. tin pails, each	1 78
Wood net, tin gross weight—	
Canadian short cut mess pork	$22 50 $23 00
American short cut clear	21 50 22 00
American fat back	22 50 23 00
Breakfast bacon, per lb.	0 18
Hams	0 13½ 0 15
Extra plate beef, per bbl.	12 00 13 00

BUTTER—Butter this week is very quiet. Responses from England are very few, but high prices are still being paid in the country, in fact higher than can be realized on the local market. Trade generally is unsatisfactory owing to this first high cost, which English importers refuse to pay.

Choicest creamery	0 21½ 0 21¾
Medium creame y	0 2 ½ 0 20¾
Western dairy	0 18 0 18½

CHEESE—The market is a little firmer this week than last, but the undertone is much weaker, and lower prices are expected any day. Shipments last week were very heavy, and consequently stocks cannot be very large, but this may be counterbalanced by the very heavy make at present.

Ontarios	0 11⅛ 0 11½
Quebecs	0 11 0 11⅛

EGGS—The egg market is not in such good condition as when last reported. Arrivals of Prince Edward Island eggs by boat have weakened the market considerably. The eggs now arriving are generally pretty well heated before they reach the dealers' hands and their preservative qualities are thus, in a way, lost. Prices are a little lower, ranging from 16c. to 16½c.

TORONTO.

PROVISIONS—A firmer tone is felt in all hog products this week. Roll bacon is up half a cent and medium hams the same. Heavy mess pork has advanced $1 a barrel, and short cut $1.50. Lard is very firm and a slight increase is not improbable shortly. Yearling lamb is no longer lamb, but mutton now, both of which are selling at from 9 to 11 cents. Spring lamb is selling for 18 and 19 cents.

Long clear bacon, per lb.	0 12 0 12½
Smoked breakfast bacon, per lb.	0 15½ 0 16
Roll bacon, per lb.	0 12½ 0 13
Small hams, per lb.	0 14½ 0 15
Medium hams, per lb	0 14½ 0 15
Large hams per lb.	0 13½
Shoulder hams, per lb.	0 11½ 0 12
Backs, per lb.	0 17 0 18
Heavy mess pork, per bbl.	22 00
Short cut, per bbl	23 00 23 50
Lard, tierces, per lb.	0 11½
" tubs "	0 11½
" pails "	0 12
" compounds, per lb.	0 09
Plate beef, per 200-lb. bbl.	12 00 12 50
Beef, hind quarters	8 00 9 25
" front quarters	5 25 6 00
" choice carcases	7 00 8 00
" common	5 50 6 50
Mutton	0 09 0 11
Yearling lamb	0 09 0 11
Veal	0 08 0 10
Hogs, street lots	10 00 10 50
Spring lamb	0 18 0 19

BUTTER—There has been no change in butter this week. The supply cannot be said to be large, but enough keeps coming in to steady prices, and the quality on the whole is good.

	Per lb.
Creamery prints	0 21 0 22
" solids, fresh	0 19 0 20½
Dairy prints, choice	0 18 0 19
" tubs, choice	0 17 0 18
Baker's butter	0 14 0 15

CHEESE—There are no changes in prices since last week, but there is an easier feeling generally, and some lower prices are looked for, although a slump or any marked movement is not expected.

	Per lb.
Old cheese, large	0 14
" twins	0 14½
New cheese, large	0 11½
" " twins	0 12

EGGS—By most dealers a higher price is looked for in a few days. A good quantity is coming in, but the difficulty is to keep them in the hot weather. From 16 to 18 cents is asked, but the higher price is pretty general.

Eggs (new laid)	0 16 0 18
" bakers'	0 15

COW TESTING RESULTS.

The North Oxford, Ont., Cow Testing Association bulletin for 30 days ending May 21, shows a great difference in the average yield of butter fat in the 18 herds tested, ranging from 21.1 to 32.4 lbs. per cow. Fifty-two individual cows gave over 1,000 lbs. of milk and 75 yielded over 30 lbs. of fat in the 30 days. The highest yield of a single cow was 1,440 lbs. of milk and 43.2 lbs. fat. It was one of a dairy of 17 cows. There were five cows out of 209 that yielded over 40 lbs. of fat. The average yield for the 18 dairies and 209 cows was 873 lbs. of milk and 27.9 lbs. of fat, 3.2 per cent.

The results of the St. Edwidge, Que., Association's testing for 30 days ending May 10, show: Dairies, 31; cows, 161; average yield milk 543 lbs., fat 19.3 lbs., 3.5 per cent. The lowest average was 310 lbs. milk and 12.2 lbs. fat, the highest, 27.3 lbs. of fat and 702 lbs. of milk. One head averaging 741 lbs. of milk gave only 22.3 lbs. of fat. The highest yield of an individual cow was 32.8 lbs. of fat from 800 lbs. of milk. The highest yield of milk was 810 lbs., with 31.6 lbs. of fat.

DATE AND WEIGHT ON CHEESE.

Writing from Leeds, Eng., J. B. Jackson, Canadian commercial agent, says:

An experienced importer of Canadian cheese in the north of England, is very decidedly of the opinion that the trade in Canadian cheese could be very much

CANNED MEATS

AS

MADE IN CANADA

Customers must not forget that in order to compete with the large firms on the American side and to obtain the success that we have had for the past three years, we had to build up our reputation on

Quality Exclusively

We slaughter the best Western cattle, and as we are neither Butchers nor Packers, being located too far from the city, we necessarily are compelled to use the

Best of the Meats—Not the Trimmings

There is no secret place in our plant and everybody interested in the Pure Food question will be cheerfully admitted anywhere and at any time. We employ only the best raw material and have installed the most modern and scientific methods and, further, guarantee every can we sell to be a dainty product.

We are proud of all our products, among which are

Corned Beef, Roast Beef, Boneless Chicken, Boneless Turkey, Lunch Tongue, Pork and Beans and High-Grade Specialties

MANITOBA CANNING CO., LIMITED

Grande Pointe, Man.

NICHOLSON & BAIN, WINNIPEG
Manitoba Agents

GALLOWAY & PARNELL, VANCOUVER
British Columbia Agents

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Annual sales many times larger than all other fly poisons combined

ADVERTISED

throughout Canada.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

improved if the following three suggestions were rigidly carried out:

The day, month and year in which the cheese is made, and the weight should be branded on the cheese itself, and stamped on the package.

In an interview he said:

"It is important that the date on which the cheese is made should be branded on the cheese itself, in addition to the package containing the same, as it is a common occurrence for British importers to palm off on the unsuspecting retailer, July and August made cheese, as substitutes for the better and higher-priced June and September makes. In fact, I have had May fodder cheese palmed off on me for Junes.

"In this way, I have not only lost money, but ran the risk of injuring my trade to a very large extent."

NEWCASTLE WANTS "SQUARE SHOULDERS."

A Newcastle-on-Tyne, England, prominent importer of hog products has written to J. B. Jackson, Canadian commercial agent at Leeds:

"From Stockton right up to Newcastle, there is only one style of hog cut for which there is a brisk demand, and that is the 'square shoulder,' and were Canadian hog packers to cater for the big industrial masses in and around Newcastle in this, their favorite cut, there would always be a sure and profitable market for their goods. To give it a trade expression, Newcastle is a 'cheap place' and its people require 'cheap things,' thus they buy the 'square shoulder' seeing that it is the 'cheapest' part of the beast, and also the leanest.

"It is common knowledge that 60 per cent. of the hog meats which are sold in and around Newcastle is the 'square shoulder,' and importers here are always ready buyers of this cut, knowing that they have a sure market for it.

"Outside of this, we have, of course, to cater for the better classes in other styles of cuts, but if Canadian packers intend to seriously compete with the Chicago houses, it is incumbent upon them to change their present system of exporting their hog meat in only one style 'the Wiltshire cut'; and to imitate other packers in sending hog products across here in the various ways used."

A Grey County correspondent of the Ontario Department of Agriculture says in the current crop bulletin: "I find that the best farming method is to run a good dairy farm, which, with best care and attention given to the cows, should without any fear, prove a success."

JAMES TURNER & CO'S CHARTER.

A provincial charter has been granted to James Turner & Co., Hamilton. The capital stock is $150,000, and the provisional directors are Alex. Turner, A. G. Osborne, S. Vila, J. A. Turner and C. S. Turner.

The Wentworth Mineral Water Co. has been awarded an Ontario charter. The capital stock is $7,500, and the provisional directors are R. R. Simpson, Ed. Dungan and Jno. Lynch. Other charter shareholders are Jno. Cooper, Jeremiah Donohue, J. F. Casgriff, Frederick Staunton.

The Conscientious Grocer who handles

CLARK'S MEATS

can look his customer straight in the eye and say,—"Those are the best products I know of: if found defective the manufacturer will make good."

Ask the Travelling Men how many lines we make — they'll surprise you.

TRADE MARK

This design a guarantee of quality.

GREY BREAD WRAPPER —A— SPECIALTY

ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

"IN THE GOOD OLD SUMMER TIME"

OR IN ANY OLD TIME

"CORONA" Meats

CAN'T BE BEAT

SELECTED WINDSORS (Skinned Backs). Delicious

PEA-MEALED OR PLAIN

SELECTED HAMS and BACON. A Luxury

COTTAGE ROLLS

COOKED HAMS and JELLIED MEATS

ALL WITHOUT EQUAL

Special. 3 New Lines added to our Complete List

Corona Kettle-Rendered Leaf Lard

50-lb. Parchment-Lined Boxes	*13¾c.*
20-lb. Wood Pails	*14 c.*

Corona Pure Lard

1-lb. Blocks wrapped in Parchment, 50 lbs. in Box	*12¾c.*

Lard Compound—the Best

20-lb. Wood Pails	*$1.90*
50-lb. Tubs	*9¼c.*
375-lb. Tierces	*9⅛c.*

The Montreal Packing Company, Limited

MONTREAL, P. Q.

NO RETAIL STORES SEND FOR PRICE LISTS

FLOUR AND CEREAL FOODS

Canadian Grain Men Busy Watching Chicago—Home Market Quiet—Oats and Products Higher in Toronto—Flour in Fair Demand.

The Canadian grain markets are very quiet, but prices are responsive to the speculative movements of Chicago. Watching the emanations from the "pit" is about all the occupation the grain men here have just now, after the hand-to-mouth demand of the local millers is supplied. Flour is in fair demand everywhere, and Montreal reports considerable export movement. Oats are higher and there has been a marked upward movement in cereals in Ontario.

BIG CALGARY MILLING PLANT.

Western Milling Co. Turning out 300 Barrels of Flour Daily.

The modern plant of the Western Milling Co., Calgary, is now in operation; 300 barrels of flour have been produced every 24 hours from the start and the firm expects to continue to manufacture this volume steadily.

The splendid mill and elevator is located at the intersection of the Edmonton branch and the main line of the C.P.R. The building is of such dimensions as to attract first attention in that section of the city that is so rapidly filling up with giant manufacturing industries. William Carson, the pioneer mill man, is manager of the company, and the firm is composed of William Cochran, of Mosquito Creek; H. B. Alexander, William Carson and T. S. J. Skinner, of Calgary, and R. W. Cowan, of Cochrane.

Manager Carson is regarded as one of the most practical millmen in Canada. For seven years he was connected with the Calgary Milling Co., and his experience in the west dates back to 1879.

It was in 1905 that the contract for the construction of the mill was awarded, with a provision for very rapid work. The interior fittings are of the very latest design, and no expense has been spared in securing the best equipment for the production of the highest grade of flour on an economical scale. Seventy thousand bushels of grain is the capacity of the elevator and the mill turns out exactly 300 barrels daily.

Because of the automatic equipment in the various departments the force required to operate the plant is small, but the highest skill is employed in the development of the fine grade of breadstuff manufactured. As an evidence of the rapidity with which the work is conducted, a car of wheat is unloaded, weighed and transferred to the elevator in exactly fifteen minutes.

The Western Milling Co. have all the facilities for a very fine terminal elevator system on the site in the western part of the city. Only slightly more favorable transportation rates are required to centre a milling industry in Calgary second only to that of Minneapolis in volume.

Manager Carson explains that his first quality brand is the "Rising Sun," the trade mark of which is a flaring sunburst, with a wheat field in the foreground. The "Snow Drift" is the second quality. The product of the big mill will be consumed in Alberta and British Columbia, though the question of exporting the Western Milling Co's surplus product to the Orient is already being figured on. The very finest quality of Alberta and Saskatchewan wheat is used.

SMUT IN WHEAT.

Experimental Work Urged—Get Smut-Resisting Wheat.

(The Miller, London England.)

Canada has done great things in the world of wheat, and bids fair to do still greater things. The Miller has been, and will continue to be, very jealous of her honor wherever wheat is concerned. The high standards must be maintained at all costs. In this connection we should like to speak yet once again. The loss from smut is an item which figures more or less prominently in Canada every year, and the causes of this are worth finding out. Some few of the growers contend that the inspection towards the end of the season is too severe, and that wheat which would have graded first-class in the early part gets rejected later on. We are pleased to note that the general question of smutty wheat is receiving special and close attention at the present moment, and we would offer a few suggestions—suggestions which might also be more or less useful to farmers in all parts of the world. Put tersely, wheat has two principal enemies, rust and smut. The former is not so regular in its appearance, nor so general in its presence as the latter, and we throw out the idea that more concentration should be placed upon the fact. Canada, for instance, should try to produce a smut-resisting type of Hard Fyfe wheat, and to have a smut-resisting wheat the Canadian experimentalist should breed for immunity from smut pure and simple. To accomplish this would mean for Manitoba alone in one year the cost of the experiments one hundred times over. If thoroughly smutted wheat were used for samples, and from the grain grown therefrom a pure perfect plump grain could be evolved, and that selected for succeeding years for, say, five in succession, the whole problem would be solved for a generation to come. The problem has not yet been solved at all, and there are great possibilities attending upon it. British farmers could also do something in the matter, and the members of Home-Grown Wheat Committee might add it to their curriculum as well.

AGRICULTURE IN GERMANY.

According to the census 18,501,300 persons now live by agriculture in Germany. In the course of the last 20 years the area under cultivation of cereals and potatoes has changed very little; as regards wheat and barley it has remained practically the same. The staple breadstuff—rye—claimed in 1884 an area of 5,850,000 hectares (about 2 acres), which increased to 6,040,000 hectares in 1894, and, after falling below 6,000,000 hectares in the following years and passing it again in 1902, stood at 6,145,000 hectares in 1905, i.e., about 5 per cent. higher than in 1884. The area under oats increased from 3,780,000 hectares in 1884 to 4,190,000 hectares in 1904, equal to an increase of 11 per cent., and the area under potatoes from 2,910,000 to 3,290,000 hectares during the same period, or an increase of 13 per cent. During the two quinquennial periods of 1893-98 and 1899-1904 the area cultivated with wheat, rye, oats and barley increased on an average by 1.56 per cent., and the yield by 12.86 per cent. Calculating the average value of these four cereals at $31.60 per ton, cultivators realized in the last five years about $87,480,000 more, excluding the valuable straw.

H A. Mulhern, manager of the Central Milling Co., Peterboro, who has been seriously ill since last April, is now rapidly recovering, and expects to be at business in a couple of weeks.

MONTREAL.

GRAIN—No. 4 barley has been advanced one cent. Good demand for this line prevails. Peas are not the subject of so much inquiry as they have been. Prices have dropped two cents. Oats are in fairly good demand. Offerings lately have been sufficient to meet all requirements.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats "	0 43½
No. 3 white oats "	0 43
No. 4 white oats "	0 42
No. 3 yellow corn "	0 58½
No. 2 peas, basis 78 per cent. points	0 80

FLOUR—Although an advance was expected daily at the last time of writ-

"It's All in the Shreds"

SHREDDED WHEAT TALK

By AN UP-TO-DATE GROCER

Shredded Whole Wheat is the one staple cereal food better known than all the others.

You can grind up any old thing and call it a "breakfast food," but you can't make Shredded Whole Wheat that way.

It keeps better than any other cereal. It is not "treated" or "flavored" with anything and hence does not deteriorate.

It is ready-cooked and ready-to-serve, requiring only a slight warming in the oven to restore crispness.

It is economical. Contains more nutriment than meat or eggs and costs much less.

The Shredding process makes it the most easily digested of all the cereal foods.

It is good for any meal any day in any season in any climate.

It has larger culinary uses than any other cereal food. Hundreds of dainty and palatable dishes may be made with it.

It is the purest and cleanest cereal food, made in the cleanest and finest industrial building in the world.

"Made in Canada"

The Canadian Shredded Wheat Co.,
NIAGARA FALLS, ONT. Limited

The New "English" Package

CANADA FLAKES

is a 10c. size unequalled by any 15c. package on the market.

"The Food of Quality and Quantity"

Acknowledged to be the crispiest, best flavored wheat flakes ever sold.

Order a case to-day—$2.85

THE
Peterborough Cereal Co. Limited

ROELOFSON & ROELOFSON, Ontario Agents
71 Jarvis Street, TORONTO

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

SALES— CHEESE —PROFITS

Automatic Cheese Cabinets

WILL INCREASE BOTH SALES AND PROFITS

The cheese is temptingly displayed under glass, is kept as clean and fresh as when first cut, and is at the same time preserved from the ravages of mice, dirt and tasters.

Its simple operation, by which the cheese comes out automatically with the opening of the door and returns into the cabinet when the door is closed, makes it most convenient.

PRICE
$7 50
F.O.B. Factory.

The Cabinet is a very handsome glass, polished hard wood display case; a most attractive fixture.

Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.

WRITE FOR ILLUSTRATED FOLDER.

THE WALKER BIN & STORE FIXTURE CO., LIMITED
BERLIN, CANADA

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

The McLEOD MILLING CO., Limited
Stratford, - ntario.
Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

ing, it has not occurred yet. The condition of the wheat market remains such as to cause millers to speak of a rise as probable. From what can be learned, there seems to be an excellent general business passing in flour. Locally the demand is very good from all quarters. Export requirements are large and this fact is evidenced by the size of shipments which are made weekly.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	....	4 70
Glenora	....	4 20
Manitoba spring wheat patents	....	4 70
" strong bakers	....	4 20
Buckwheat flour	2 00	2 10
Five Roses	....	4 90

ROLLED OATS—No change is apparent in rolled oats since last week. Demand is small in other sections.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	....	2 20
" 80-lb. bags	....	2 10
" bbls.	4 55	4 70

HAY—Hay has been fairly quiet during the past week. Farmers have been coming in with hay more freely than heretofore but nevertheless there has not been much stir in the market. Freight space is still very hard to obtain.

In the U. K. the market is on the easy side. There is considerable hay going forward but it is all being used up as it arrives. Liverpool quotations received recently are about 70 shillings c.i.f.

No. 1	....	10 00
" 2	....	9 00
Clover mixed	6 00	6 50
Clover, pure	5 00	5 50

FEED—Bran at present is very weak. Prices have declined $2. Such a decline was not unexpected, since grass is now plentiful. Offerings of shorts are slightly better this week.

Ontario bran	16 00	16 50
Ontario shorts	20 00	21 00
Manitoba shorts	20 00	21 00
" bran	17 50	18 00
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed flour	1 22½	1 30

TORONTO.

GRAIN—Prices are firmer in Manitoba wheat, but there is no appreciable increase. All the trade that is being done is local. There is no wheat for export in any quantity and until the new crop begins to move, or unless weather conditions become unfavorable in the west, there will be no stir in the wheat market. Oats are higher again this week, as a result of a good demand.

(F.o.b. Georgian Bay elevator.)		
Manitoba wheat, Northern No. 1	0 87	0 87½
" " " No. 2	0 84	0 84½
" " " No. 3, nominal	....	0 82½
Red, " per bushel. 78 per cent. points	..	0 84
White, " " " "	0 82	0 83
Mixed, " " " "	0 82	0 83
Spring, " " " "	..	0 78
Goose, nominal " " "	..	0 75
Barley, No. 1, " " "	..	....
" No. 2, " " "	..	0 51
" No. 3x, " " "	..	0 48
" No. 3, " " "	..	0 46
Oats, white, " " "	0 39½	0 40
" mixed, " " "	0 38½	0 39

FLOUR—Prices remain the same as last week, with no unusual demand.

On track, Toronto.		
Manitoba patents, No. 1, per bbl. in bags	....	4 50
" " No. 2, " " "	....	4 10
Strong bakers " "	....	3 90
Ontario patents, No. 1, " "	....	3 65
" " No. 2, " "	....	3 40
Straight roller " "	....	3 30

CEREALS—The scarcity of oats is being felt in the cereal market, which shows some marked increases this week. Oats are pretty well cleaned off the market now and it is not improbable that still higher prices will obtain before the new crop comes in. Rolled wheat is a little stronger.

Oatmeal, standard and granulated, carlots, on track, per bbl. nominal		5 05
Rolled wheat in boxes, 100 lbs.	"	2 40
" " 50 lbs.	"	1 25
Rolled oats, standard, carlots, per bbl., in bags	"	4 50
" " " " " in wood	"	4 75
" " " " for broken lots	"	4 80

H. C. BECKETT AT BUFFALO.

The Dominion Wholesale Grocers' Guild was represented at the recent Buffalo convention of wholesale grocers from all parts of the Union by H. C. Beckett, of Hamilton. He was invited to address the convention, and did so at some length, telling of the difficulties encountered in Canada in the work of organization and in the interest of business reform. The lack of a proper appreciation of business conditions was a serious obstacle, he told the Americans, and forced the organizers to act as educators.

Mr. Tait, of Cawker & Tait, Bowmanville, Ont., was married recently. Mr. Tait is an ex-mayor of the lake town.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

QUANCE BROS.
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

ALF. T. TANGUAY & CO.
Flour, Grain and Provisions
Commission
Quebec
Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.
REFERENCE, HOCHELAGA BANK.

ROLLED OATS. You do not care to buy largely of cereals in summer.
We ship 5 sacks as cheerfully as a carload.
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

FREIGHTS AND CHARTERS

New Boat Service Between Montreal and Halifax—Cereals to be Charged by Measurement.

During the past week shipping business has been very good all round. Considerable quantities of butter and cheese have been sent across on outgoing boats, while there has been more or less interest in the export meat shipping trade. Since the canned meat exposures shipments of this nature have fallen off remarkably. Provisions of all kinds are moving out quite freely. Hams and bacon have been shipped in good sized lots on several boats, while lard has received a good share of the attention on the part of shippers.

Hay merchants in some sections complain of the difficulty in obtaining shipping space for hay. Some of the vessels going out the past couple of weeks have had some hay aboard, but the quantity has not been very large.

Quotations this week do not show any change except in the rates on rolled oats or other cereals (papered) to Bristol. Heretofore it has been the custom to charge weight rate, but now measurement rate will be charged.

Steamship Turcoman, of the Dominion line, cleared June 12 with a general cargo for Avonmouth.

On June 13 the Mount Royal, of the C.P.R. line, sailed for London with a general cargo. The Numidian, of the Allan line, cleared for Glasgow with a general cargo on the same day.

Holliday Bros., of Quebec, have inaugurated a steamship service between Montreal and Halifax. The Arranmore left Montreal for Halifax on the first trip June 15. Sailings will be fortnightly. Boats will take in all the north shore points to Sydney and Halifax. J. G. Brock & Co. are Montreal agents for the new line.

Marina, of the Thomson line, the first vessel to enter the port this year, sailed June 14 for Glasgow, carrying a general cargo.

The Allan liner Tunisian also sailed on June 14 with a general cargo for Liverpool.

On June 15, the Manchester Trader cleared for Manchester with a general cargo, including 280 head of cattle, three loads of wheat, two loads of barley, seventy-five tons of hay, 1,500 boxes of cheese, 12 cars of provisions, and 400 packages of butter. The provisions carried consisted chiefly of Canadian and American hams, bacon, lard, fresh meats and a limited quantity of canned goods.

Two Reford boats left June 15. These were the Jacona and the Iona. Former sailed for Leith via Newcastle with a general cargo of cattle, grain, cheese, flour and oatmeal. The Iona was destined for London with cattle and a general cargo.

Southwark, of the Dominion line, left for Liverpool with general cargo June 15.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Antwerp.	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin.	Leith.	Aberdeen.	Cardiff.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels; Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases; Canned Meats; Pail lard and small packages weighing 35 pounds or under subject to additional rates, 2,240 lbs.....	12/4½	17/7½	17/6	18/6	15/9	12/4½	15/	16/	15/9	17/6	.....	16/3
Canned Goods (gallon apples, fruit, soups, vegetables, etc.), 40 cb. ft.....	†10/6	13/1½	15/	†18/6	13/1½	†10/6	.....	.....	13/1½	15/	.....	16/3
Oil, lubricating and other; also Wax; in barrels, 2 240 lbs.....	10/6	15/9	17/6	18/6	15/9	10/6	.....	.....	15/9	17/6	.....	16/3
Oil Cake, Cottonseed Cake, Flour, Oatmeal; Cornmeal, Split-peas, Starch, and Grape Sugar, in bags, 2,240 lbs	* 6/	* 8/	*10/	10/	7/6	7/6	10/6	11/6	10/	12/6	9/6	12/6
Rolled Oats, Dog Flour, Flour Middlings, in bags, 2,240 lbs,.....	9/3	11/	12/3	13/9	11/	9/3	13/	14/	12/6	15/9	.....	12/6
Rolled Oats and other Cereals, papered, in cases, 40 cb. ft.....	7/6	10/6	11/9	†17/6	10/6	7/6	.....	.....	10/6	11/3	.....	11/3
Glucose and Syrup, in barrels, 2,240 lbs.....	8/9	11/3	12/6	11/3	12/6	8/9	16/6	17/6	15/9	17/6	.....	15/
Cheese in boxes; also Condensed Milk, 2,240 lbs.	20/	25/	25/	25/	26/3	20/	22/6	22/6	25/	25/	25/	27/6
Butter, in cases and kegs; Cheese, in crocks, boxed, 2,240 lbs.....	25/	30/	.....	30/	31/6	25/	.....	.....	30/	30/	30/	32/6
Seeds, Timothy and Clover, in bags, 2,240 lbs....	12/6	17/6	18/9	17/6	17/6	12/6	13/	14/	20/	.....	.....	20/
" Beans and Peas, in bags, 2,240 lbs.....	8/9	10/6	11/9	12/6	10/	8/9	13/	14/	10/	.....	.....	12/6
Apples, Flour and Meal, in barrels, barrel	2/6	2/6	3/	2/9	3/	2/6	.....	.....	3/	3/6	.....	3/
" and other G een Fruit, in boxes, 40 cb. ft.	12/6	15/9	16/	15/	15/9	12/6	15/	16/	15/9	17/6	.....	15/
" Evaporated, in barrels or boxes, "	7/6	10/6	11/3	8/9	10/6	7/6	.....	.....	10/6	11/3	.....	10/
" Prunes and other dried fruit in boxes, 2,240 lbs.....	15/	20/	20/	20/	21/	15/	.. ..	.....	21/	21/	.....	20/
Eggs, in cases or barrels, 40 cb. ft.....	12/6	15/9	17/6	15/	15/9	12/6	.....	.....	15/9	17/6	.....	15/
	.... ..	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	....
	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	....

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2,240 lbs, No Primage via Montreal.

CREATING DEMAND FOR TEA

Indian and Ceylon Merchants— More C. P. R. Boats—The Fruit Crops in the Pacific Province.

(By Our Special Corre p ndent)

Vancouver, B.C., June 17, 1906.

An interesting and interested visitor to Canada is Mr. H. M. Haywood, of the Bengal Chamber of Commerce, Calcutta, India, who arrived on the Empress of Japan and is making a leisurely trip eastward en route to England on a holiday and business trip combined. Discusing matters in India, Mr. Haywood speaks of the tea-producing industry as being in very good condition, though the production is very large. Last year of Indian tea the total production was 203,000,000 lbs. while of Ceylon tea the production was between 160,000,000 and 170,000,000 lbs. This vast quantity of tea is very nearly the limit of the present demand.

To meet the situation, and so promote the use of Indian and Ceylon teas, the chambers of commerce, in Bengal and in Ceylon, are spending annually large sums of money in advertising the merits of the tea. The large sum of £17,000 is being expended this year alone, by the Bengal Chamber of Commerce of Calcutta, of which Mr. Haywood is secretary. The Ceylon Chamber is expending some £15,000, the two bodies being separate. To provide the funds for such a campaign of advertising, the Bengal Chamber of Commerce has at its command a fund raised by a small export tax on tea, similar means being adopted in Ceylon.

Economic conditions in India are on an easy basis at the present time, no serious distress existing in any of the provinces. The vast productive capability of the soil of India, where it is fertile, is illustrated by Mr. Haywood when he says that ordinarily three crops per year of wheat, rice and other cereals are produced. Just now the coming of the northeast simoon, which brings the Summer rains, is anticipated. This usually comes on about the middle of June and the success or failure of the crop rests with the rain following the simoon.

C. P. R. Adding Boats.

The departure of the new C. P. R. steamer Monteagle on Monday on her first voyage from Vancouver to the Orient, adds the sixth vessel to the company's trans-Pacific fleet. The three Empresses, still the favorites for passenger travel, owing to their superb accommodation and service, added to their speed, also carry full cargoes of freight in and out-bound and the steamers Tartar and Athenian are also constantly on the route. The addition of a seventh vessel is to be marked in a short time. Out-bound, the vessels are constantly increasing the quantity of Canadian flour which is carried to Japan and China. Homeward, the Empresses bring the bulk of the silk, which has long been the exclusive perquisite of the Canadian steamer and rail route, owing to the fast service, cutting off several days from China to New York, where most of it is delivered. The other steamers carry largely tea, rice, matting and Chinese and Japanese merchandize.

Grocery Situation.

Wholesale grocers are preparing for the busy season in northern shipment, following the opening of the Yukon. In fact, they have had a busy time in the warehouses for weeks past, as the up-coast cannery trade, the logging camp supply trade, and early orders for advance shipment to the north have been taking their attention. Local trade, and trade with interior points is keeping fully up to expectations. Prices in most staple lines remain steady, no changes of note being reported.

Small Fruit Crop.

The great small fruit crop of the agricultural districts of B. C. will be fairly started to market next week with the strawberry shipments, which are expected to be liberal by that time. The cool and wet weather of May has held back the ripening of the crop and in some cases probably a shortage will be the result. Okanagan, the Salmon Arm district on the main line, and the Nelson district of South Kootenay, will this year ship immense quantities. The lower Fraser Valley always has a considerable market at Vancouver, while the Vancouver Island growers dispose of the major part of their crop in Victoria, sending the surplus on to Vancouver.

Hood River, Oregon, has for the past week been supplying the local market, the price to the trade having remained high until recently. They are now being quoted at $3.50 and $4 for the crate of 24 1-lb. boxes. The price when the local crop comes in liberally is more than likely to be as low as $2 per crate. Of other small fruits, gooseberries are in considerable supply already. The crop of currants, raspberries and cherries promises to be very heavy this Summer. The cherries will be in towards the last of the month and the first of next month.

AN ABSENT-MINDED GROCER.

The other day the Toronto branch of T. H. Estabrooks' tea house received a postal card from a prominent dealer in a Western Ontario town giving a detailed statement of a tea invoice and a similar statement of the shipment received to show that there was a shortage of two 1-2 lb. packages. He concluded with the assurance that he had checked the shipment himself. Some baskets went with the tea. At the bottom of the card was the following: "P. S. Have just found tea in basket."

It is told of Horace Greeley that he was so absent minded that once he went out and left a card in the door stating he would be back at a certain hour and that returning half an hour earlier he read the card and sat down on the step to await his own return. But Horace couldn't out-do the Ontario grocer.

TRAVELER'S FISHING TROPHY.

W. H. Maxwell, a grocery traveler, for John Sloan & Co., Toronto, went to Oshawa last Friday evening to a reunion of the Oshawa Fishing and Rowing Club, of which he is an honorary member. He took with him the finest thing he could find in the form of a steel fishing rod as a trophy to be competed fod during the club's annual fishing outing this year to Lake Temagami from July 10 to 15. Mr. Maxwell is an Oshawa Old Boy and very much enjoyed his evening. Saturday morning he and F. M. Tait, another Sloan Co. traveler, returned to Toronto in an automobile. Of course they kept the law—in spots.

PRETTY GOOD FISHING.

There is said to be great trout fishing up Markdale way. E. G. Bingham, traveler for Thos. Kinnear, lives at Markdale and he was one of a party on May 1 that caught 102 fish. The party was just large enough to make the catch legal. They took 101 of them out of one hole. Since the first of May Mr. Bingham himself has taken 267 fish. If Mr. Bingham were not a traveler this might be doubted.

It reminded Mr. Keys, of the same house, of the time years ago when trout fishing was good in Ontario. When he wanted trout for breakfast he would go to the creek with a patent pail and just dip them out.

WALL PAPER.

At the present time the manufacturers are very busy with their samples for the next season. The season, according to what can be gleaned at this date, will be replete with novelties of every description. It is promised that the lines placed on the market this coming season will be better and of greater range than any seen heretofore. It is as yet a little too early to go into the matter of samples for the next season, that is to speak authoritatively on them, inasmuch as the manufacturers themselves have not yet completed their plans as to colorings; final decisions as to patterns and other matters still occupy the attention of many. A record season is anticipated on all sides, however, and steps are being taken which will place the trade in a position to fill all demands.

Possibly the outstanding feature of the new samples will be the brighter colorings. A richer coloring scheme is demanded and the mills have turned out already many neat designs. One large manufacturer stated he was convinced that red was a past favorite. Red, which has had such a run in the past, apparently has given way to greens, browns, and greys, which are expected to be excellent sellers. Greens and greys are held to be the favored shades by a great many, while others give preference to browns in place of greens.

Flat effects are prophesied for next season, many being of the opinion that they will be largely used. For the high-class trade German characters in fine coloring effects are being shown, among other lines.

The staple cheap lines do not show any great changes for the coming season. There are the usual number of new patterns and some good designs rather out of the usual will be shown.

THE FLAT PRICE.

Some years ago a number of the American wall paper manufacturers formed themselves into a trust known as the National Wall Paper Company. This was followed by the establishment of a second combine, the Continental. The two united in a working agreement to steady prices. In course of time both were dissolved, and the factories again came under independent control. As a natural consequence very strong competition sprang up, with the inevitable cutting of prices. The purchase of some lines very cheap suggested a new idea to a jobber. It was that of selling border at the same price as side-wall and ceiling. Other jobbers took it up, and the operations of their book men forced the retailer to fall in line. Then the manufacturer had to accede to a general demand that he adopt the flat basis. This is, in brief, the history of the new selling method, originating across the line, and only becoming general in Canada this season.

Selling "flat" means that the manufacturer takes his prices on border, ceiling and sidewall and equalizes them, so that he is able to sell all at one price and make the same profit as before. It is simply a re-apportionment of profits, in which the original figure accruing from the individual prices is to remain undisturbed.

OWEN SOUND PICNIC.

The Owen Sound grocers held their annual picnic yesterday. Wholesalers from Toronto and Hamilton, and representatives of the sugar refiners, were present. A report of the proceedings will appear next week.

RETURNED June 29/06 Book 6 page 151 Tash

IT'S TIME for buying as well as looking in the Wall Paper business. It's time for you, Mr. Merchant, to choose between the various claimants for your trade and select the best-selling line of

WALL PAPERS

Our salesmen represent a factory established for fifty years; every man in it practical and skilled in this particular business, and every bit of machinery of the best and latest model You can depend on the quality of the STAUNTON LINES because we are just as particular in buying the raw materials for our papers, and select them from the original sources as carefully as if we were making Wall Paper for our own homes instead of selling it to you. It takes time, and experience too, to know just where to get and how to choose the best materials. Think of that when you are considering what factory to buy from.

When the STAUNTON salesman opens his trunks, you will see many pleasing surprises in values and prices, as well as new achievements in designs and colorings. We are showing many attractive and fast-selling specialties in addition to our standard lines.

Wait for the STAUNTON Salesman.

STAUNTONS, Limited

Wall Paper Manufacturers

TORONTO, ONT.

Borders and Side Walls at Same Prices

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

WATER MELONS
First car Floridas, fancy stock.

PINEAPPLES
Floridas and Cubans. Season drawing to a close.

LATE VALENCIA ORANGES
The Best Summer Oranges on the market.

LEMONS
Full lines to offer. Prices are advancing.

VEGETABLES
We are headquarters for importations for all southern grown.

STRAWBERRIES
Canadian are now arriving. Will ship at market prices.

McWILLIAM
Mc. AND E.
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25-27 Church St. TORONTO, CANADA

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1866

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Ontario Strawberry Season is Gathering Strength—Supplies of Vegetables Still too Light for Very Large Business.

The fruit season is on, but the fruit has not arrived. Vegetables, too, are backward. A large crop of strawberries is not expected; about three-quarters is the estimate of the commission men. The prospects for other crops are, however, fair to first-rate. That hardly applies to peaches in the Niagara District. There will be a good crop of the commoner sorts, but Crawfords are regarded by some authorities at least as likely to be short.

The importation of pines continues heavy and helps to eke out the berry supply.

CALIFORNIAN FRUIT SOLD.

On June 18 the first car of the season of Californian fruit was sold in Montreal. The sale was a record one. Apricots brought $2.20 to $2.50 a crate, while plums sold at prices ranging from $2.50 to $3.75 per box. Pears were also old and brought from $2.10 to $2.25 a box.

SUMMER PINES BETTER.

A New York importer of Singapore pineapples whose receipts this year are 9,578 cases and considerably more than last year, says: "The bulk of the business is done for late Summer and Fall delivery, as goods of the Summer packing which are received for this delivery are of somewhat better quality than the Winter pack."

ONIONS FROM FLORIDA.

During the last week of May the first solid carload of Bermuda onions was shipped from the Florida east coast. It marks the development of a new field industry. Despite bad weather, the grower got about 500 bushels to the acre.

FINNAN HADDIE SANDWICHES.

Have ready some of the cooked fish, skinned, boned and flaked and mixed to a paste with salad dressing. Place a small leaf of lettuce on one slice of buttered bread, spread with the fish and cover with another buttered slice. Press gently together and cut sandwich in two.

SPICE FIRMS UNITE.

Two Montreal spice firms have amalgamated, Herron & Co. and Marrotte, Leblanc & Co. The members of the new firm will be J. Leblanc, R. S. Herron and W. H. Johnston. They will erect an up-to-date building.

WHERE THEY GROW CELERY.

Wellington Boulter, who recently returned from a five months' holiday in California, told The Canadian Grocer that last season 2,280 cars of celery were shipped from one point in that state, Huntington Beach. There is located the big new canning factory of which his son, Frank, is manager.

MONTREAL MARKETS.

GREEN FRUITS—During the week fruit merchants have transacted a very good trade in general lines. Inquiries for the fruits particularly required at this season have been numerous, and sales have been of good number also. Oranges are still selling at figures quoted. A good demand for lemons prevails and it is becoming greater as the warm season advances. Strawberries are now selling from twelve to fourteen cents a basket and good business is being done at these figures.

Messina blood oranges, half box		2 50
Late Valencia oranges, per box		5 50
Dates, per lb		0 04½
Bananas	1 75	2 25
Cocoanuts, per bag of 100		3 40
Pineapples	2 75	3 60
Apples		6 00
Lemons, per box	3 25	4 25
Jamaica oranges, per bbl		5 50
Egyptian onions, per 112-lb. bag		1 75
New strawberries, per small basket	0 12	0 14

VEGETABLES—Weather conditions being favorable, one would think that business in all lines of vegetables would be excellent. This, however, does not seem to be the opinion of vegetable dealers. Business, according to them, is fair, and sometimes very good, but they claim that they should have better. Perhaps the rather high price of the new vegetables holds down the trade to a certain extent. As receipts of these increase, however, this objection will be overcome and better trade will no doubt result. Carrots are now selling from 75c. to $1.25 a bag. Cucumbers are in good demand at prices quoted. Cabbage and tomatoes present no new features.

Potatoes, per bag	0 95	1 00
Parsley, per doz. bunches	0 35	0 40
Sage, per doz		1 00
Savory, per doz		1 00
Green peppers, per basket		0 75
Southern cabbage, bbl. crates		2 00
Tomatoes, Florida	3 50	4 50
Red onions, brl	3 00	3 50
Turnips, bag		0 75
New turnips, per doz		1 50
Water cress, per doz		0 75
Leaf lettuce, per box, 4 doz	1 20	1 60
" per doz	0 30	0 40
Boston lettuce, per doz	0 50	0 75
Spinach, per bbl		2 00
Cucumbers, per doz	0 50	0 75
" per basket		2 00
New potatoes, per bbl	6 00	6 50
Mushrooms, per lb		0 80
Carrots, per bag	0 75	1 25
New beets per doz		1 50
New carrots, per doz		0 50
Wax beans, per basket		2 25
Green beans, per basket		2 25
Canadian asparagus, per doz	3 50	4 50

FISH—New stock in skinless cod is now arriving in Montreal and is selling quite freely at $6 per hundred pound case. This is the only movement in salt fish. In fresh, demand continues strong and prices are fairly steady. Fresh halibut is still sold in great quantities. Gaspe salmon is now in full season and good business is being transacted in this line. This week the live lobster season closes as far as Canada is concerned. From now until the opening of the next season Canadians will have to depend upon the United States for live lobsters. Fresh mackerel are not so much in demand this week.

Fresh haddock, express, per lb	0 04
Fresh steak cod " "	0 05
" halibut " "	0 18
" grass pike " "	0 07
Lake trout " "	0 18
Whitefish " "	0 08½
Weakfish " "	0 08
B. C. Salmon " "	0 10
Brook trout " "	0 20
Dore, per lb. " "	0 08½
Gaspe salmon "	0 12
Fresh mackerel "	0 08
Medium boiled lobsters. "	0 12
Fresh frozen fish—	
B.C. salmon, per lb	0 08
Herring, large, per 100 fish	2 00
Smoked fish—	
New haddies, 15-lb. boxes, per lb	0 07
St. John bloaters, 100 in box, per box	1 00
Smoked herring, in small boxes, per box	0 12
" salmon, per lb	0 20
Oysters and Lobsters—	
Standards per imp gal	1 50
Oyster pails, pints, per 100	0 90
" " quarts, "	1 25
Prepared fish—	
Boneless cod, favorite, 1 and 2-lb. bricks	0 05½
" fish, 1 and 2-lb. bricks, per lb	0 04½
" fish, 25-lb. boxes, per lb	0 04
Skinless cod, 100-lb. cases, per case	6 00
Scotch cured herring, 25 lb. kits	1 00
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl	3 50
" " " per pail	0 80
" salmon—	
" " " in bbls	12 50
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 00
" " half bbl	7 00
" mackerel, per pail	1 75
" large green cod, per lb	0 04
" medium, " "	0 03
" small, " "	0 02½

ONTARIO MARKETS.

GREEN FRUITS—Oranges are higher this week and not so plentiful. With the exception of late Valencias, all oranges are getting pretty well cleaned up and the indications are that Summer oranges will be held high. Canadian strawberries are coming in in large quantities and selling at from 7c. to 12c. a quart, but owing to so much rain the quality is not up to the standard. Some Canadian cherries are on the market and might be considered a fair sample for this time of year. From $1 to $1.25 per basket is asked for them. Melons have been on the market for a few days but no great quantities have arrived yet. They look good and bring from 45c. to 50c. A good supply of Cuban pines is still on the market, but Indian Rivers (Florida) will soon take their place, and will cost more.

Oranges, California navels, 96's to 216's	4 75	5 25
" Jamaica, per bbl		6 50
" late Valencias, 96's, 112's, 288's	5 25	5 50
" " 126's 150's, 176's, 200's, 216's, 250's	5 75	6 00
" Mediterranean sweets, 96's to 250's	4 25	4 75
Lemons, Messina, 300's, 360's, per box	3 75	4 00
Limes, per crate		1 25
Apples, Spies XXX, per bbl	5 00	5 50
" XX, per bbl		4 00
" Baldwins, XXX, per bbl		4 50
" " XX, per bbl		3 75
" other Winter varieties, XXX, per bbl		4 00
" " " XX, per bbl	3 00	3 50
" farmers', per bbl	2 00	3 00

Dominion Day, 1st July

Look ahead and supply your wants early in the week.
Heavy arrivals of all best fruits.

LATE VALENCIA ORANGES
MESSINA OVALS, ½ Box Oranges
LEMONS BANANAS COCOANUTS
PINEAPPLES CABBAGE
TOMATOES NEW POTATOES

Headquarters and Daily Receivers of California
PEACHES CHERRIES PLUMS APRICOTS
All local fruits received daily in large quantities.

WHITE & CO., LIMITED
TORONTO
Branch at HAMILTON

W. B. STRINGER **MONEY MAKERS** J. J. McDABE
HALF BOXES ORANGES
TRACUZZI'S "ST. NICHOLAS" OVALS
They sell fast and show a nice margin of profit. Write your wholesaler about them.
W. B. STRINGER & CO., - Sole Agents - Toronto

Canadian Strawberries Probable Price this week 7c. to 9c. box
Fancy Florida Pines, Cucumbers, Wax Beans, Texas Tomatoes very fine this year).
THE F. T. JAMES COMPANY, Limited
76 Colborne St. 33 Church St. **TORONTO** Wire, Phone, or Mail your Orders

Canadian Strawberries Plentiful and Cheap now.
Watermelons Our first carload just to hand.
THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

PINEAPPLES
In Beautiful Condition. 18s, 24s, 30s, 36s and 42s.
HUGH WALKER & SON
ESTABLISHED 1861 GUELPH, ONT.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF
CURRANTS, Cleaned and Otherwise, VALENCIA RAISINS, SULTANAS, FIGS, and DATES
Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.
REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jos. Carman
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.
TH. J. PSIMENOS,
4 Cullum St., E.C., LONDON, ENG.

The Analyst's Verdict
IS FINAL.

Can anything better be said about preserves than that they have been **Pronounced Pure** by the Government Analyst?

This is the Royal Distinction which the

"E. D. S." BRAND

Jams, Jellies, Sealed Fruit in Glass

enjoys. It's a selling power, a trade holder, a store defender, a boon for Grocers.

Are you not glad that you have an opportunity of buying "E. D. S." Preserves?

My agents are W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

Manufacturers' Agents—Continued.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods

Open for Foreign and Domestic Agencies.

Highest References. ***Correspondence Solicited.***

214 PRINCESS STREET, - - WINNIPEG

SCOTT, BATHGATE CO., BROKERS AND COMMISSION MERCHANTS

COR. NOTRE DAME EAST AND VICTORIA STS.

WINNIPEG, CANADA

Storage and Warehousing a specialty. First-class facilities in a fully modern brick warehouse, centrally located on the railway track.

JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Open for good Agencies. Correspondence Solicited

STUART WATSON

Manufacturers' Agent and Wholesale Commission Broker.

Winnipeg, - Man.

Highest References. Correspondence Solicited.

JOHN A. CHEYNE

Wholesale Commission Broker and Manufacturers' Agent

Correspondence Solicited.

41 Bannatyne Ave., Winnipeg, Man.

Winnipeg Storage

We make a specialty of storing and distributing car lots for

Eastern Shippers

Negotiable receipts issued

Low Insurance Rates reasonable

R. B. WISEMAN & CO.

WINNIPEG

Warehousemen and Distributing Agents. Best of references.

G. C. WARREN

REGINA

Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

W. A. TAYLOR

BROKER and WAREHOUSEMAN

243 Main Street

WINNIPEG, MAN.

HIGHEST REFERENCES

G. B. THOMPSON

Wholesale Broker and Commission Merchant

159 Portage Avenue East, - WINNIPEG, MAN.

Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

Bananas, per bunch	1 20	2 50
Red bananas per bunch	2 20	2 25
Strawberries per quart box	0 07	0 12
Pineapples, Cubans 18's, 24's, 30's, 36's, per case	3 00	3 25
" Floridas, 18's to 36's	3 35	3 50
Cherries, California white heart, 2)-lb. box	2 50	3 00
Cherries, Canadian	1 00	1 25
Watermellons	0 40	0 45
Cantalopes, per case		9 00

VEGETABLES— Old potatoes are firmer and getting scarcer; $1.25 is now the ruling price for Delawares, and $1.15 for Ontarios. The ordinary staple vegetables—beets, radish, lettuce, etc.— are easing a little in price as the season advances and a better quality is brought in. This is particularly noticable in cauliflower, which, although the same in price, are half as big again as last week's. New potatoes are not on the market in large quantities yet, and the same price as last week prevails. Carrots are practically off the market at present. Cabbage are down a little.

Potatoes, kiln dried sweet, bushel hamper		2 00
" Delaware, per bag	1 15	1 25
" Silver Dollar, per bag	1 00	1 10
" Ontario, per bag	1 00	1 15
New potatoes, Bermuda, per bbl	5 00	6 00
Onions, Egyptian, per sack 100-115 lbs		2 00
" Texas Bermuda, 50-lb. crates		1 50
" Bermuda, 50 lb crates		1 25
" green, per doz. bunches		0 12½
Cabbage, new South Carolina, per crate		2 00
Wax and green beans, per bush. hamper	1 75	2 50
Green peas		1 75
Beets, new, per doz. bunches	0 35	0 40
Carrots, new, 5 to 6 doz. in box	2 25	2 50
Lettuce, per doz. bunches	0 25	0 30
Radish, per doz	0 20	0 25
Cucumbers, per doz	1 25	1 50
" per hamper, 5 to 8 doz	1 75	2 50
Mushrooms, 1-lb. boxes, per lb		0 80
Asparagus, per doz. bunches	0 75	1 00
Beans, white, prime, bush		1 75
" " hand-picked, bush		1 90
" Lima, per lb		0 07
Tomatoes, Floridas, 6 basket crates	3 50	3 75
" Texas, 4 basket crates	2 00	2 50
Rhubarb, 1 doz. bndls	0 20	0 25
Spinach, bush	0 25	0 40
Artichokes, per bag	0 60	0 95
Parsnips, "		0 75
Watercress, per doz. bunches		0 25
Egg plant, per doz		1 55
Peppers, green, per small basket	0 75	0 85
Parsley, per doz	0 20	0 25
Turnips, per bag		0 75
" new, per doz		0 35
Mint, per doz	0 15	0 20
Cauliflower, per doz		1 50

FISH—Prices are about the same this week as last. Lake trout are principally in demand, and eastern salmon are selling well.

Fresh hallibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb	0 09	0 10
Salmon trout, per lb	0 08	0 09
Finnan haddies		0 08
Ciscoes, per basket		1 25
Perch, per lb	0 05	0 06
Herring, large, per lb		0 08
" medium per lb		0 04
Brook trout, per lb		0 25
Pike, per lb	0 05	0 06
Blue fish, per lb		0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb		0 20

We are now Delivering

NEW PACK

ICE CASTLE BRAND LOBSTERS
ICE CASTLE BRAND KIPPERED HERRING
BEAVER BRAND LOBSTERS
OAK BAY CLAMS

ANGLO-SAXON BRAND HALIBUT
GOLDEN RULE SARDINES
BELL BRAND CANNED MACKEREL

LOW PRICES QUICK SHIPMENTS

J. W. WINDSOR - - - Montreal

The Largest Handlers in Canada of all kinds of Canned Fish.

NEW PACK NEW PACK NEW PACK

OF THE FAMOUS

Brunswick Brand SARDINES

Now is the time to send your order for—

¼ Oils, Sanitary Can, 100 tins to case
¼ Oils, Handmade Can, 100 "
¼ Mustard, 100 tins to case
¼ Tomato, 100 "
½ Mustard, 50 "

TO

Connors Bros., Limited

Black's Harbour, N. B.

THE PINNACLE OF PERFECTION

King Oscar Sardines

The most delicate sardines packed, and in the purest olive oil. Keep them to the front. They pay you.

JOHN W. BICKLE & GREENING, - Hamilton, Ont.

CANADIAN SELLING AGENTS

We are Offering

Mirimichi Fresh Salmon

at Twelve cents per pound

Write or wire us your order. All orders filled the same day as received.

W. S. LOGGIE CO., Ltd. - CHATHAM, N.B.

"CATCH-AS-CATCH-CAN" CHOCOLATE

Canadian-made Chocolate is a failure. The cost of production is too high, the grade of Cocoa secured too poor, and the competition too keen.

Result: Canadian-made Chocolate cannot compare with the foreign article.

TOBLER'S CHOCOLATE

represents the best Cocoa, pure Swiss milk and high grade sugar.

It is made by a particular process on nickel-plated machinery.

You are too wise to pay a "first-rate" price for a "second-rate" article. You want Tobler's or none.

Maclure & Langley
AGENTS Limited

152-154 Pearl St., - TORONTO
30 Hospital St., . MONTREAL

THE SUMMER SEASON
brings
A DEMAND FOR THE BEST
IN YOUR STORE

STEWART'S
Chocolates and Confections ARE THE BEST

PURE Materials.
Absolute Cleanliness.
Perfect finish.

New and beautiful packages for the Summer trade.

PRICES RIGHT

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Chocolate
Is used all the year round—
MOTT'S
brands
"DIAMOND" and
"ELITE"

have created the desire to use this diet—"all the year round"—

Keep them in stock—they are pure, healthy and a profitable seller

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, Montreal
R. S. McINDOE, Toronto
JOS. E. HUXLEY, Winnipeg

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA
(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

Big Business Run on Pennies— Large Factory Addition—Glazed Fruits and Their Making — All Candy Should be Pure.

Change is ever the order of the procession in the confectionery business. One of the largest candy manufacturers in Canada sends out at least one new line of candy every week. That's for the boys and girls; the confectioner calls them "penny goods." Of the more expensive lines the same firm calculates to put a new line on the market at least once in three weeks.

Shouldn't that suggest to the grocer who has a candy department that his goods should be pretty rapidly on the move? Don't let stuff get old. If you can't sell it eat it or give it away, but get rid of it.

Don't let candies stand in the sun. They were never made for it.

A prominent candy maker said to The Grocer the other day that 90 per cent. of the bulk and 75 per cent. of the value of candies sold in Canada were bought by children. The factories, acres in extent, are working for the coppers of the boys and girls.

NEW FACTORY FOR CHOCOLATE.

Robertson Bros., confectionery manufacturers, Toronto, have erected a new chocolate department and are now installing the machinery. It will be ready for occupation in about two months. It is a handsome pressed brick and stone building of five storeys and a basement facing Richmond street east, and adjoins the present factory, which is on Queen street. The new building is about 100 feet square, so will be a considerable addition to the existing factory, which has in the neighborhood of three acres of floor space. When they get into the new factory the company will add breakfast cocoa to their list of products.

CRYSTALLIZED FRUIT.

The art of preserving fruits by what is known as the crystallizing process originated in France, and the business is still confined mostly to that country. It is carried on extensively in some of the departments where the materials adapted to that purpose are most abundant and cheap. The process of preparation itself is so expensive, and calls for so much skill and care, that cheapness of material is, of course, an essential element of success in the business. This accounts for the manufacturing of "fruits glaces and fruits crystallises" being limited to a few of the many fruit-growing regions of France.

The kinds of fruits preserved by this process are mainly the following: Pears, cherries, apricots, pineapples, plums, figs, citrons, oranges, melons, and a dwarf orange known as "chinois" which grows to some extent in the district of Nice, but mostly imported from Italy and Corsica. The crystallizing process of all fruits named differs but little, but it requires a certain skill and delicacy of manipulation which can only be acquired by experience. Glazed and crystallized fruits are generally confounded, the only difference consisting in the exterior coating of sugar which forms the final stage of the process. Until that final stage is reached the method of preparing them is identical, the value of each being the same.

The most important aim of the manufacturer is to extract the juice of the fruit and replace it in the pulp with liquid sugar, which, in hardening, preserves the fruit from fermentation and decay, whilst retaining its original form and consistency. To secure these results the fruit must be fresh, free from blemish and in a perfect condition of ripeness. The latter requisite is all important, whilst difficult, as the ripeness differs with the fruit, thus rendering a fine discrimination in the gathering, assorting and transporting of the different varieties before the process of crystallization is entered upon.

ROBERTSON BROS.' EXCURSION.

Robertson Bros., manufacturing confectioners, of Toronto, held their annual excursion to Niagara Falls on Saturday last. The factory was closed for the day and nearly the whole of the company's staff, including some two hundred and fifty girls, took advantage of the outing, which is given each year by Robertson Bros. as a treat for the employes. At the Falls everyone followed his or her own bent in the matter of amusement. It was a thoroughly enjoyable holiday.

For over thirty years Robertson Bros. have given their employes an annual outing.

CANDY SHOULD BE PURE.

There is no good reason for adulterating candy, says the Baker and Confectioner. With sugar and glucose so cheap and so many harmless and low-priced flavorings and colorings available there ought to be no occasion for tampering with quality. There are some people, however, who are naturally crooked and who would sooner tinker

"Sirs, believe me, there's a way."

Every grocer sells soda biscuits and would like to sell more.

You have your regular customers and your occasional cnstomers. But, now that summer is here, why not go after particular trade? Advertise

in your local paper as being the biscuits just suited for Picnics, Camping, Launch, Auto or Fishing parties, etc.

Also make a display of

Perfection Cream Sodas

in your window.

We'll help you with the advertising. We are doing that all the time.

3-lb. CARDS OR TINS

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

DIAMOND
Brand

MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

PERHAPS

you have a plentiful supply of Jams and Marmalades on hand, but remember the affair is not settled unless

Southwell's Jams and Marmalades

are well represented.

There are the "English taste" customers that you must please.

SOUTHWELL'S IS THE PLEASER

Handling orders with rapidity our specialty.

FRANK MAGOR & CO.
Canadian Agents, MONTREAL

White and Pink Leaves alternated in contrast to all white or all pink leaves, make our

SPECIAL DUPLICATING COUNTER CHECK BOOKS

superior to any other counter check books on the market.

Secure particulars from

The Carter-Crume Company, Limited
TORONTO and MONTREAL
We make all desirable styles.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLE'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

We

count on pleasing you. Yes, we want every Grocer to be an enthusiastic seller of

SHIRRIFF'S FLAVORING ESSENCES

We know your customers will be enthusiastic users of SHIRRIFF'S ESSENCES

MANUFACTURED BY

IMPERIAL EXTRACT CO.
TORONTO

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

The Best and recognized standardofs

Condensed Milk and Evaporated Cream are

BORDEN'S BRANDS

"Eagle" Condensed Milk ***"Peerless" Evaporated Cream*** ***(Unsweetened)***

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

No Chemicals are used in their manufacture.

Registered, U. S. Pat. Off.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 St. Peter St., Montreal, Can.

BUY

Star Brand

COTTON CLOTHES LINES

AND

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

with their product and make less money than sell it straight. In some of the cheap and trashy stuff that one meets occasionally there is every reason to believe that there is truth in the statement that questionable expedients are resorted to in order to make money out of innocent children, especially of the poorer class. The confectioner who allows himself thus to traffic in human life is a good deal less than a man. The ordinary purchaser has the chance to discriminate. When the child enters a store to purchase penny goods he has to take what is given him. The storekeeper who sells trash is no better than the man who makes it.

The National Candy Co., a $9,000,000 American corporation, is about to erect a factory at Clinton, Ia., in the corn belt, to make its own glucose.

GROCER!

Consider well before you place your order for Canned Fruits and Vegetables and secure a BRAND that you know is reliable.

QUEEN BRAND

has given excellent satisfaction for 15 years. PROOF, we have no old goods on hand when the New Pack begins.

ALWAYS NEW GOODS
to offer each year.

BUY "QUEEN" BRAND

and you will not take long to consider where you will place your order another season.

Belleville Canning Co.
BELLEVILLE, ONT.

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

1845-1905

COX'S
INSTANT POWDERED GELATINE

An old friend in a new guise.
Saves time and trouble Recipes in every package

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

UPTON

That is the name that stands for first quality in

Jams, Jellies

and

Orange Marmalade

Properly made and correctly labelled.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

When you sell the Summer Camper his grocery outfit, sell him a box of PHARAOH or PEBBLE,

because next Summer he will buy everything from you just because the cigars were so good. It gives him a good impression of you and your store because he knows you keep the best of everything. Heretofore the cheap "give away cigar" gave him a poor opinion of your whole outfit. You will make as much profit on the box of cigars as on $5.00 worth of groceries. I will send you 500 Assorted, some Pharaoh (10c.), some Pebble (5c.) eps. pd., because I know your next order will be for 1,000. Money back at end of 3 months if you don't catch the Summer Camper.

J. BRUCE PAYNE, Limited, Mnfrs.

GRANBY, QUEBEC, CANADA

ON THE 7TH DAY OF JUNE

A "T. & B." man was talking to an Eastern grocer, and in 1 hour's time saw no less than 5 men come in and ask for a 10c. package of

T. & B.

Did You Read What is Above?

Well, Read What is Below.

T. & B.

was sought by 5 men, 4 of whom left grocery orders, showing you that the "buying" was systematic—not any chance affair. If you are in a small city or town you cannot afford to be without "T. & B."

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, - - CANADA

TOBACCO AND CIGARS

Prices Still Soaring—More Tobacco Being Grown in United States and Ontario.

There seems to be no going back in the cost of raw tobacco, especially cigar wrappers. Indeed, reports are all the other way. At the recent Sumatra sales in Rotterdam and Amsterdam prices were unprecedented. The question will soon be: How are the manufacturers going to make ends meet? Everything else is costing more, so probably the smoker will have to go a little deeper into his silver mine for his favorite brand of cigar.

If you keep tobacco, keep it well. Have a nice stand for it. Keep everything clean about it. Have it where every customer can see it, and have it looking so attractive that people will enjoy seeing it even if they don't use the weed.

STATES GROWING MORE TOBACCO.

A New England Estimate—Prices Were Good Last Year.

Generally the acreage devoted to cigar leaf tobacco throughout the United States this year, says the New England Homestead, June 9, shows some increase over last season. The main incentive to encourage farmers in more extensive production is the satisfactory manner in which the last crop was cleaned up by buyers.

With transplanting still in progress throughout the most of the leading cigar leaf tobacco states, it is not possible at this time to give definite figures regarding the increase in acreage. The enlargement is most pronounced in Pennsylvania and New York; to a somewhat lesser degree in Wisconsin, the New England States and Ohio. Many correspondents in Lancaster County, Pa., the main factor in the Keystone State crop, claim the acreage increase there promises to run as high as 10 to 25 per cent. Operations in Georgia and Florida this year are on a somewhat greater scale than last season. Normal attention is being given the crop in Texas. Many Wisconsin correspondents report increases ranging 10 to 25 per cent.; others report no, or smaller, increases. In summing up cigar leaf tobacco acreage prospects for 1906 it must be borne in mind that growers in many instances will not be able to put out the full acreage they had intended; this is due in various localities to such deterrants as high priced lumber for increasing shed capacity, lateness of the season, scarcity of plants, paucity of labor, etc.

The average price received for the last crop in Wisconsin proved the highest in some years, ranging 8 to 11 cents per pound. In nearly all other cigar producing states, with the exception, perhaps, of New England, where pole sweat and a weakening in the broad leaf market resulted in some losses, the 1905 cigar leaf tobacco crop brought growers considerably more money than did that of the preceding year.

TOBACCO MAN ASSIGNS.

John Ward, who came to Toronto six months ago and opened up tobacco stores at 37 and 139 Yonge street, and a manufacturing plant on Church street, has assigned with liabilities exceeding assets by $9,000. Three months ago he furnished mercantile agencies with a statement which placed his assets at $38,685.85, and liabilities at $15,770.34, but at a meeting of the creditors it was found that liabilities are now $30,000 and assets $20,000.

TOBACCO INDUSTRY IN MISSOURI.

Concerns Decreasing, Business Increasing Last Four Years.

The United States Census Bureau in a report on the tobacco industry in Missouri for the years 1900 and 1904 shows a large increase in capital but a decrease in the number of factories.

In 1900 there were 22 chewing and smoking tobacco and snuff factories, and in 1904, 17. In 1900 there were 580 cigar and cigarette factories and in 1904 544. The tobacco industry was third in importance in the state, and the state ranked first in the union in the product of chewing and smoking tobacco and snuff. The value of the entire tobacco product of the state was $30,884,182, and formed 7 per cent. of the total value of all products of Missouri. The miscellaneous expenses decreased by $4,525,759 or 35.1 per cent. The remaining items show increases as follows: Capital, $14,809,387, or 559.3 per cent.; number of wage earners, 28, or two-fifths of 1 per cent.; wages, $208,264, or 9.9 per cent.; cost of materials used, $2,678,991, or 28.9 per cent. and value of products, $3,036,750, or 10.9 per cent.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

A perfect article. Sell it.
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

THREE IMPORTANT ADDITIONS

have recently been made to our agencies

Currants

W. Meyer & Co., - Patras and Hamburg

Figs and Sultana Raisins

Edouard Giudici, - - - Smyrna

California Dried Fruits

Guggenhime & Co., - - San Francisco

We will act only for houses of the highest reputation---the responsibility of the above firms is unquestioned---your enquiries respectfully solicited.

The wholesale trade are invited to write or wire us at any time for reliable market information.

MacLaren Imperial Cheese Co. LIMITED

Agency Department. **Head Office: TORONTO**

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

June 21, 1906.

Baking Powder.

Cook's Friend—	Per doz
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

OCEAN MILLS.

Ocean Baking Powder,	Per doz.
¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10 box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's $4 40
5-case lots. 4 30
Canada Flakes, "Jumbo" case, 24/25's 4 90
Canada Flakes, "Jumbo" 5-case lots. 4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	0 30
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections— Per doz.

Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ¼ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ½'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case, per doz.	$ .90
1 " " 4 " " "	2.40
½ " " 2 " " "	4.75
¼ " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ½'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoas, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	

Sweet chocolate powder—

5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c
6-lb. bxs., 12 bxs. in case, ¼-lb. tins.	26c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	22c.
6-lb. " 12 " " ½-lb. "	22c.

Go'd Medal chocolate powder—

5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder

5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size		1 40
Small size		2 40

"Batger's"

Lemon Squash, & Lime Juice Cordial

When your customers come in and ask for a ***Good Summer Drink*** sell them ***Batger's*** Lemon Squash or Lime Juice Cordial——They give the satisfaction that brings repeat orders——***No Sugar Required,*** but just add water. Very ***handy*** and ***economical.*** Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme
Montreal and Toronto

ABOUT HALF THE MAPLE SYRUP SOLD

1/2

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

Are you starting business, and looking for a really superior Tea? One that will draw a select class of trade? Try

Challenge Cup Tea

Put up in packages which will fit the lady's purse or the farmer's waggon.

Packed in ¼ and 1 lb. lead packages; in 3, 5, and 10 lb. fancy tins; also in 50 lb. lead lined half-chests.

A POSTAL WILL BRING SAMPLES.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz
Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 08½
½-bbls.	0 09½
Tubs	0 09½
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09½
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 ¢
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12.lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 30
1-lb. jars "	0 32½
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. ROBER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross		$10 20
" " black, "		15 30
Oriole soap		10 20
Gloriola soap		12 00
Straw hat polish		10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel, per box	1 25 to 2 50

WOOD'S COFFEES

Ask the man who sells them, Ask the man who drinks them

For the points that demonstrate the value of

WOOD'S COFFEES

They bring money and peace to the Grocer.
They bring satisfaction and delight to the Drinker.

All tastes are gratified in the pure and uniform varieties of superior goods that comprise our numerous lines.

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL.

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 06
Kegs, 100 lb.	0 06

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—

Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—

1-lb. packages, boxes 40 lb.	0 05½

No. 1 Brantford Prepared Corn—

1-lb. packages, boxes 40 lb.	0 07

Crystal Maize Corn Starch—

1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

10c. pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 6-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 07½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

Packed in cases of 56 lbs. each (cases free)

No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	6½c.

Blue, white or assorted.

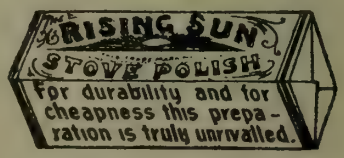
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c

Stove Polish.



	Per gross
Rising Sun, 5-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
½ " " "	5 45
¼ " " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 23	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'S PKGS.

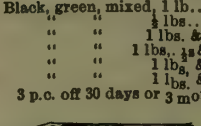
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs. ½s & ¼s.	0 28	0 40
" " 1 lbs. ¼s & ⅛s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c.		0 22
Green Label. " 40c.		0 28
Red Label, " 50c.		0 35
Orange Label, " 60c.		0 42
Gold Label, " 80c.		0 55

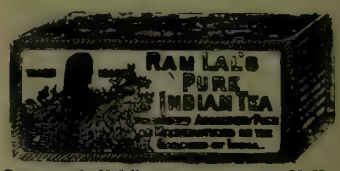
Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

		Wholesale.	Retail.
Brown Label, 1's and ½'s		0 20	0 25
Crimson " 1's and ½'s		0 22	0 30
Green " 1's and ½'s		0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s		0 30	0 40
Bronze " 1's, ½'s, ¼'s		0 36	0 50
Gold " 1's, ½'s, ¼'s		0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label, 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	...
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	....
Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 60-lb. cases retail	at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 48
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal.	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs. in case	$1 05
Gillett's cream yeast, 3 doz	1 05

DWIGHT'S

BAKING SODA

"Keeping everlastingly at it" is bound to bring good results when you keep pounding it into your customers that

"COW BRAND" BAKING SODA

is without an equal for satisfactory work where the use of baking soda is required.

The old style of selling bulk soda is a loss of time, material, quality and profit.

Every jobber will sell you "Cow Brand" if you insist upon it. They all handle it.

CHURCH & DWIGHT, LIMITED
Manufacturers
MONTREAL

That 60% Profit is Hard to Pass By

Have you thought over it? Have you figured it out? Or are you trying to hold to one line of "hot water" starch?

Conditions are changing and the people will not "labor" with starch like they did in the past.

IVORINE
COLD-WATER
STARCH

means minimum amount of labor for the user, which must mean maximum amount of trade for the dealer.

$2.50, Case of 40 pkgs.
The Jobber will supply you

St. Lawrence Starch Co.
Limited
Port Credit, Ontario

TEA HINTS
FOR RETAILERS
By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.
Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week—therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

THAT'S WHY !

Customers every day want "one or two glass berry sets," "a little better than usual and not much pattern." Well, just to fill this demand, we've made up our

9184 Assortment

Two each of six different styles of berry sets, each with one large and six small dishes. Good big sets, and *most important*—

BEST QUALITY MADE

One dozen complete for $5.40, and you sell 'em for 75c. each.

Send a card to-day

GOWANS, KENT & CO.
LIMITED
TORONTO

BEFORE BUYING

Canned Fruits and Vegetables

WRITE US.

LAUREL BRAND

In Quality, Leads the Market.

WHAT ABOUT YOUR REQUIREMENTS ?

J. H. WETHEY,
LIMITED
ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Preserved Provisions in Glass, Galantine of Chicken and Tongue, Galantine of Veal and Ham, Chicken Breasts, Pressed Beef.

Agents :

C. E. COLSON & SON

10 St. John St., MONTREAL

THE SIGN

OF BISCUIT EXCELLENCY

We have just completed the most modern and up-to-date Biscuit and Confectionery Factory in Canada.
Send us a trial order and be convinced that we are turning out "The Best Line in The Dominion."
Our ***"Ever Fresh package line of Biscuits"*** save time, money and worry for the dealer and reach the consumer as fresh as when packed at the oven's mouth.
Samples and prices cheerfully furnished on request.

FOLEY, LOCK & LARSON

WINNIPEG

OPPORTUNITIES

MANUFACTURERS and WHOLESALERS

LOOKING FOR OPENINGS WOULD DO WELL TO INVESTIGATE THE ADVANTAGES OFFERED AT

EDMONTON, ALBERTA

ALL THE ESSENTIAL ELEMENTS OF SUCCESS ARE PRESENT

Cheap Power

Edmonton is the centre of enormous coal deposits and will shortly be supplying a large portion of two or three provinces with coal. The electric light and power plant is operated as a civic enterprise, and the city is prepared to offer very attractive rates for power to approved industries.

Raw Material

for many industries is available in the immediate neighborhood. In many other lines it is cheaper to bring in raw material than to pay freight on the finished article.

A Practical Monopoly

Even at the present time over 700 retail stores look to Edmonton wholesale and industrial establishments as their source of supply. The number will double in the next three years. When railways now under construction are completed, over 150 railway towns and villages will look to Edmonton as their commercial metropolis. Eastern manufacturers have to pay freight for 2000 miles to reach this territory.

Ample Transportation Facilities

All the great transcontinental systems meet in Edmonton, ensuring favorable rates and efficient service to all parts of the world, permitting the assembling of raw material and the distribution of products.

HOW LONG do you suppose Western enterprise will be content to send Raw Material 2000 miles east, and pay freight back on the finished product?

Industries at Edmonton could put Eastern Manufacturers out of business in Western Territory.

THESE INDUSTRIES ARE NEEDED and would meet with phenomenal success:

Meat Packing Plant ***Soap Works*** ***Tannery***
Foundry and Machine Shop ***Biscuit Factory***

THERE ARE OTHERS for which there are also excellent openings.

AS A WHOLESALE CENTRE Edmonton offers opportunities second only to those afforded for industrial expansion.

The Secretary, Board of Trade, Edmonton, Alberta, invites correspondence.

CIRCULATES EVERYWHERE IN CANADA

. Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, JUNE 29, 1906. NO. 25.

Raised On It.

There is no better time than during the hot weather to interest your customers in the use of

Robinson's Patent Barley

Let us help you in this work.

Send us a list of your family customers and we will send them samples of Robinson's Patent Barley. We will tell them all about its uses and value—That means money for you.

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

INDISPENSABLE

TO EVERY HOUSEKEEPER IS

STARCH

Consequently every grocer should sell such lines as are bound to satisfy the users—The 2 lines that do this are

Benson's "Prepared" Corn for Cooking Purposes

Edwardsburg "Silver Gloss" Starch for the Laundry

EVERY JOBBER STOCKS THEM

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

51 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

184 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 31

Profitable Soap Lines Easy to Sell

Have you ever thought of the money to be made in handling soaps manufactured to meet a specific demand?

Naturally on such soaps there is a larger profit than on the ordinary toilet soaps, and they are easier to sell.

The Master Mechanic's Extraordinary Tar Soap

is specially made for Mechanics, Engineers, Farmers, Sportsmen, and all those whose work or play soils the hands with grease or other stains.

It is a good antiseptic soap.

It is well advertised throughout Canada.

It is a profitable line to handle.

It is one of the excellent soaps manufactured by

ALBERT SOAPS, LIMITED, MONTREAL

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Y. & S.
SCUDDER
M. & R.

} STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

The Pickle

and

The "Thistle"

Hannah's Scotch Pickles

A good pickle is a hard thing to get hold of now-a-days. To be good a pickle must be sound, tart, crisp, palatable. Hannah's Scotch Pickles are all this and more. They are as good when the bottle is opened as the day they went into the bottle itself. That is because of the excellent high quality of the vinegar used. Packed in 10, 16, 20 and 30 ounce bottles and ***packed right***.

ORDER NOW

Canned Where Caught

The "THISTLE" Brand of Canned Haddies, Kippered Herring, and Herring and Tomato Sauce, are canned right where they are caught —at the water side.

Captain Austin has the unequalled skill of a life-time of experience. THERE IS NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "THISTLE" Brand. ***Buy it and you buy the best.***

"Thistle" Brand Fish

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal
20½ Front St. East, Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

MONTREAL.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 38.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. EAST
TORONTO

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited Address all communications to our head office.
26 Front St. East, Toronto

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

Offer Few Cars
CHOICE
CORN
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

Winnipeg Storage
in BOND or FREE
For all kinds of Merchandise.
Negotiable Receipts Issued.
Low Insurance
TEES & PERSSE Limited
Wholesale Brokers and Warehousemen
WINNIPEG CALGARY EDMONTON

(Continued on page 58)

A SURE CURE FOR A POOR COFFEE TRADE LIES IN SELLING OUR

Only the work of a moment—
'the ordering of a sample lot."

The uniformly high quality of our

EMPRESS BLEND COFFEE

The "Money Back" kind

makes it easily the best

40 cent COFFE

sold in Canada to-day.

The success of your business—
"the continued selling of "Empress Coffee."

THE EBY, BLAIN CO., LIMITED, WHOLESALE GROCERS TORONTO

QUALITY GUARANTEED

DRINK Blue Ribbon Tea

ALWAYS RELIABLE

The Above Advice to Your Customers Will Please Them, and Give You Genuine Satisfaction.

PUSH RED LABEL

BLUE RIBBON TEA CO., LIMITED,
Toronto, Ont.

SPECIALISTS

are always consulted in a case of importance, and when you buy your

CANNED GOODS

you should certainly look to specialists for the best value you can get. Now we want to tell you right here that this is a line we handle in a **large way** and it will pay you to consult us before placing your Fall order. We control half-a-dozen brands of **first quality** goods which are **NOT IN A COMBINE.** We can suit either the conservative buyer by selling at opening prices of the market or the speculative operator

BY NAMING PRICES NOW

We can handle any size order you send us. Let us hear from you.

TEA

Let us send you a sample of the now celebrated **"MAYBELL"** brand Ceylon Orange Pekoe, packed in 50-lb. half-chests, good style and liquor, and the **quality always the same** both in leaf and liquor, so that you have no trouble trying to match a line that has become popular; all you have to do is repeat your order and you will get exactly the same tea.

To buyers of 25 half-chests we ship direct from Ceylon and pay freight, and an additional advantage is that you know the tea has not been lying around getting stale, but is a **fresh sweet tea direct from the gardens.**

We handle everything in Groceries.

Canada Brokerage Co., Limited

PHONES:
2282 Main
870 "

9 Front Street East
TORONTO

WINNIPEG and CALGARY

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS:

We wish to impress upon you the fact that **Winnipeg** and **Calgary** are the largest commercial centres in **The Great West.** We are in daily touch with all the wholesale grocers at the following points: Winnipeg (9), Kenora (3), Brandon (1), Lethbridge (1), Calgary (5), and Edmonton (2). We have large and commodious premises at Winnipeg and Calgary and are doing one of the largest brokerage businesses in this territory. We sell exclusively on commission and handle all lines sold by the wholesale grocers from A to Z.

If you are not represented in this territory we will be pleased to have you communicate with us; we secure business for a large number of the leading Canadian and United States houses and we can do the same for you.

If you wish to have your goods pushed among the wholesale grocery trade, write us, forwarding samples and prices.

We store in **Winnipeg** and **Calgary** all classes of goods and distribute cars at a moderate rate.

Firms in Great Britain or Europe when in the market for Rolled Oats, Oatmeal or Mill Feed, write us for c.i.f. prices any port.

We are, Yours truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882

IT IS
NOT BY CHANCE

that one grocer makes a success and builds up a substantial business, while another fails.

It is not by chance that **CEYLON TEA** has eclipsed all competitors and stands easily first—yes without a rival within hailing distance—in the favor of Canadian Tea drinkers.

The grocer who succeeds deserves success, because of his sterling qualities.

CEYLON TEA has deserved success because in fragrance flavor, style and price, it is incomparably the best value offered the Canadian trade.

Don't be led away. Make **CEYLON TEA** the foundation and coping stone of your tea department and its success is assured.

Isn't it reasonable? Look at the great package tea firms: their success in every case is built on **CEYLON TEA.**

CEYLON TEA
MEANS SUCCESS

CEYLON TEA
MEANS SATISFACTION

1906 PACK

Our 1906 pack Fruits, Vegetables and Meats will be, as usual, of the very best quality.

Our factories are now being overhauled, and the newest machinery is being installed where necessary.

We have now over thirty of the most modern-equipped factories in the world.

Our factories being situated in the midst of the Fruit and Vegetable Farms of Canada, ensures goods being packed when at their best.

Our processors have had over a quarter of a century's experience in canning and preserving.

Quality and Cleanliness is the policy rigidly enforced at each of our thirty factories.

Our 1906 pack will be the best ever packed anywhere. We guarantee the quality of all our goods.

Remember the brands, viz.: "Canada First," "Auto," "Little Chief," "Log Cabin," "Horseshoe," "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," "Grand River" "Jubilee," "White Rose," "Deer," "Globe," etc.

If you want pleased customers stick to our brands exclusively.

CANADIAN CANNERS, Limited

The Value of a Fine Label

in helping the sale of canned goods is appreciated by every grocer who reads this.

He knows that a richly embossed, artistic label like that of the Old Homestead Brand recommends the goods to the discriminating customer.

It is just one of those little things that go to make up success. It is typical of the Old Homestead methods. Nothing has been neglected, nothing overlooked.

SITUATION—

In heart of the Prince Edward fruit and vegetable district.

FACTORY—

Solid concrete blocks and steel, located on a fine high sunny knoll with excellent drainage.

FRUIT AND VEGETABLES—

Grown by the most experienced gardeners in the district.

PROCESS—

Processed when fresh from the fields by the most improved and up-to-date methods.

RESULT—

Perfection in Canned Fruits and Vegetables.

NAME—

Old Homestead Brand

Moral: Sell Old Homestead Brand and build up your canned goods trade.

OLD HOMESTEAD CANNING CO.

PICTON, ONT.

NO SECRET COMMISSIONS

You know just where you are at when you buy Red Rose Tea.——There are no secret commissions. Everything is wide open. Your neighbor pays the same price you pay.

You know what this means.——————————Only one kind of goods can be sold this way, viz., those of recognized and undoubted quality.

This is why the salesman who offers an extra discount with his brand of tea runs against a stone wall, when he strikes merchants who push Red Rose Tea.

Quality vs. Discount is an easy case to settle for the merchant who expects to stay in business for years to come and hopes to see his trade grow year by year.

Quality brings back the customers you are most anxious to keep.———Price catches the bargain hunters.

If you push Red Rose tea you will gain the reputation of selling good tea—a reputation which will be worth money to you.

TORONTO BRANCH
3 Wellington St. E.
Geo. H. Campbell
Manager

WINNIPEG: P.O. Box 38

T. H. ESTABROOKS

ST. JOHN, N. B.

IMPORTERS ASK OUR PRICES FOR

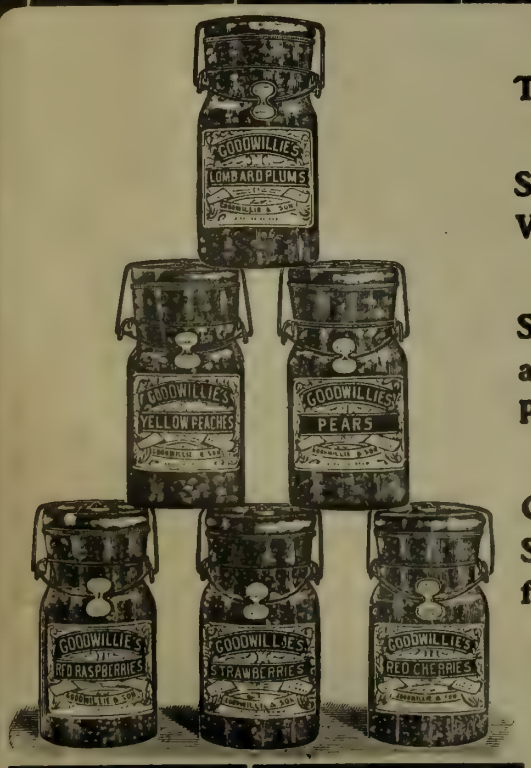
Valencia Raisins,
Currants,
Shelled Almonds,
Shelled Walnuts,
etc., etc.

Barbadoes Molasses,
West Indian Sugars,
Maple Sugars,
etc., etc.

D. RATTRAY & SONS

Commission Merchants

QUEBEC **Montreal** OTTAWA



THEY

Sell Well

Show a Nice Profit.

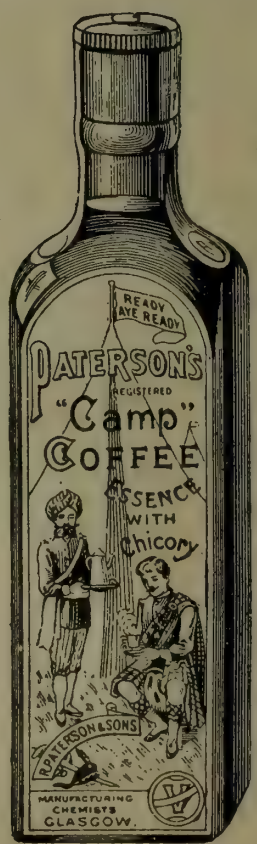
Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL



Experience and Common Sense

form the combination that enjoys a monopoly of success. Grocers who always keep well stocked with

PATERSON'S CAMP COFFEE ESSENCE

show these qualities and so enjoy success—Easy, isn't it?

ROSE & LAFLAMME,
Agents, Montreal.

"Teas may come and Teas may go"

But

Japan Teas are Here to Stay.

To those who know Japan Teas, who have enjoyed their delicious flavor, their aroma, their healthful and invigorating properties, there is no change desired or even possible.

If you handle them you know this. If you don't, try them and profit by their sale.

Your Customers' Confidence

is always with you when your goods are reliable.

MAGIC BAKING POWDER

is reliable.
It is pure and wholesome, well advertised and the most profitable to handle.

Order from your wholesale grocer.

Merchants should recommend food products that are produced in clean factories.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Highest Awards at all Expositions

If the Canned Goods you buy

are packed in tins manufactured by us they are contained in the most perfect cans made on this continent.

We use only the finest

British tin plate—our machinery is the most modern and complete—and we guarantee every can we make

Acme Can Works

MONTREAL

Windsor Table Salt

You must look into the by-ways and hedges of the past for convincing proof that "quality" tells in the long run—there are financial wrecks there without number. And the figure of the grocer who was tempted to buy doubtful goods for a little saving on price looms up like a lighthouse in a dense fog. It pays to buy standard goods like

Pure, White, Crystaline

Windsor Table Salt, because it is all salt every single time. No impurity in it, because it is sifted, not ground. No "caking," because every drop of moisture is dried out of it. Remember the wrecks of the past when tempted to buy salt said to be "just as good as Windsor."

THE CANADIAN SALT CO., Limited
Windsor, Ont.

"When I go out with friends to dine,
Queen Quality Sweet Pickles suit me fine."

You don't bother much about the food likes and dislikes of your patrons, but at the same time it is nice to know you are selling favorite goods, isn't it?

In pickledom there is a favorite, and the name is

Queen Quality Sweet Pickles

Why not handle the pickles with a reputation? Why not take advantage of ten years of popularity? Why not profit by what we have done in the publicity line?

No matter which brands of pickles you now sell **Queen Quality Sweet Pickles** are essential to your store. They have the quality that wins trade.

If you are out for Success you will know what to do.

TAYLOR & PRINGLE CO., Limited

Sole Agents for "Perry's Worcestershire Sauce"

OWEN SOUND, ONT.

Our New Matches

"SAFELIGHT"

Will be ready Next Week

NO NOISE
PROMPT LIGHTER
STEADY BURNER
PERFECTLY SAFE

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

Riverdale Brand Canned Goods Will Have the 1906 Guarantee Label on Them

Wellington is an admirable location for a canning factory. The soil is rich and arable, the supply of spring water ample. We are in the centre of the growers' circle. We'll have our pick of high-grade fruit and vegetables—not once, but always during the season.

Everything will be packed fresh.

Riverdale Brand Canned Goods

will be ready at the right time, and we want you to get them

☞ **Cut this ad. out and paste it up as a reminder.**

The Lakeside Canning Company, Limited

Wellington, - Ontario

Supplied under Contract to the British and Indian Governments

Our Name, **WHITE, COTTELL & CO.**

Our Business, Manufacturers of

PURE MALT VINEGAR Highest Grade

Our Object, To supply **you** with the most satisfactory article it is possible to produce,—to secure and hold **your** business.

Our Address, Warner Rd., Camberwell, S.E., London, Eng.

G. B. LODGE, - - WINDSOR, ONT.

THE SUCCESSFUL GROCER
is the man who gives careful consideration and daily attention to the details of his business—his customers' requirements, the condition of his stock, his facilities for prompt and satisfactory service and the appearance of his store.

THERE IS A DIFFERENCE
between the practical grocer and the man who sells groceries.

WALKER BIN FIXTURES
appeal to the practical grocer who aims at building up a substantia permanent and profitable business.

WRITE FOR ILLUSTRATED CATALOGUE. "Modern Grocery Fixtures"

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

Montreal Representative:—J. H. MAIDEN, 423 St. Paul St., MONTREAL, P.Q.

HOLBROOK'S

GENUINE WORCESTERSHIRE SAUCE

HAS THE LARGEST SALE IN THE WORLD

Price alone does not guarantee quality, but the name "Holbrook & Co." does.

Your Customers are interested in Holbrook's Genuine Worcestershire Sauce by extensive advertising. **PUSH IT,** it will pay you. Every sale will bring a repeat order.

Rep. ½ pts. (25c. bottle) $2.15 dozen in case lots (6 dozen).
Imp. ½ pts. (35c. ") $3.00 " " (4 "). Mail your order to-day to

HOLBROOK'S LIMITED, PACIFIC BUILDINGS, COR. FRONT & SCOTT STS. **TORONTO**

Margin is not Everything.

PURNELL, WEBB & CO'S. (Bristol, Eng.)

Pickles, Sauces, Malt Vinegar

are reliable as well as profit-yielding.

AGENTS:

J. W. GORHAM & Co. - -	HALIFAX, N.S.	J WESTREN, - - -	630 Ontario Street. TORONTO
R. JARDINE, - - - -	ST. JOHN, N.B	BICKLE & GREENING, - - -	HAMILTON, ONT.
H. HANZARD, - -	CHARLOTTETOWN, P.E.I.	J. CARMAN, - - - - -	WINNIPEG, MAN.
A. J. HUGHES. -	1433 Notre Dame Street, MONTREAL	C. E JARVIS & Co., - - -	VANCOUVER, B.C.

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

You Get Almost All the Credit

from your customers when you sell a proprietary article that pleases. The manufacturer gets but little of the credit. Stove Polish is no exception. You please a customer every time you sell RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins. You get most of the credit. The customer pleased is coming back TO YOU for more. You also make a good margin of profit on these goods. They are right every time you sell them, and then you have our guarantee. It will pay you to push RISING SUN and SUN PASTE.

MORSE BROS., Props. - Canton, Mass., U.S.A.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.

Cor. Church and Colborne Sts. Toronto.

FLAKED WHEAT

The distinguishing feature of

Greig's White Swan Flaked Wheat

is the large, thin flakey flakes that make it so vastly different from any other wheat produced in Canada.

No attempt is made to compete in price with ordinary kinds of rolled wheat, as there is no comparison in quality. It stands in a class by itself and readily commands its price from particular people.

All barrels are attractively lined with crinkled tissue paper, thus ensuring freshness and cleanliness at all times.

Samples and quotations will be cheerfully furnished.

The Robert Greig Co., Limited
White Swan Mills
Toronto

WILLIAM GALBRAITH & SON

WHOLESALE GROCERS

Sole Agents in Montreal for

"CANADA'S PRIDE" CANNED GOODS

UNRIVALLED IN CANADA

WE SOLICIT A TRIAL ORDER.

After all is said and done

There's no plea that will sell Tea like a captivating "Cup Draw," the sole outcome of superior quality. The enormous sale of "**SALADA**" testifies to its worth more strongly and convincingly than the most lavish advertising argument.

You may recognize this fact in a kind of a—perhaps so—half hearted sort of a way, but a "Tea Pot" infusion at your own table will prove a pleasant revelation to you, and an eye-opener as to why the demand is so general.

"Salada" Ceylon Green Teas are displacing Japans, sure as Fate.

Remember "SALADA" Ceylon Teas are sold in Sealed Lead Packets only.

What a Difference It Makes

When you look up at a ceiling and, instead of seeing smoky plaster, see beautifully designed

METAL CEILING

That's the aesthetic point! Then there is the sanitary point. **Metal Ceilings** are more healthful than plaster or wood. Then there is the financial point. **Metal Ceilings** need never be repaired. They last forever.

IF YOUR STORE NEEDS THIS CEILING YOU SHOULD GET IT.

METAL SHINGLE & SIDING CO., Limited

PRESTON - - ONTARIO

Our Standard Lines

REINDEER CONDENSED MILK
REINDEER CONDENSED COFFEE
REINDEER CONDENSED COCOA
JERSEY STERILIZED CREAM

A QUARTETTE OF MERIT

Selling Points:

STANDING.—The goods have been in use for twenty-five years, and the public have confidence in them.

QUALITY.—They are standards for richness and purity, — ideal in composition, preparation and finish.

APPEARANCE.—The labels are clean, bright and attractive.

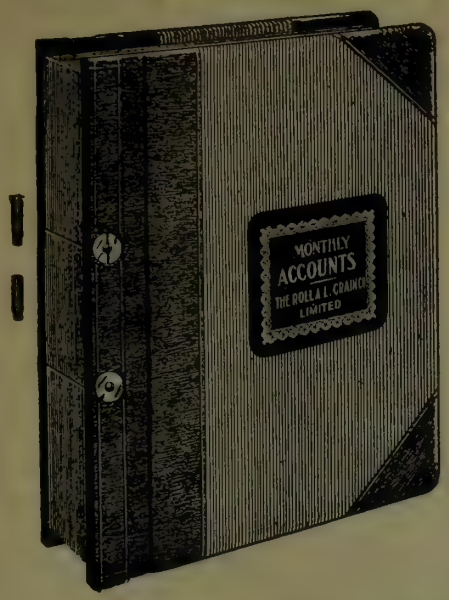
RELIABILITY.—Every Can is guaranteed.

It pays the dealer to handle standard lines, of known quality, that are sure to please.

Truro Condensed Milk Co. Limited

TRURO, NOVA SCOTIA.

The System That Saves Time and Money



Time is money. Waste no time and you waste no money. The

Crain Monthly Account System

has long been recognized as one of the greatest time-saving agencies yet devised. It has been tested and tried for years, and to-day is more popular than ever before. This system has saved thousands of dollars to merchants all over Canada. It will do the same for you. Write us for further information.

BRANCHES AND AGENCIES

TORONTO OFFICE—18 Toronto St.
MONTREAL OFFICE—74 Alliance Bldg., 107 St. James St.
WINNIPEG OFFICE—Sylvester-Willison Bldg.
ST. JOHN, N.B.—Schofield Bros.
VANCOUVER, B.C.—White & Bindon.

THE Rolla L. Crain Co LIMITED. OTTAWA, CANADA.

A Day's Business Balanced in Five Minutes

Your present system allows the dollars that represent the profits of your business to slip away. You cannot keep track of all the money handled in your store, except with the most perfect system. You might not miss a half-dollar or dollar a day, but such a leak makes a big hole in your profits.

Our new system tells at any moment how much money you should have. Five hundred thousand retail merchants have used this system. Leaks and losses are reduced to a minimum where our system is used.

Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing and places you under no obligation.

Tear off here and mail to us today

The N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—*We have it.*

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass ncloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ⅛ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discoun ts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros, Montreal.
Gorman Eckert & Co., London, Ont

The "Pink-and-White" Books Give Different Results to the "All-White" or "All-Pink" Books.

They make it easier for you, or your clerks, to enter customers' wants and keep all the entries together.

If you choose pink for your duplicate you will know that anything on the "pink" fyle is a duplicate.

With the old-style book you cannot be sure on this point.

Order the "Special Duplicating" kind every time.

The Carter-Crume Company, Limited

TORONTO and MONTREAL

Manufacturers of Counter Check Books of every description.

BLACK JACK

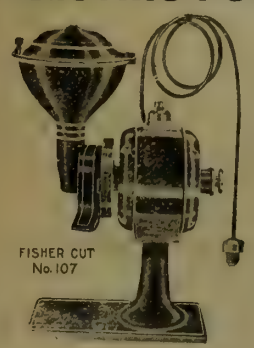
WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

ELECTRIC POWER COFFEE MILLS



FISHER CUT No. 107

This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

THE AUER GAS LAMP

Delightful to read by.

Gives the light of 100 Candles and Costs less than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO. TORONTO, CAN.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY

MONTREAL TORONTO

THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

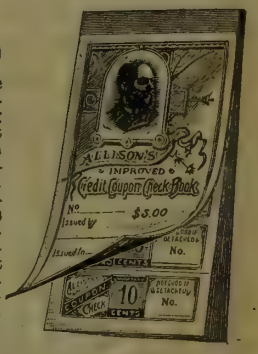
No grocer can afford to be without it.

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

If you have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks or disputed accounts. Who that has "pass-book" customers has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstanding is as follows.



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

W. P. KAUFMANN

19 Caer Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

PROMPT SHIPMENTS

Quick Shipping is one of the features of our business. Send your order for Groceries to

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

YOU CAN'T SELL A BETTER STARCH THAN

Chinese Starch

THEN WHY NOT SELL IT?

The only Genuine and Reliable Laundry Starch in Packages that has the Confidence of Users.

WE WANT AT ONCE

A Buying Agent in Winnipeg for Chinese Starch and our other lines. If you can do the business you can make money, Write at once.

Ocean Mills

MONTREAL

Grocers can put aside summer dulness in keeping well stocked with lines that have a large and special call in the summer months. First among these are

Lytle's Lime Juice

Lytle's Lime Juice Cordial

Lytle's Raspberry Vinegar

Sold by Leading Jobbers.

Made in Canada by

THE T. A. LYTLE CO. LIMITED

TORONTO, CAN.

2 BRANDS OF COFFEE that have won for themselves a reputation throughout Canada—

The guarantee that goes with (E) "Diamond E." blend has made trade for buyers and pleased consumers.—You cannot make a mistake in placing an order for a **trial tin**, it will put new life into your Coffee trade.

Our 1-lb. tin ***"CLUB"*** brand Coffee at ***33c.*** per lb. is without a peer. Send for sample.—Try it yourself.—You will buy it for your best trade.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 563.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Something Worth Knowing ! That

The Original and Genuine

WORCESTERSHIRE SAUCE

is made only by

LEA & PERRINS

WORCESTER

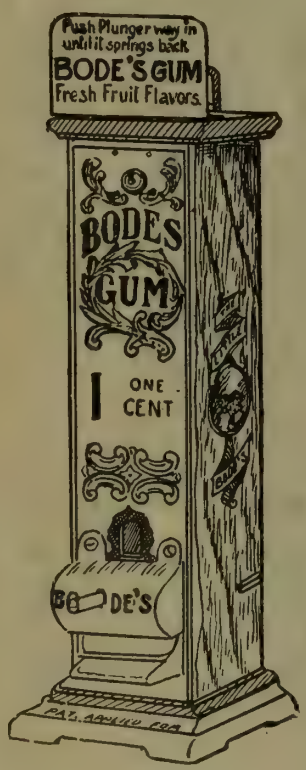
The Target for All Imitators !

70 Years Reputation Behind It !

J. M. DOUGLAS & CO., MONTREAL
(Established 1857), Canadian Agents

Bode's Gum Co., Limited

is making money for every jobber in Canada who handles its goods.



EVERY RETAILER in Canada can make money if he will purchase a

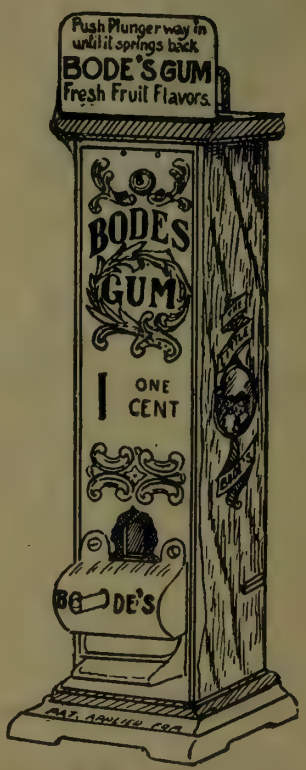
Little Bode's Gum Slot Machine

Attach it any place on your building, in or out of doors. Once put up it is there to stay.

The machine with

1,000 one-cent Pieces of Gum costs you only ***$8.00.*** Gum for re-filling costs you only ***65*** cents for ***100*** pieces. Machine guaranteed forever.

When ordering the machine don't forget to place your order for



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contains the cream of the world's current literature condensed for busy people, besides giving its readers clever character sketches of the men who are developing the resources of the Dominion.

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Plumbers, etc. January 16, 1906.

I received copy of **The Busy Man's Magazine** for which please except thanks. I lost the blank order, so take this means of ordering it for one year. I think it is the best magazine I have seen. No truck in it. W. MURPHY.

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EATING OF CHEESE IN CANADA

Why Consumption is Small and How the Retail Grocer May Increase it—Get Early Cheese and Keep it Properly.

(By J. A. Ruddick, Dairy Commissioner.)

Good cheese, properly ripened, is a very nutritious and easily digested food. One pound of it is said to contain as much nutriment as 2½ pounds of beef. Many of those who read the foregoing statement will be inclined to dispute the assertion that cheese is easily digested. That is because their experience has been with cheese only a few weeks old, which in reality is nothing more than insoluble and therefore indigestible curd. A well made cheese should not be eaten before it is six months old, and if kept under proper conditions it will be better when twelve months old.

Another thing which has prevented the taste for cheese from being cultivated and which has caused many people to give up the idea of eating cheese at all, is the practice on the part of cheese makers of selling their "culls" to the local grocer. They do so because they can thus get full price for cheese which the exporter would reject.

Hard to Get it Good.

I have traveled somewhat extensively in Canada for many years and I must say that it is the exception to find a piece of good cheese on any table. When one does find a choice sample it is astonishing to see how much of it is eaten, for it is a fact that there is naturally a strong liking for cheese in this country. Many grocers make the mistake of buying late Fall made cheese, which is then offered for sale during the Winter. Those who understand handling cheese secure a stock of June or July cheese and keep them at a low temperature—50 or 60 degrees—during the hot weather. By the beginning of Winter these cheese are in good condition. Purchasing early made cheese and holding them for some months has in the past involved some loss in the shrinkage, but that can now be entirely overcome by having the cheese coated with paraffine wax.

It is very important also to buy the cheese from a factory where the temperature is controlled so that it never goes above 60 degrees in the curing room, for "cool cured" cheese do not develop strong flavors so readily as those cured at ordinary temperatures, and they may be stored with greater safety in an ordinary cool, dry cellar.

Look for Cool Curing Rooms.

There are many factories which have provided cool curing rooms during the past two or three years, and it is from such factories that grocers should endeavor to get their supply of cheese, providing they have a reputation for making a good article.

It is an advantage to have the cheese made in small sizes. There is a big demand for cheese weighing about 10 lbs. each. These can be handled without cutting, and thus all waste is avoided. The "flat" or half cheese is a convenient size for cutting. Factories do not make these sizes unless specially ordered, as they are not in demand for export.

If grocers would study this question a little more and guard against having inferior cheese palmed off on them, the consumption of cheese in Canada would be very materially increased.

If grocers can suggest any way in which we can co-operate on this question I shall be very glad to hear from them.

IN YE OLDEN DAYS

When There Were no Altogether Wholesale Grocers in Toronto.

One of the oldest grocers on Queen street west, Toronto, talking with a representative of The Canadian Grocer the other day, grew reminiscent and interesting. For thirty years or more he has been a purveyor of foodstuffs to people in the western section of Toronto. At one time he was pretty near the limits, and though he has moved west the city has moved faster, and he is now miles from the boundary.

"When I started," he said, "The business section extended as far as Denison avenue in the west, Gerrard street in the north and as far east as Parliament street.

"Grocers in the vicinity of St. Lawrence market did the largest trade, as this was where the farmers deposited their produce and where retailers in other parts of the city would come to buy butter, eggs, etc. A strictly wholesale business was unheard of, and as for a city traveler, they were never thought of. If a grocer wished some goods he would come down to the merchants around Jarvis and Front streets, and from these he could generally get what he wanted. Travelers from outside points visited them about every three months, now they come every two weeks, and city travelers every other day. The population of the city at that time was between 63,000 and 65,000. St. John's ward, which is now considered about the least desirable part of the city, was at that time a leading section, especially for first-class boarding houses, and the trade was splendid."

RETAIL GROCERS KICK.

Wholesaler Took Three of His Best Customers—Wants a "White List."

A good deal of dissatisfaction is being expressed by some of the retail grocers of Toronto because of the persistence on the part of some wholesalers in selling to hotels, boarding houses, boats and other large consumers of foodstuffs. A King street grocer enjoying a large trade said to a Canadian Grocer representative the other day:

"Some wholesalers are not using us right and are not giving us a fair show. I had two large restaurants and a hotel dealing with me. Suddenly the owner of the hotel stopped, and later on the restaurant keepers failed to give me their usual trade. I called on them and they informed me that a representative of a well known wholesale house had been round and quoted them much lower prices than I could. Naturally they went where they could get the best value for their money. The wholesaler delivers their goods by a hired express, hoping by this means to escape detection by the retailers who are their customers. What I want to know is why there isn't a law to stop this kind of work. If he advertises himself as a wholesaler, let him conduct a strictly wholesale trade, and not try to take the bread out of our mouths by selling direct to the consumer at the same price as he sells to us.

"I remember about fifteen or eighteen years ago 'white lists' of all firms who did a strictly wholesale trade were hung in the different retail stores, consequently the wholesalers who persisted in doing a retail business also lost their wholesale trade. Why isn't there something like that done now? That's what I'd like to know."

BUSINESS NOTES.

John Waldschmidt has opened a grocery and confectionery store in Berlin, Ont.

Mr. Johns has purchased the grocery business of J. J. Burton, 824 College street, Toronto. He is making extensive alterations and improvements.

The Sterling Bank has opened a branch in Wellandport, Ont., and the manager, Mark Wallis, reports good business and says the merchants are appreciative.

Woollings & Woollings, provision and produce dealers, Yonge street, Toronto, are giving up business in the city, and will shortly start in one of the promising towns of New Ontario.

"The Imperial" is the name of a new grocery that has started on the corner of Gerrard and Parliament streets, Toronto. The people behind it say they will open other stores in various parts of the city.

In the report of the reorganization of the James Turner Co., of Hamilton, appearing in the issue of June 15, the name of the head of the firm was given as James Turner. It should have been Alexander Turner.

The Canadian Transit Co. has been chartered to manufacture and deal in petroleum and other oils, natural gas and salt. The head office will be at Toronto. The share capital is $50,000, and the provisional directors are J. F. Holliss, T. H. Wilson, and S. J. Marchalleck.

Bishop Bros., Niagara-on-the-Lake, are grocers in the up-to-date class. They have recently replaced one of the old-fashioned counters with one of plate glass and are gradually refitting the store to make it one of the best in the province. The new counter was built by Peter Bishop, one of the partners.

The South Hill grocery and hardware business, Moose Jaw, Sask., has been purchased by MacGregor Ropelje, Jos. Thompson, Jas. Thompson, and J. Heaton. The new firm is known as Ropelje, Thompson & Co., and the business will be managed by Messrs. Heaton and Jos. Thompson, the others remaining on their ranches.

GUILD OFFICERS' DEFENCE

Manufacturers Fixed Prices and They Were not Unduly Advanced—Selling Staples at Less Than Cost of Doing Business— Committed for Trial.

The concluding sessions of the magistrate's preliminary investigation into the conspiracy charges against last year's officers of the Dominion Wholesale Grocers' Guild were concluded and the seven gentlemen named in the indictment were sent for trial. They are: H. C. Beckett, Hamilton; Geo. E. Bristol, Hamilton; Lieut.-Col. John I. Davidson, Toronto; Thos. B. Escott, London; W. G. Craig, Kingston; J. F. Eby, Toronto; and Thos. Kinnear, Toronto. The case will come on before the higher court in the Fall.

A portion of the report was held over from last week. It continues, Geo. Robertson, of Kingston, being in the box and Crown Attorney Washington at the bat:

"If the sugar refiners and the tobacco men sold to the retailers at the same price as they sell you, that is, give them the rebate, what would you do?"

"Guess I would have to go out of business."

"Have you any right as a wholesaler to dictate as to what price the refiners shall sell sugar?"

"No."

"Who fixes the sugar prices?"

"The refiners."

"Have you any knowledge of any wholesalers getting the refiners to increase prices? Have you ever heard of such a thing?"

"No."

"Has it not been a continual struggle on the part of the guild to get sugar as low as possible?"

"Certainly."

"Then the refiners make the prices and not the guild, and if the guild manage to get the price down a little you all get the advantage?"

"Yes."

The Distributors.

"You wholesalers consider yourselves distributors for the refiners?"

"Yes."

"You know that as a wholesaler you sell sugar as part of a general stock of groceries and that a refiner would have to put on travelers to sell one article if he sold to retailers?"

"I believe so."

"That would make sugar higher to the consumer?"

"Yes."

"Then by going direct to the retailers and doing away with the medium of wholesalers the consumer would pay more for his goods?"

"In some cases."

Could Always Buy.

"Was there ever a time when you could not buy starch at list prices?"

"No."

"Were you ever refused anything at list prices? Never mind the rebate just now."

"No."

"Any bargain you made with the refiners was made irrespective of the guild?"

"Yes."

"These letters that have been produced don't mention the guild as having anything to do with the agreement?"

"No."

"And the refiners deal with you although you are not a member of the guild?"

"Yes."

"And any wholesaler outside the guild could get the rebate if he agreed to keep prices?"

"I suppose so."

"These declarations say nothing about a guild; they simply make the terms and say you must abide by them?"

"Yes."

As to Profits.

"Are you getting more than a legitimate profit?"

"No, only a fair profit."

"Is it not a fact that there is no money in sugar and tobacco?"

"Yes."

"What margin have you on tobacco?"

"About 7 per cent."

"I am told there is only 4 per cent."

"That's about right when you deduct freight and expenses."

"Is that a decent profit?"

"No."

"Do you make anything on sugar?"

"No."

"Do you know of any agreement on sugar, tobacco, or anything else except what you have yourself?"

"No."

Cannot Fix Prices.

"Would it be possible for a wholesaler to fix prices with a manufacturer?"

"I don't think so."

"Then the only one who can fix the price is the manufacturer?"

"Yes."

"The manufacturer having fixed prices, he says, 'I will appoint the wholesalers as agents.' Is that not the only agreement you have with him?"

"Yes."

"Is it not understood that Macdonald sells only to wholesalers and that he fixes the prices?"

"I believe so."

"And he will not sell to those who cut prices?"

"He told me I must sell at fixed prices."

"And you could not sell his tobacco if you cut?"

"No."

Cheaper Sugar.

"At one time you bought American sugar. Why did you discontinue that?"

"I could not successfully compete with Canadian make."

"Did not the Canadian refiners cut under you?"

"Yes."

"Then they were able to dictate terms to you?"

"Yes."

Will not Sell Everybody.

"Do you sell to retailers and then to their customers too?"

"No. Only to retailers."

"Would you sell a man, not a retailer, a barrel of sugar?"

"No."

"Is this not the same principle the manufacturers adopted?"

"I suppose so."

The Crown Attorney asked the witness if, prior to the guild days, any one interfered with his right to bargain with the refiner. Witness replied "No."

"Did the refiners first start this way of doing business?"

"I don't know."

"But before this sugar agreement you had a right to negotiate as to price?"

"Yes."

"Did the starch men fix your selling price before the guild was formed?"

"We had no trouble that way."

Broken Agreements.

"It appears that some have broken these agreements. Does that not mean that they could sell under them and still make money?"

"I suppose so."

"We have evidence that the Hudson's Bay Co. sell below agreement prices. Do they not make money?"

"No doubt they do."

Mr. Johnston: "The Hudson's Bay Co. are wealthy and do not depend on a plug of tobacco to make money."

"Who notifies the grocers about changes and determines prices?"

"The refiners."

"Then the wholesalers do not determine prices at all?"

"No."

This closed the case for the Crown, and Mr. Washington asked that the charge be amended to include conspiracy in an attempt to injure Andrew McLean and George Robertson & Co., of Kingston. Mr. Johnston argued that no salient points had been proven and that the evidence did not sufficiently establish any grounds for such charge. The court ruled against the Crown Attorney.

Nothing in it.

Hugh Blain, of Eby, Blain & Co., Toronto, was then called. To Mr. Johnston he stated he had been in business 26 years.

"Tell us about sugar, tobacco and so forth," said Mr. Johnston.

"Staples we sold practically at cost. Tobacco cost us 37 cents and we sold it for 37¼ cents. Sugar was also sold close to cost."

"Who fixed the prices?"

"The manufacturer fixed the prices to the wholesaler, but there was no fixed price to the retailer."

"Did you know of any movement to put the prices on a proper basis?"

"Colonel Davidson and I were the first to discuss the situation, and pointed out to others the folly of selling goods below cost, and we decided among ourselves that we would sell tobacco at 2 cents advance."

"Was that unlawful or unreasonable?"

"No."

"What then?"

"We then agreed to sell sugar at ⅛ of a cent advance."

"If it had not been a necessity would you have handled sugar?"

"No. We had to handle it."

"If you had the same conditions in all lines as in sugar and tobacco, what would happen?"

"We would have to go out of business."

The Improved Conditions.

"How did your organization improve trade conditions?"

"We reduced sugar to a 60-day basis and other goods to a three-months basis and kept working that way until we got nearly everything down to a 30-day basis."

"What is the price of sugar as compared with 15 years ago ?"

"It is about one-half now."

"Did the guild ever undertake to fix prices on anything ?"

"No."

"Who did ?"

"The producer."

"Did you make an effort to get lower prices ?"

"We were always trying to do that."

"What is the result—to the consumer ?"

"With our machinery we can distribute cheaper than can the manufacturers."

"Would it cost more if the manufacturers had to sell it themselves ?"

"They could not sell it at less than 5 per cent. through travelers, while we, having travelers for our general lines, can sell it for about 4 per cent."

"Did your price committee fix prices?"

"No. The name is a misnomer. They simply discussed the situations with the manufacturers and endeavored to get a living profit."

All Benefit.

"Are there any wholesalers outside the guild who get the same terms as the guild members ?"

"Yes. They have the advantages of the guild's work without paying to keep it up."

Crown Attorney Washington then questioned the witness.

Things Bad.

"Were conditions in the wholesale trade bad prior to 1898 ?"

"Yes, they are still bad."

"Do you know any Hamilton wholesalers who have failed ?"

"Yes, Brown, Balfour & Co., and John Stewart & Co."

"Do you believe in the right of every man to purchase where he can purchase best ?"

"So long as it does not injure the general public."

"Do you think it is right for any body of men to try to prevent me from buying where and how I like ?"

"If it is not in the interest of the public I do."

"If you had not gone to the refiners would there have been any fixed prices?"

"Yes. There would have been ultimately."

"Why do some wholesalers cut prices ?"

"Because they cannot do honest business."

"Then they cut out of pure cussedness," commented the Crown Attorney. "Is it not the object of the guild to prevent the manufacturers from selling direct to the consumers ?"

"No, but if he wishes to avail himself of our medium of distribution he must allow us a living profit."

"One of the objects of your association is to prevent the retailer from getting goods unless at your prices ?"

"No, but the manufacturer must allow us a profit if he wishes to use us as distributors."

"If prices were open then the consumer would get the benefit, would he not ?"

"He might temporarily, but the public would finally suffer."

"Then the object of your association is to benefit the public ?"

"That is a result. But if we can do so why should it not be an object ? I have never gone into any organization that was unfair or unjust, and what we have done has been in the interests of the public."

"Your profits were nothing at one time ?"

"Yes."

"They are something now. Upon whom does the extra cost fall ?"

Witness contended that no matter whom it fell on, it was only a just profit.

"If the manufacturer did not come to your terms he could not sell goods, could he ?"

"He could, but at a greater cost."

"Did the price committee ask the manufacturers to make an agreement ?"

"Yes, but not to fix prices."

Manufacturers Lose.

Mr. Johnston : "If you get a rebate of two cents on something and want three, whose pocket does the extra cent come out of ?"

"The manufacturer's."

"And not the consumer's."

"No."

H. N. Kittson, of Hamilton, took the stand and was asked by Mr. Johnston if he knew of any better medium of putting goods on the market than through the wholesaler.

"I know of no better way."

"Who fixes prices ?"

"The manufacturers invariably."

"Has the wholesaler anything to do with fixing the price on sugar ?"

"No. If they did they would make a profit."

"If you make no profit on staples then you must have a profit on other things ?"

"Yes."

"Then the public have to pay more on these things because there is nothing in sugar ?"

"Yes."

"Was there any interference with McLean, of Kingston ?"

"Not to my knowledge."

"The whole question was simply that he was a retailer and not entitled to the rebate ?"

"Yes."

"Do you know of any article that has been increased in price on account of the guild ?"

"No."

No Other Way.

"Do you know of any better system of bringing goods on the market than we have now in Canada ?"

"I know of none."

"Could you give me an idea how an honest man could start in business without the assistance of wholesalers ?"

"I could not. He could not buy goods in foreign markets in small quantities."

What is a Wholesaler?

The Crown Attorney asked witness, "What is a wholesaler ?"

"A wholesaler is a man who sells to retail merchants to sell again."

"Do not the Grocers' Wholesale Co. do that ?"

"They are an association of retailers who sell to themselves."

"They sell to storekeepers ?"

"No. They sell to themselves."

"If they buy to sell to retailers they must be wholesalers," said Mr. Washington.

Who Changes it?

Mr. Johnston asked if the price list on canned goods changes from time to time, and who changes it.

"The canners."

"Why do you say the manufacturer can reach the consumer cheaper through the wholesaler than through the retailer ?"

"Well, suppose the retailer wanted salmon. He buys only a few cases at a time and therefore would not get carload rates or discounts for large amounts. Suppose he wanted five pounds of pepper, could he send to India for it ? If the manufacturer had to call on every grocer in Canada he would have to call on 32,000 people with one line."

With the exception of one more witness to be examined by the defence this concluded the evidence. The witness being absent court was adjourned till Thursday morning to take his testimony and hear the arguments of counsel.

On Thursday, the 21st, the last witness, Charles Bremner, a shareholder of the Grocers' Wholesale Company, was called. He failed to identify one of the company's circulars. He did a wholesale as well as a retail business.

To the Crown Attorney witness said his company were unable to buy goods. Asked if it was because he did not belong to the guild, witness answered, "I suppose so."

Witness also said the price of sugar and tomatoes had been increased, his evidence being similar to those who preceded him.

To Mr. Johnston he stated that the individual members of the Grocers' Wholesale Company were retailers, and that they got dividends from capital stock and on purchases, and that a dividend on the former was paid two years ago.

Mr. Johnston Reviews the Case.

This concluded the evidence, and in rising to address the court E. F. B. Johnston gave a resume of the case, which he said was of unusual importance, not so much because it involved the rights and privileges of four or five defendants, or that it gave delight to certain persons who liked to cast aspersions on the characters of those who were brought before the magistrates, but because it concerned the honor and integrity of men who were above reproach, who had been conducting as honorable business as distributors of merchandise for many years, and who were never charged with a dishonest or dishonorable action until the present time. He said it was altogether different from the plumbers' case, which he thought was the incentive of the prosecution of the grocers. It was not a matter involving three or four defendants, but a body of nearly 200 men, who were respectable members of the community.

Monopolies Legal.

In outlining the case, he said the law relating to conspiracy was erroneously supposed to strike at a monopoly of trade. That was wrong. The Provincial and Dominion Parliaments both granted monopolies in issuing patents for proprietary articles, and hotel licenses.

One of the things the act aimed at was combinations to enhance prices. It had not been shown that the Grocers' Guild had done this. Neither was it shown that the competition had been limited. Every manufacturer was at liberty to sell to whom he pleased so far as the guild was concerned, and there was no attempt on their part to fix the prices at which manufacturers were to sell.

No Pools or Restrictions.

It was not shown that there were any pools or false contracts in its transactions, as there were in the plumbers' case, or that competition had been lessened, trade restricted or prices enhanced, as charged.

Mr. Johnston said that if a contract were broken between two parties by the action of a third party, and it was not done wilfully, it was not criminal, even though it might injure some one. No evidence was before the court to show that the guild was formed to accomplish any of the things spoken of in the conspiracy clause. The guild was formed simply to prevent the wholesale trade from going to ruin.

Said There was no Evidence.

The Crown had no right to put in a bundle of letters, many of which had been written by men who were now dead, and try to convict the defendants of conspiracy with the writers. Facts must be proven instead of inferences drawn. If a prosecution of this kind before the court succeeded, it would practically put the wholesale trade out of business. He styled the system of manufacturers selling to such a firm as Eaton's as a cut-throat system, and said it was responsible for the present condition of the retail trade. He stated there was not sufficient evidence against the defendants to commit them for trial and asked that the case be dismissed.

Committed for Trial.

His Worship said he was trying this case as justice of the peace and it was his duty to commit the defendants for trial if there was sufficient evidence. He thought the evidence was quite sufficient for committal. The more argument the defence counsel put up, the more it appeared to him that the disputed points should be settled by a higher court.

TRAVELERS' PICNIC.

The Hamilton commercial travelers are arranging for the annual reunion and picnic of travelers at Oakville, Ont., on July 14. The 13th Battalion Band has been engaged.

THE GREAT WEST.

Dixon Bros., merchants and bankers, of Maple Creek, Sask., in renewing their subscription to The Canadian Grocer, say: "This great country is moving fast. Immigration is pouring in at a tremendous rate. Crop prospects never looked better."

WHITEFISH SCARCE.

U. S. Consul H. A. Conant, at Windsor, has reported to Washington that the Canadian fishermen on the Detroit River and Lake St. Clair were not doing business enough this season to pay expenses because of the scarcity of whitefish and perch. Fishermen claim that the supply of 25,000,000 fry of whitefish sent out by the Sandwich hatchery to replenish the Great Lakes is not near the amount necessary to meet the depletion. Millions of mullets, suckers, carp, and other varieties feed upon the whitefish fry, and it is estimated that only one whitefish minnow out of a thousand reaches maturity. The fishermen think the Government should spend more money for the propagation of inland fisheries.

FIFTY YEARS OF OWEN SOUND

Celebration and Merchants' Annual Picnic Make a Joint Gala Day of Unprecedented Merriment—Corner Stone of New Bridge Laid—Programme of Sports.

The celebration of the 50th anniversary of the incorporation of Owen Sound, Ont., combined with the Retail Merchants' Association's annual picnic, made of Thursday last week a day of pleasant memory and brave achievement in the flourishing bay port. There were quite a few visitors present from Toronto and Hamilton, but with little assistance from the country round the go-ahead town turned out a crowd of five or six thousand people to participate in the day's events and sports.

First in order was the laying of the corner stone of a handsome new bridge on Poulett street by David Creighton, assistant receiver general, Toronto, and for many years as editor of the Times a leader in public affairs. He did the trick with a silver trowel and though local option is in force Miss Georgina Creighton christened the bridge by breaking a bottle of wine over the newly laid stone.

When Indians Prevailed.

Mr. Creighton entertained his audience by drawing word pictures of Owen Sound's early days—the days when Indians far outnumbered the white settlers, and when the man who owned a top buggy instead of an oxcart was looked on as an aristocrat. Owen Sound was ambitious then as now, he told them, and it was that spirit of ambition that was largely responsible for the mighty change wrought in the past fifty years. Many incidents of the stirring and exciting times of pioneer life were recalled; of the first steamers to ply between Collingwood and Owen Sound; of the first election when there were no ballot boxes and consequently no ballot stuffing; when open voting was in vogue and when Richard Carney was elected as first mayor; of the excitement occasioned by the news of the Fenian Raid when the sturdy pioneers took off their Sunday clothes and donned the red coat and went to the front; of the fight to secure a railway—even the old narrow gauge.

Grocer at the Head.

Mayor J. T. Joyce, a leading grocer, was master of ceremonies. Addresses were delivered also by Ben Allen and Christopher Eaton.

This ceremony occupied the forenoon, and the afternoon festivities at the park were preceded by a trade procession that for fine display and unique effects has seldom been surpassed. It was five blocks long. It met the C.P.R. train from Toronto and added "Marathon" Sherring to its triumphal attractions. Thereafter Mayor Joyce and the world's champion headed the procession, not running but in a very handsome carriage. The prizes in the humorous class were taken by Geo. Sargeant with an outfit drawn by a cow, the cow being led by a milkmaid and her attendant. The second prize went to D. B. McColl, grocer and confectioner, for a combination wheelbarrow and buggy top propelled by an ancient horse. The cart before the horse and its two drivers, the Dutchman and the Chinaman, were the cause of much merriment.

Sports of Interest.

The sports began interestingly with a ladies' champion lacrosse match between the Boston Champions and the Wikwemikong Warriors, in which the latter were victorious by a score of two goals to one.

The farmers' race was a hot hoe-down. The watermelon contest was a mouth-watering event in which several youths lined up before the grand stand displayed rare gastronomic ability. Walking the greasy pole was mirth-provoking for the spectators. The gentlemen sometimes on the pole and sometimes off have not recorded their impressions.

In the travelers' 100 yards team race Frank Oke and C. N. Cherries were first and S. Walters and C. Smith second.

A similar stunt for merchants was won by Alex. Currie and D. B. McColl, with George Brignell and D. McClean, second.

A Fast Heavyweight.

As usual John W. Charles, traveler for H. P. Eckardt & Co., Toronto, won the fat men's race. An Owen Sound grocer telling The Grocer reporter about is as the victor walked off with the prize, said: "He's so bashful he's going to get the paper to put in his name as Wilson, but don't you make any mistake. John's one of the best fellows that hits this town and he can sell goods better than he can run. This is the fifth time for him to win this event. We've had police and doctors try it, but we haven't a policeman or a doctor can catch John, and he doesn't need either."

Policeman John Thompson was second in the race.

The boys' 100 yards race, the button-sewing contest and the push ball contest won by Owen Sound against Toronto by two goals to one, passed in rapid succession.

The baseball game between the clothiers and the drygoodsmen was won by the latter with a score of ten runs to nine.

The steeplechase over hurdles and into a large tank of water was won by A. Couch, H. Holmes and W. Lewis in the order named.

In the travelers' early call race the prizes were won by Messrs. E. G. Bingman, A. G. Hewton and J. Donohue.

Champion Did a Turn.

Champion Sherring gave an exhibition of long distance running that was loudly cheered at the finish.

The boys' hobby horse race was won by A. Neving, W. Young and S. Alexander.

The wild and wicked calf was captured after a long and exciting race by Thos. Godfrey.

Comfort soap provided an attractive line of prizes for a women's race, for which there were thirteen entries, who finished in the following order: Miss McColl, Miss Shultz, Miss Squires, Mrs. Parker, Mrs. Brown, Miss Downs, Miss Parfrey, Miss Dobson, Miss N. Squires, Miss Schwan, Miss Taylor, Miss White and Miss Brough.

CONSULS KEEN ON TRADE

British Representatives in the United States Anxious to Assist Canadian Merchants—Enterprising Move by Supt. O'Hara, of Canadian Commercial Agencies.

A very interesting departure, and one that should show large beneficial results for Canadian mercantile interests, was recently made by the Commercial Agencies Branch of the Trade and Commerce Department, Ottawa.

Among the manufacturers and exporters of the Dominion, Supt. F. C. T. O'Hara explains in last week's issue of the Weekly Report, the impression prevails that the commercial agency service should be extended. There is a general impression, too, that British consuls do not interest themselves in Canadian trade. Canada has not a commercial representative in the United States. These facts and a request from British Consul-General Alex. Finn, at Chicago, that his office be considered a commercial agency for the Dominion, suggested to Supt. O'Hara that he issue a circular letter and he did to each of 42 British consuls and vice-consuls throughout the Union, embodying these three questions:

Questions Asked.

(a) What suggestions can you offer seeking to bring about more intimate commercial relations with Canadian business men?

(b) Have you had much correspondence with Canadian firms? If so, has it resulted satisfactorily or otherwise?

(c) Do you think you can assist Canadians to extend their market in this district?

"The result," says the superintendent, "has been a splendid testimony to the efficiency of the British consular service in the United States, many of whom replied at considerable length, offering excellent suggestions, and in general terms stating that the facilities of their respective offices were at the service of Canadian business men."

Some excerpts from replies are published. Here are a few of the more suggestive:

At the Service of All.

Consul-General Finn, Chicago: "* * * I have always considered myself as representing the whole Empire and at the service of any and every British subject from wheresoever he might come. I think that all parts of the British Empire and all departments of the Government and its different parts should treat the British consul as their representative. * * * All merchants should be encouraged to write to me on all occasions.

"I should like all portions of the Empire to supply the consulates with the fullest information as to the resources, manufactures, openings for capital, etc., so as to make them a place where information can be obtained immediately. Most of the correspondence we have had with Canadians on business has been with persons seeking agencies in Canada for American goods."

For Boston's 150,000.

Wm. Wyndham, consul, Boston: "I have never had, during my consular experience of nine years, any inquiries from a Canadian merchant, and on the other hand, from the other colonies, from Australia and India, such inquiries are often received and are as promptly attended to as similar inquiries from Great Britain.

"Such assistance as is in my power I will gladly give to any Canadian firm seeking markets for their goods in my consular district. I shall be pleased to receive from your office any official publication you may desire to send me, which will be filed here for the use of Canadians in this district. I believe there are resident in Boston and its vicinity about 150,000 Canadians."

No Greater Pleasure.

Horace D. Nugent, consul, Galveston, Texas: "His Majesty's consular officers are the public servants not alone of Great Britain, but of the Empire at large, and further, it should be not only our duty but also our privilege and pleasure to do our part in aiding to build up and enlarge the trade and commerce of the Empire by holding ourselves ready at all times to assist in any way possible the commercial interests of our fellow Britons, whether in the United Kingdom or the colonies. Personally speaking, I have always taken this view, and nothing would give me greater pleasure and pride than to feel that I had in my small way helped to extend the trade of the Dominion."

He suggests publicity of the fact that the British consular officers are ready to answer Canadian trade inquiries. He promises to ascertain more specifically in what articles of Canadian origin business might be done.

Correspond Direct.

Sir Percy Sanderson, K.C.M.G., consul-general, New York, saw no reason why Canadians should not avail themselves of the services of British consular offices. His answers to the superintendent's three questions were:

(a) Canadian merchants should correspond direct, stating their requirements.

(b) Very little.

(c) Assistance could be given to Canadians to extend their market in this country if they would state their requirements.

Glad of Information.

Consul James Laidlaw, Portland, Ore., replied in part as follows: "It is not the province of a British consul to encourage the trade of Americans to the detriment of British trade, but by British trade I mean the trade of the British Empire, and not solely that of the United Kingdom. I have never looked upon myself as merely the representative of a section of the Empire.

"I can only suggest that if Canadian business men would make their desires known we would assist in every way practicable. A consul cannot make business or work up business, but he can make suggestions and answer inquiries which might lead to this, and I am sure not only would be glad to do so, but it is also his duty.

"I have had exceedingly little correspondence with Canadian firms. I regret that none of the departments of the Canadian Government have ever thought of sending their reports to this office unless specially inquired for. Not even changes in tariff are notified, and I certainly value very highly your offer to send all official publications issued by your department."

Will Send Information.

Consul Fraser, Baltimore: "Should any opportunity offer in this district of which Canadian merchants might avail themselves, I will gladly furnish full particulars of it to you for publication in your weekly report."

Consul C. W. Bennett, San Francisco: "As regards the special interests of Canada in this consular district, it is no doubt within your knowledge that a large trade between British Columbia and San Francisco already exists. It is presumably in the hands of business men to see the opportunity offered and seize it. Any assistance asked for I will be most happy to give whenever possible."

Give Details.

Consul Wilfrid Powell, Philadelphia: "Firms in Canada should address their requirements to the consul, taking care that the inquiry is made in fullest detail in order that the consul may be able to obtain if possible equally full information. We have had a considerable amount of correspondence on commercial matters with Canadian firms and business men, in some cases evidently with satisfactory results, judging from the letters received."

Consul Carew-Hunt, New Orleans: "I am always ready to do anything in my power to assist Canadian commercial interests in my district. I would suggest that a list of the British consular officers in the United States should be sent to the various boards of trade and chambers of commerce throughout the Dominion, with the information that the services of such officers are at the disposal of Canadian merchants to promote Canadian trade interests. Similar lists might with advantage be sent to other institutions. I have had little if any correspondence with Canadian firms."

Get Canadian Goods.

Acting Consul Harkness, at Savannah, Ga., suggests the usual method of communicating with commercial agencies, and continues: "At the present time there is some export trade, annually, from the ports of this district to Nova Scotia and New Brunswick, mostly in the way of shipments of yellow pine lumber, rosin, turpentine, etc., but comparatively little business is done in direct Canadian imports, as such goods of Canadian origin as are consumed here come, as a general rule, by way of New York and Boston. It appears to me quite possible that a reasonable improvement in the present trade conditions might be hoped for in the near future if a proper effort is made in the right direction."

MORE CALIFORNIA FRUIT SOLD.

At a fruit auction held in Montreal June 25, three cars of California fruit were sold. The market was brisk and good prices were obtained. Peaches sold from $1 to $1.30, plums from $1.50 to $2.80, and apricots at $2.50. A car of pineapples was also sold. Prices ranged from $3.10 to $3.25.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc
Cowan Co., Toronto.
Crown Mfg. Co., Toronto.
Foley, Lock & Larson Winnipeg.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Belleville Canning Co., Belleville Ont.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton. Ont.

Cans, Tin.
Acme Can Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Benedict, F. L., Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Maclure & Lang ey, Toronto.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
Stewart Co., Toronto.

Computing Scales.
Computing Scale Co., Toronto
Toledo Computing Scale Co. Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Cordials.
Batger's, Rose & Laflamme, Montreal.

Crockery, Glassware and Pottery.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist. Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool. Eng.
Little, Geo., Manchester, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton. Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist. Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
Brackman-Ker Milling Co., Calgara A'ta.
Greig, Robert, Co., Toronto.
Hamilton Saratoga Chip Co., Hamilton.
Kirouac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Tanguay, Alf. T., & Co. Quebec.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Campbell, Wilson & Howe, Calgara, Alta.
Canada Brokerage Co., Toronto.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Revillon Bros., Edmonton, Alta.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Walker Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Cheyne, John A., Winnipeg, Man.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Northwest Jobbing and Commission Co., Lethbridge, Alta.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Tees & Persse, Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Wiseman, R. B., & Co., Winnipeg.

Matches.
Improved Match Co., Montreal.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Gillard's Pickles, London, Eng.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Laflamme, Montreal.
Purnell, Webb & Co, Bristol, Eng.
Sutton, G. F., Sons & Coondon, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
James' Dome, W. G. A. Lambe & Co, Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Hanson, J. H., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence StarchCo., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co, Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville-Georgson Co., Winnipeg
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Koopman, G. C., Amsterdam and Rotterdam.
Salada Tea Co., Montreal and Toronto.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

Woodenware.
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THE CANADIAN GROCER

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NEW ADVERTISEMENTS.

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BRITISH CONSULS AND CANADIAN TRADE.

The enterprise of Supt. F. C. T. O'Hara, of Canadian commercial agencies, Ottawa, in enlisting the active support of the hundred and sixty odd British consuls throughout the United States in favor of Canadian trade extension, should be highly appreciated, and marks Mr. O'Hara as a man for his job. During the month of March, according to official figures just issued, Canada imported from the United States fifteen million dollars worth of goods, a million and a quarter more than in March last year. In the same time Canada sold to the States a little less than six and a half millions worth, just a million and a half more than in March, 1905. This shows in the first place that Canada's sales to her big neighbor are capable of expansion, and that is the main issue here. Taking the figures for the nine months ending March 31 the increase is even more notable. For three years they are: 1904, $52,000,000; 1905, $55,000,000; 1906, $67,000,000.

In another article some excerpts from replies of the consuls to Mr. O'Hara's circular letter are given. They are all enthusiastic in tone. All of them recognize that in increasing the trade of any part of the Empire they are serving the whole. It is broad ground and as sound as it is roomy. It now remains for Canadian enterprise to take advantage of the way prepared for it.

GROCERS SHOULD ORGANIZE.

In a multitude of counsellors there is wisdom, said the Hebrew wise man, and his descendants have since been noted for success in business. This is a text for a dissertation on the advantage of a wide-reaching and strong organization of the retail grocery trade in Canada, but if the progressive and ambitious grocers would give the subject a little serious consideration the dissertation would give place to a report of the new organization. The advantage of organization is as plain as a barrel of sugar. Not to fix prices, or eliminate competition, or chase legislators—that game has been tried and it's no good to the grocer; what is wanted is an organization to bring the grocers together for the discussion of trade methods, for the advantages of social intercourse, for the spread of ideas, for the fostering and development of the spirit of progress. The retail grocery trade feeds the nation. It is a good business to push along. It's a business a man may well be proud of and a business the best men in it are proud of. A sparkling satellite of the sacred desk once said, "Born a man and died a grocer," and the saying has passed into a proverb of disrespect. There would have been quite as much point to his illustration if he had said, "Born a man and died a cleric." There is no more useful and necessary business than the grocer's, and none that for the health and enjoyment of the whole community is more susceptible of development and improvement. There should be a provincial and Dominion organization. Who'll be first to start it?

AMERICAN GOODS IN COMPETITION.

U. S. Consul Geo. N. West, writing from Sydney, N.S., to the Daily Consular and Trade Reports, published by the Department of Commerce and Labor, Washington, and distributed in great numbers throughout the States, after telling of a marked revival of trade in that district, says:

"The value of having personal representatives of American manufacturers visit merchants here has been shown in a strong manner by a statement made to me by a representative of an American firm visiting here lately, when he was successful in opening up six new accounts, whereas during the past two years he had difficulty in retaining former customers, owing to the depression.

"In visiting the different merchants I note in almost every instance the display of American goods in their stores, which have been, with few exceptions, purchased through Canadian wholesale houses, in some instances coming in direct competition with goods of the same class manufactured in Canada. If representatives of American firms visited here, they could no doubt largely increase their sales.

"Within a radius of 20 miles of Sydney there is disbursed for wages to employes of the coal, iron and steel companies, and other manufacturing enterprises, about $500,000 monthly, and this sum will rather be increased than decreased in the future."

This is the way the American consular service is working for the extension of trade in United States manufactured products. Canadian manufacturers and wholesalers should be able to so supply the Cape Breton merchants and miners that they would have no room for American products.

NEW ARRIVALS IN CANADA.

The situation in regard to Canadian immigration is presented in the following statement for 10 months of the current and last fiscal years, July 1 to April 30, contained in the Labor Gazette for June:

	1904-5	1905-6	Increase
From Europe.....	67,340	74,350	7,010
From United States..	31,309	43,237	11,928
Total.....	98,649	117,587	18,938

The proportion of immigrants from Europe who are of British origin may be gathered from the fact that for the first four months of this year, January to April, the immigrants of British origin numbered 34,869, and for the corresponding months of last year 28,-859.

During March there were 4,018 homestead entries in the west. Of these 1,080 were Canadians from other provinces, 1,271 were Americans, 71 were Canadians returned from the States, 9 were Newfoundlanders, 635 English, 147 Scotch, 59 Irish, and the rest were foreign, the largest number being Austro-Hungarians, 212.

REWARD OF ENTERPRISE.

Conclusive evidence of the monetary advantage of progressive methods is often hard to lay hands on quickly, but here is an instance—it happens to be in the dairying industry—that is a good deal clearer than the proverbial pikestaff. In a report of the Brockville Cow Testing Association, issued by Dairy Commissioner Ruddick on June 16, is a record of a herd of twelve cows that produced in 30 days 7,176 lbs. of milk and another herd of five cows that yielded 6,285 lbs. The cost per cow for feed and labor would be practically the same for both herds. If the 12 cows had been of the quality of the five they would have yielded 15,084 lbs. of milk. The owner therefore lost by keeping an inferior grade of cow, 7,908 lbs. of milk in a month. At 80 cents per 100 lbs., a fair average value, his money loss was $63.20.

THE VALUE OF WINDOW TICKETS.

There isn't a merchant who will contest this proposition: "Show windows are valuable to attract trade." You display your goods and if they are attractive, you will do some business. How much more you could do with price tickets properly displayed is perhaps a question, but there is no question but what your trade would be increased, and materially.

There are many people who are backward in the matter of pricing goods. They feel some little compunctions against asking questions and then going away without buying. You will find this trait much more highly developed in the man than in the woman. The latter leans a little too much the other way.

If you have a good location, there are people passing your store every minute in the business day. The prices plainly shown talk to them as they pass, and they strike home. The average man knows little about bargains. He may think an article looks too high-priced for his pocketbook, but the actual price may be within his reach.

Use the tags and the cards with prices in plain figures throughout your entire establishment, and they will increase your sales. New goods are going on the shelves and tables. Plain marking helps the customer and it helps the salesmen.

Plain marking is taken to mean one-price, and in this day and age of sharp competition, no merchant can afford to play favoritism with his trade. One price is the surest safeguard. If you have sliding scales you run the risk, and a big one at that, of offending your good customers.

Women talk and they gossip on trade matters as well as on social. Overcharge one and let her find it out and your competitor will control her trade hereafter. Use price cards. They may be had cheap. Use home-made cards and learn to make them neat and attractive. If you are a failure at it, your print shop will gladly accept the order, or you can send to the city for samples. Tag everything. If you have not been following this practice, try it and you will find your returns for the next year better by a material percentage.

THE AMERICAN THIRST.

The American people spent last year for drink—alcoholic, and tea, cocoa and coffee—$1,548,708,307. The per capita cost of tea, coffee and cocoa combined, was $2.68, and for alcoholic drinks alone $15.95. The total drink bill is equal to one-eighth the entire expenditure for food. The consumption per capita of tea was 1.23 pounds, aggregating 101,237,084 pounds, costing $52,698,000. That means about 8½c. per gallon of the liquor, making it the cheapest of all prepared beverages.

The United States leads all other nations as a consumer of coffee, using about one billion pounds of raw coffee every year. The imports in 1905 were 46,390,481 pounds more than in 1904. It is conservative to take the average annual net import for three years as better representing the quantity consumed, and that was 945,177,833 pounds, having an average import value for 1905 of 8.1 cents per pound against 7.0 cents in 1904. Coffee loses from 12 to 16 per cent. in roasting, with the average about 14 per cent., and allowing for this shrinkage there remains a net yearly consumption for three years, 1903-05, of 812,852,937 pounds of roasted coffee, costing the consumer an average of about 20c. per pound. On the basis that one pound of coffee makes two gallons of infusion, we have as the measure of the year's consumption 1,625,705,874 gallons used as drink at a cost of $162,570,589.

INSPIRE YOUR CLERKS.

It is a rare gift for a man to be able to inspire in others the spirit of enthusiasm which invariably carries all before it. But it is one of the most necessary gifts for the retail merchant who would make a real success of his business.

In too many cases clerks are left to work up their own enthusiasm, to learn about the goods they handle from their own research, and to adopt their own selling methods. And it generally happens that this enthusiasm soon dies out, killing also the desire to learn. Apathy in the employer is followed by apathy in the clerk, and necessarily sales are not so large as they should be.

In a great many stores the clerks are actually afraid of "the boss." There is no spirit of fellowship between them, and in such circumstances clerks who are accustomed to work hard in the presence of their employers will shirk as much as possible once they are away from his watchful eye.

Every store should have a definite business policy which can only be adhered to when the proprietor takes the clerks more or less into his confidence, and endeavors to inspire them with his own enthusiasm in selling goods.

Are your clerks afraid of you? Do you notice a scramble when you come among them? Then fraternize with them, and do not be afraid of teaching them something valuable.

EDITORIAL COMMENT.

A Toronto gentleman who recently bought a farm in Cuba brought back with him a couple of cases of pineapples and showed them to the various newspapers, apparently as illustrative of a new trade possibility. About 50 carloads of Cuban pines have been brought into Toronto this season!

* * *

Did it ever occur to you, asks the London (Eng.) Grocer, that the grocer has it in his power to exert a wonderful influence in his community; to be a "molder of public opinion?" The retail grocer has a wonderful power for doing good and for molding public opinion. He has access to the homes of the entire community and the knowledge of how to use his influence is all he needs.

* * *

A Philadelphia wholesale grocer, named Murgatroyd, doing, he says, a million dollars of business a year, has devised a plan of incorporation on the co-operative principle. He proposes a hundred thousand dollar company, ten thousand ten-dollar shares, and promises to every purchaser of one or more shares that he can thereafter purchase his groceries at wholesale prices.

In a circular, Murgatroyd says of the business that it "is entirly too large and too valuable to be at the mercy of one individual." The "individual" being himself, he probably is right.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Fluctuations.

Fish—Revised.
Coffee—Mocha advanced 3c.
Valencia raisins—Advanced 1-2c.

Montreal, June 28, 1906.

Orders during the week have been very good, speaking generally. While no particular grocery line has experienced any special call, there has been a fair trade passing all round. Sugar is stronger this week and it is probable that there will shortly be an advance, considering existing conditions. Better business in this line is reported on all sides. Some further reports on California fruits have reached Montreal regarding the outlook for the coming season. These advices are of about the same tenor as advices previously received. There is a firmer feeling in the tea market, but there are no new features of interest. Old Japans are now practically cleaned up. Molasses is moving along steadily, the market this week being not so strong as it has been. Considerable information regarding fruit crop prospects is to be found under the dried fruit heading. Mocha coffee has been advanced on account of disturabnces in the coffee growing districts of Arabia. Spices are rather firmer this week. Dealers report a very active business in maple products for this time of year.

Collections are very poor; jobbers report being able to get no satisfactory returns from their customers.

CANNED GOODS— Canned goods have been moving out steadily. Business throughout the country, according to jobbers, has been about normal. Merchants appear to be buying more for immediate consumption than otherwise. Tomatoes are still sold at $1.30, despite the talk of possible reduced prices through the heavy holdings of certain parties having to be disposed of at any figure obtainable. Corn is moving freely enough, and peas continue about as usual. Fruits are not in very good request owing to the increasing quantity of fresh stock arriving on the market. According to reports received, apricots this year will be very high in price. Peaches also will be higher, but it is expected that pears will be somewhat lower.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, notpeeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pineapples—		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 67½	0 65
2's, early June (No. 3)	0 75	0 72½
2's, sweet wrinked (No. 2)	0 87½	0 85
2's, extra fine sifted (No. 1)	1 27½	1 25
Pumpkins—		
3-lb. tins		0 80
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz		1 30
Gallon tins, per doz		3 02½

FISH

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		0 95
½-lb. " less than 5 cases, "		0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.		1 20
Canadian kippered herring, 4 doz. ovals, per doz.		1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz.		1 00
Canadian plain herring, per doz		1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

SUGAR— There is a stronger feeling in sugar this week and it is within the range of possibilities that there will be an advance shortly. The raw market has been advanced in New York and there is talk of putting up the price of the refined article. Should this advance be made, the local market will in all probability also be advanced. Jobbers report quite an increase in orders lately, merchants apparently preparing for the Summer business.

Granulated, bbls.	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 75
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " boxes, 50 lbs.	4 85
Extra ground, bbls.	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 40
" 50-lb. boxes	4 60
Phoenix	4 05
Bright coffee	4 00
" yellow	3 95
No. 3 yellow	3 90
No. 2 "	3 80
No. 1 " bbls.	3 70
No. 1 " bags	3 65

TEA—Teas generally are inclined to be a little firmer this week than they were last. Some inquiry is reported for cheap China greens, Young Hysons and gunpowders, the former especially. Ceylon blacks are a farthing up, although the prices here are not affected. Orders at cable quotations received here ten days ago are now refused. There has been practically no change in Indian blacks. With the exception of a few offerings of fancy Indian greens at fancy prices, there have been no new stock greens put on the market. Old Japans, in first hands, are now cleaned up, while there are very few lots in second hands. Very little Japan tea is to be consigned this year, according to advices from Japan.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pinguey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32

SYRUP AND MOLASSES— There has been little change in the state of the molasses market since last report. It is a little weaker if anything, but prices locally are not affected. Stocks are pretty well sold up. Cargoes are arriving occasionally, but, as a rule, these are contracted for, so that the market is not affected by the arrival of such lots.

Barbadoes, in puncheons		0 30
" in barrels		0 32½
" in half-barrels		0 33½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls.		0 02½
" ½-bbls.		0 02¾
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90

Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

FOREIGN DRIED FRUITS — The market is almost entirely bare of most grades. Some inquiry has been made for new fruits and confidential orders have already been transmitted in considerable quantities. The report of damage to crops by frost is now confirmed by the out-turn. Sultanas and Valencia raisins and nuts of all kinds are estimated to be considerably under last year's volume, consequently high prices in comparison with last season are a certainty. Figs also are reported to be a much smaller crop than last year and it is understood opening prices are from 1s. 6d to 2s. higher than last season. The 1905 crop of shelled walnuts is now being rapidly exhausted by U. S. buyers for cracking and shipment in September, and there is great doubt as to whether there will be sufficient stock in shell remaining to supply requirements until the new fruit is dry enough to ship. Prices have accordingly advanced and further advances are looked for. The new crop of currents will be shipped about the 28th of August via Liverpool at about the same price as last year's opening. Reports of crop are fairly favorable, and unless unforeseen contingencies occur, prices are likely to remain steady during the season. The chief elements which disturb this article are the violent fluctuations of exchange. Spot stocks are practically nil and considerable orders have been sent forward for prompt shipment of last year's stock to supply current requirements. The first direct steamer with dates from Bussorahis is expected to reach New York by the end of October, somewhat earlier than usual, and favorable prices have been made and considerable quantities sold in Canada. Present stocks of Valencia raisins are pretty well cleaned up. Prices have been advanced locally. Prunes are firm at figures quoted.

Valencia Raisins—	
Fine off-stalk, per lb	0 05
Selected, per lb	0 05½
Layers, "	0 05½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½ 0 14
Peaches, "	0 12½ 0 14
Pears, "	0 13½ 0 15
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
" Excelsior Window Clusters,"	4 50
" " " ¼s	1 3
Californian Raisins—	
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½ 0 09½
" " choice seeded, in 1-lb. pkgs.	0 08½ 0 09½
" " 2 crown	0 07½ 0 08
" " 3 crown	0 08 0 08½
" " 4 crown	

Prunes—	Per lb.
30-40s	0 09½ 0 09½
40-50s	0 08½ 0 09
50-60s	0 08 0 08½
60-70s	0 07½ 0 08
70-80s	0 07 0 07½
80-90s	0 06 0 06½
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05

Currants—	
Filiatras, uncleaned, barrels	0 05½
Fine Filiatras, per lb., in cases	0 06½ 0 07
" " cleaned	0 06½
" " in 1-lb. cartons	0 07
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07½
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

COFFEE—Coffee has been in fairly good demand since last report. Orders received do not call for any particular line, business being of a sorting nature. Prices have been rather firm. Advices from Arabia state that owing to rebellion in the Yemen district the crop has been materially damaged, and as a consequence, higher prices for Mocha are expected. It is difficult to say yet just what effect this will have upon the local market eventually, taking it for granted that this statement is correct. As it is, prices have been advanced considerably.

Jamaica	0 10½ 0 11
Java	0 18 0 22
Mocha	0 19 0 22
Rio, No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13½

SPICES—Spices this week are firmer, if anything. Demand throughout the province is good. Nutmegs are unchanged.

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger, whole	0 16 0 24½
Ginger, Cochin	0 17 0 17½
Cloves, whole	0 17 0 32
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 30 0 55

EVAPORATED APPLES—Evaporated apples continue high in price and are still in very small demand. Dealers are asking 12 1-2c. to 13c.

BEANS—Beans have been rather quiet during the past week. In fact there has been no improvement since last week, buyers still holding off.

Choice prime beans	1 60 1 65
Lower grades	1 55 1 60

MAPLE PRODUCTS—There has been an improvement in trade and dealers report being rather busy at present filling orders for immediate shipment. Prices are well maintained at figures quoted.

Maple syrup, in wood, per lb	0 05½ 0 06½
" in large tins	0 06½ 0 07
Pure Townships sugar, per lb	0 07 0 07½
Pure Beauce County, per lb	0 07 0 08

HONEY—Honey is unchanged. Practically no business is being done.

White clover, extracted tins	0 07½ 0 08
Buckwheat	0 06 0 06½

RICE AND TAPIOCA—Tapioca is very hard to obtain at present, although there is very little demand for this article at the figure asked. The market is almost cleaned up. Rice is unchanged. It is generally believed that there will be an advance of 10c. the beginning of July.

B rice, in 10 bag lots	3 15
B rice, less than 10 bags	3 25
C rice, in 10 bag lots	3 15
C rice, in less than 10 bag lots	3 25
Tapioca, medium pearl	0 07 0 07½

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, June 28. 1906.

BUTTER—No change in market. Little export business passing.

CHEESE—Market steady. Prices unchanged.

EGGS—Market steady with firm undertone. Nothing new in prices.

PROVISIONS—Market firm. Good demand locally for smoked meats. Abattoir dressed hogs quoted $10.00 to $10.50 per 100 lbs.

ONTARIO MARKETS.

Salmon firmer, some lines scarce.
Raisins and currants continue upward.
Molasses prices hardening.
Oranges easier.
Big crop of raspberries in sight.
Hides a cent higher.

Toronto, June 28.

Trade is brisk throughout Ontario but quiet in the city and without special feature. Collections, it is said, are very satisfactory for the season of the year. The week has shown few quotable fluctuations in prices, but the markets are firm in all lines. There is a very bullish feeling in canned salmon. The demand for canned fruits is giving place to the fresh crop and the consumption of sugar is heavy. There is a very firm feeling in molasses, especially New Orleans, and the reason assigned on the primary market is the passage of the American alcohol bill. The market is about bare of California dried fruits and currants and raisins continue to work upward to a basis commensurate with the importing cost. Tapioca has firmed up again and is predicted to be firmly fixed for some months.

CANNED GOODS—The new fruit has somewhat curtailed demand for the canned variety, but vegetables moving steadily. Anyway, the fruits are getting pretty well cleaned up. Strawberries have been off for some time, apples are in very small compass, and stocks of cherries, pears and some varieties of plums are getting low. Salmon is engaging a good deal of attention. Stocks of Fraser River Sockeye are melting rapidly and single case orders are much preferred. For 1-lb. talls the price has been advanced by some to $1.75 and for flats $1.85. The announcement by the British Columbia packers of the prices on this year's pack expected Saturday has not yet materialized.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	2 77½	2 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	3 25	4 00
Cherries—		
2's, red, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, " not pitted	1 92½	1 90
Gallons, standard, not pitted	7 12½	7 10
" pitted	8 62½	8 60
Currants—		
2's, red, H.S	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00

Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole		2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Strawberries—		
2's, heavy syrup		2 25

VEGETABLES.

Asparagus, California—		
2½'s		3 90
2's, Canadian	3 00	
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	1 00
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52	4 50
1's, Baked, plain	0 40	
1's, " tomato sauce	0 45	
1's, " chili sauce	0 50	
2's, " plain	0 70	
2's, " tomato sauce	0 75	
2's, " chili sauce	0 75	
3's, " plain (flat or tall)	0 87½	
3's, " tomato sauce (flat or tall)	0 95	
3's, " chili " "	1 00	
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 30	1 27½
Sweet wrinkle	0 95	0 87½
Early June	0 77½	0 75
2's, standard	0 67½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal.	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal., all kinds		3 75
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal.		4 50
" jugs	7 70	12 00

FISH.

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
" Scotch		1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz		1 75
1-lb. Flat, "		1 85
½-lb. " "		1 10
Northern River Sockeyes		1 55
Cohoes, per doz	1 30	1 40
Humpbacks, "	0 25	1 00
Sardines, French ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ¼s	0 35	0 38
" Domestic, ¼s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	1 35
" 2s, "	2 40
" 6s, "	7 20
" 14s. "	16 80

	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	
" 3's, "	1 45	
Pig's feet, 1's, boneless		1 65
" 1½'s "	2 40	

SUGAR—The market for cane raws is very firm and the probability of an advance in refined in New York was being canvassed there early in the week. The European beet market is a weather market, last week fluctuating between 8s. 2¼d. and 8s. 3d., closing the week at 8s. 1½d., and Monday's cable gave it as 8s. 3d. again. Details are gradually leaking out regarding the business, which was rumored to have been done last week at 2 3-16c., cost and freight, basis 95 degrees. It is now generally believed that the American and Howell secured between 150,000 and 200,000 bags Cuban sugars for July shipment at this price, which is equivalent to 3.57½c., duty paid, basis 96 degrees. Yesterday morning there were on offer 6,000 bags Porto Rican sugars in port, at 3 9-16c., landed, basis 96 degrees, but these were withdrawn and offered later at 3⅝c. The lot was finally sold to Arbuckle Bros. at 3 17-32c., which establishes a higher spot valuation. At the close there were some nearby Porto Ricans on offer at 3⅝c., basis 96 degrees, and some Cubans for last half July shipment, at 2¼c., cost and freight, basis 95 degrees, equal to 3.64c., duty paid, basis 96 degrees. The offerings keep within the requirements of refiners, as to limited quantities, and hence meet with ready sale at the current fluctuations. With Cuba quotations still .20c. below the parity of European beet sugar, refiners show no hesitancy in accepting all parcels which sellers place before them. This is a condition on both sides which conduces to a firm, steady, and very healthy attitude to the entire trade, both in raws and refined. American refiners, it is said, will require a million tons to the end of the year and a quarter of it will have to come from Europe or Java.

Paris lumps, in 50-lb. boxes	4 93
" in 100-lb. "	4 83
St. Lawrence granulated, barrels	4 28
Redpath's granulated	4 28
Acadia granulated	4 23
Berlin granulated	4 18
Phoenix	4 28
Bright coffee	4 08
Bright yellow	4 13
No. 3 yellow	4 13
No. 2 "	3 98
No. 1 "	3 88
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

COFFEE—The week has developed no changes of importance. Brazil reported to New York that the new crop would be of small bean. That may mean a smaller crop than was anticipated. The tone of the market is somewhat firmer. The world's visible supply was 185,000 bags less on June 1 than on May 1, and 1,511,000 bags less than in 1905.

TEA—Ceylon greens for fine liquors have advanced from ½d to 1d for the various grades, and Ceylon blacks have advanced ¼d in the low grades, and ½d to 1d on fine grades. Locally the situation is normal. Japans are firmer.

MOLASSES AND SYRUPS—Reports from New Orleans state that the passing of the free alcohol bill in Congress has enhanced the price of low grade molasses by causing the manufacturers of the United States to look for increased supplies, as they produce a milder spirit than corn products. Contracts for next season are being made at much higher prices than last year.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb.		0 02¾
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

DRIED FRUITS—The market is getting very bare. Prunes, apricots and peaches are about done. About all the sizes of prunes left are 50's to 60's, 40's to 50's, and 120's. One house has been refusing business at 8c. Apricots are completely done. The crop this year, it is said, would not exceed 2,500 tons, as against a normal crop of four times that. Peaches are said to be a crop of 9,000 tons, about a third of an average. About 6¼c. uncleaned is about the lowest quotation on Filiatra currants. Valencia raisins are crowding 6c. One advice received this week states that the crop of valencias will be short, judging by the present condition of the vines. There has been bad weather for the sultana crop in Asia Minor. The bad weather extended to Greece, and about 40,000 tons as compared with 58,000 tons last year.

Prunes, Santa Clara—	Per lb.			Per lb.	
90-100s, 50-lb boxes	0 06¾		60-70s, 50-lb boxes	0 07¾	0 08
80-90s "	0 07¼		50-60s "	0 08½	0 09
70-80s "	0 07¼	0 07½	40-50s "	0 09	0 09½
			30-40s "	0 10½	0 10½

French prunes, 110-120's	0 04½
Note—25 lb. boxes ½c. higher.	
Candied and Drained Peels—	
Lemon	0 11 0 11½
Citron	0 18 0 20
Orange	0 11½ 0 12½
Figs—	
Elemes, per lb	0 10 0 14
Tapnets, "	0 04½
Peaches—	
Californian evaporated, " "	0 14 0 17
Pears—	
Californian evaporated, per lb	0 13
Currants—	
Fine Filiatras	0 06½ up
Vostizzas	0 07½ 0 08½
Patras	0 06½ 0 06¾
Cleaned ½c. more.	
Raisins—	
Sultana	0 05½ 0 09
" Fancy	0 10 0 14
" Extra fancy	0 15 0 16
Valencias, selected	0 06 0 06½
Seeded, 1-lb packets	0 09 0 10½
California, loose muscatels—	
3-crown	0 07½
4-crown	0 09
Dates—	
Hallowees	0 05
Fards new choicest	0 09 0 10½
Sairs	0 04
" new choice	0 09½
Domestic evaporated apples	0 13

NUTS—Being the season of light demand, business is limited. Quotations for new nuts are higher on October filberts. They have advanced 2s. per sack.

Almonds, Tarragona, per lb	0 13½ 0 14
" Formigetta	0 12½ 0 13
" shelled Valencias	0 27 0 28
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 26 0 28
Filberts, per lb	0 10
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 14½ 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 10

SPICES—Quotations are unchanged.

Spices—	Per lb.
Peppers, blk	0 20
" white	0 30
Ginger	0 18 0 35
Cassia	0 25
Nutmeg	0 45 0 75
Cloves, whole	0 30
Cream of tartar	0 22 0 28
Allspice	0 16
Mace	0 85

RICE AND TAPIOCA—Tapioca is reported by cable this week about a shilling higher for Fall shipment from Singapore, making the laid-down cost near the jobber's present quotation. The price here for medium pearl now is about 7c.

	Per lb.
Rice, stand. B	0 03¾ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05 0 05½
Japan	0 06 0 07½
Java	0 06 0 07
Sago	0 06½
Carolina rice	0 07½ 0 10
Tapioca, medium pearl	0 06½
" double goat	0 07½

DRIED FISH—Quotations are unchanged.

Boneless fish, per lb	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb	0 05½ 0 60
Flitched cod fish, cases of 100 lbs	6 50

HIDES AND WOOL—Prices have advanced ½c., not because of market conditions, but because buyers are competing for the goods.

Hides, inspected, steers, No. 1	0 12½
" " " No. 2	0 11½
" " cows, No. 1	0 12½
" " " No. 2	0 11½
Country hides, flat, per lb., cured	0 11
Calf skins, No. 1, city	0 14
" " No. 1, country	0 13
Sheep skins	1 50 1 85
Lamb skins	0 40
Horse hides, No. 1	3 15 3 60
Rendered tallow, per lb	0 04¾ 0 05½
Pulled wools, super, per lb	0 25
" " extra "	0 27
Wool, unwashed fleece	0 17 0 18
" washed fleece	0 27

NOVA SCOTIA MARKETS

Halifax, N.S., June 25.

The grocery trade is in a healthy condition and jobbers are satisfied with the outlook. The orders from outside points are fully up to the average, and collections continue good. Large shipments of potatoes continue to arrive here from Prince Edward Island, notwithstanding the lateness of the season. The island is also sending heavy shipments of oats, eggs and potatoes to the Cape Breton markets, which now require large quantities of produce. Dried fruits are becoming very scarce on this market. Prices are fairly steady in all lines. Sugar is quoted here as follows:

XXX granulated	$4.30
Austrian granulated (bags)	4.20
Cut loaf (barrels)	5.05
Bright yellow	4.10
No. 1 yellow	3.80
Unbranded yellow	3.65

Provisions continue very firm, an advance of one dollar to one dollar and a half having been made recently on American pork. American fat back is now quoted at $22.50 and Prince Edward Island mess at $22. Lard is firm at 12½c. to 13c. for pails, and 13c. to 13½c. for cases. The best American beef is quoted at $15.

EGGS—The demand for eggs is only fair. Jobbers here have good stocks on hand, but it is thought that the high price is keeping back sales. The season is now advancing and there is no intimation of any break.

BUTTER—With the increased receipts the butter market is becoming a little easier, but the price drops very slowly. Jobbers say that the farmers are sending in a good supply of fresh made butter. The prices are about 23c. for creamery prints, 21c. to 22c. for solids, and 20c. for dairy.

FRUIT—An active business is reported in fruit, and some of the jobbers find difficulty in securing first-class stock, particularly bananas and oranges, the former at the close of the week running very short. Prices are about as follows: Oranges, California navels, from $5 to $5.50; Jamaicas, $7 per barrel, and Valencias, 420's, at $7.50. Lemons are very scarce and high, from $5 to $6 per case being asked. Bananas, $1.75 to $2.50. Pines, $3.50 a case. Cukes, $4.50, and tomatoes, $1.50 a crate. Bermuda onions are lower, $1.50 being asked. Egyptian are selling at 1¾c. per pound. California cherries and plums are quoted at $3, and peaches at $2.50.

FISH—Good catches of mackerel continue along the coast. During the week the traps at Lunenburg took 600 barrels and at Lambro Prospect and Dover about 300 barrels were taken. These fish are of a smaller run than earlier in the season, but there is good money in catching them. Cod and haddock are also fairly plentiful and the catches of salmon continue large. During the week the first meeting of the Island Cheese Board was held at Charlottetown, with President Lochiel McDonald in the chair. The officers elected were: President, L. McDonald, East Point; vice-president, Charles Waye, St. Peter's; secretary-treasurer and salesman, Robert Jenkins, Mount Albion. R. E. Spillett bought all the boarded cheese at 11¼c. 200 flats were not sold. The following cheese boarded: Kensington, 150; New Perth, 50; Lakeville, 33; Dundas, 25 flats, 30 whole; Union, 140 flats; Ponnall, 50; New Glasgow, 50.

A resolution was passed asking that all the factories join the board and contribute toward its support.

Reports received here from various parts of Prince Edward Island districts give good prospects this season of an abundant fruit crop. Grain and also hay are reported as being good on the island.

The steamer City of Bombay, from London, landed here this week three thousand bags of Scotch potatoes, which will be transhipped by the steamer Beta for Jamaica.

N. B. MARKETS.

St. John, N.B., June 25, 1906.

Business is good. There has been splendid weather for some weeks and the farmer who was behind is making up for lost time. The tourist is becoming a factor and there is certainly reason, as while other points are having extreme hot weather, one in St. John is able to enjoy the fine days in comfort. Prices show no very marked changes, but the market is generally firm. Ginger continues very high. New rice is rather late arriving. Rather higher prices rule.

OIL—In burning oil prices are held firm. The chief business is in booking orders for Fall. Lubricating oils move rather less freely. Paint oils are held firm. Some cod oil is beginning to arrive.

SALT—Business has been very active in Liverpool coarse salt. Arrivals have been large. Prices well maintained. In fine salt there is a good steady business. Canadian is chiefly sold.

CANNED GOODS—Just fair spot business. As the trade now have an agreement of selling price, rather higher figures are quoted. Fruits are all firmly held. Gallon apples are firm at the advance. In meats, American goods show a falling off in demand. Oysters are higher. There is improved interest in salmon, and higher values are expected. In domestic fish, new haddies are offered.

GREEN FRUIT—Oranges are high; some Valencias are offered. There is a fair sale for Jamaicas. Californias, even at the high prices, have a good sale. Lemons are high. Bananas are firm at quite full figures. Pines sell quite freely. Strawberries are now becoming a more active factor. California peaches, cherries, apricots and plums are offered.

DRIED FRUIT—A car of Bosnia prunes were received this week. They come on a somewhat bare market, and full prices were asked. Spot seeded raisins are firmer. Other grades unchanged. Stocks not large. New Malaga layers are quoted higher than last year. Future California prunes and raisins unchanged. Peaches and apricots very high. Dates firmer. Spot currants firmly held. Peels bring full figures. Evaporated apples almost out of the market. Egyptian onions about gone. Little change in price. Peanuts keep low this season.

SUGAR—Prices are firm at the late advance. Values are still low. Good sales reported.

MOLASSES—Market quite well stocked, particularly in fancy Barbadoes. Prices are firm. Stock of Porto Rico smaller than for some few years at this season.

FISH—Salmon, a steady sale. Prices are somewhat lower than usual at this season. This is governed by the Boston market. There has been a good catch. In dry fish, new cod and pollock received. Prices are easier. Pickled herring light inquiry. Prices still high. Smoked dull.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

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Shoal Lake—C. E. McGrath, secretary.

Virden—E. J. Scales, secretary.

On July 26 and 27 the regular semi-annual meeting of the Western Retail Association will be held in Winnipeg in the board room adjoining the secretary's office. A circular letter inviting the retailers of the west to attend this meeting will be issued very shortly by Secretary Coulson and President J. F. Hunter. It should be distinctly understood that the invitation is extended not only to those who are members of the association but to all retailers in the west, whether members or not. Many important matters will come up for discussion affecting the interests of all western retailers and it is desirable that there should be a large attendance.

The convention is being held during the week of the exhibition and consequently all who attend will have the advantage of the cheap railroad fares that always prevail at that time. There will certainly be a large attendance of Manitoba merchants and it is hoped that many dealers from Saskatchewan and Alberta will also arrange to be present.

Secretary Coulson returned to Winnipeg on Monday from an extended trip to different country points. Meetings were held at Melita, Carnduff, Alameda and Estevan, and sections were organized at all those points to include the surrounding towns. All the meetings were well attended, showing that the interest in the association is keen throughout the west. The credit evil was the subject most discussed and it was agreed to close books from Nov 1 to April 1, so far as possible; also to charge 10 per cent. interest during the closed months on all accounts standing for 30 days or more and 8 per cent. from April to November.

At Hamiota, Man., a meeting was held to straighten out some trouble over the selling price of tobacco. The trouble was satisfactorily arranged and the affairs of this big section will now run smoothly.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, June 28, 1906.)

General business continues very active with no quotable changes in staple lines.

CANNED GOODS—Prices are quoted as follows :

	Group No. 1.	Groups No. 2 & 3
FRUITS.		
Apples—		
gallons, per doz.	3 35	3 30
3-lb. "	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
VEGETABLES.		
Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 63	1 58
(No. 3) 2's "	1 78	1 73
Succotash—		
2's "	2 63	2 58
Tomatoes—		
All groups, per case		3 10
FISH.		
Salmon, Fraser River sockeye, per case		6 25
" Skeena River, " "		6 00
" River's Inlet, " "		5 90
" Red Spring, " "		5 75
" humpback, "		4 10
" cohoes, "		4 85
" Clover Leaf, Fall delivery, 1 to 4 cases.		6 30
" " 5 to 9 cases.		6 20
Lobsters (new), ½-lb. flats, per 8-doz. case		16 00
" " ½ lb. talls, per ½-doz. case		10 25
" " 1-lb. talls, " "		14 50
MEATS.		
Pork and beans (V.C.P. Co.), 1's, per doz.		1 25
" " 2's, "		1 90
" " 3's, "		2 60
Clark's 1 lb. plain, per case		2 10
" 2 " " "		1 80
" 3 " " "		2 20
" 1 " tomato sauce, per case		2 30
" 2 " " "		1 85
" 3 " " "		2 40
" 1 " Chili "		2 30
" 2 " " "		1 95
" 3 " " "		2 40
Soups (Van Camp's), per doz.		1 25
Canned chicken (Man. Can. Co.) per doz.		3 25
" turkey " "		3 25
" chicken (Aylmer), per doz		3 30
" " (Delhi), "		3 20
" turkey (Aylmer)		3 30
" " (Delhi)		3 20
" duck (Aylmer)		3 30
" " (Delhi)		3 20
Corned beef " 2's "		2 80
" " " 1's "		1 60
" Man. Can. Co. 2's per doz.		2 50
" " " 1's "		1 35
Roast beef (Man. Can. Co.), 2's, per doz		2 50
" " " 1's "		1 35
" (Clark's), 1's, per doz		1 55
" " 2's, "		2 65
Potted meats, ½'s, per doz.		0 55
Veal loaf (Libbey's), ½ lb., per doz.		1 25
" " 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 50
Luncheon tongue (Clark's), 1's, "		3 45
" (Aylmer), 1's, "		3 00
Sliced smoked beef (Libby's), ½-lb. tins, per doz.		1 80
" " " 1-lb. tins, "		3 10
" " " 1-lb. glass, "		3 35
Chipped " " ½-lb. tins, "		1 45
" " " 1-lb. tins, "		2 50
" " " 1-lb. glass, "		3 05
Sliced bacon, " 1-lb. tins, "		3 10
" " 1-lb glass, "		3 25
Corned beef (Clark's), 1-lb. tins, per doz.		1 50
" " 2-lb. " "		2 65

SUGAR—The price is steady at figures quoted last week. We quote :

Montreal granulated, in bbls.	4 85
" " in sacks	4 80
" yellow, in bbls.	4 45
" " in sacks	4 40
Wallaceburg, in bbls.	4 75
" in sacks	4 70
Berlin, granulated in bbls	4 75
" " sacks	4 70
Icing sugar in bbls.	5 45
" " in boxes	5 65
" " in small quantities	6 05
Powdered sugar, in bbls.	5 25
" " in boxes	5 45
" " in small quantities	5 70
Lump, hard, in bbls.	5 55
" " in ½-bbls.	5 65
" " in 100-lb cases	5 55
Raw sugar	4 50

SYRUPS AND MOLASSES—There is still a strong demand for corn syrups but trade in molasses is reported very quiet. Quotations continue as follows :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per gal.	0 40
New Orleans molasses in ½-bbls, per lb.	0 03½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" ½ gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb.	0 10½ 0 11
" roasted " per lb.	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MATCHES—Prices continue as follows :

	Per case
"Telegraph,"	4 75
"Telephone"	4 65
"King Edward"	3 35
"Head Light"	4 20
"Rising Star"	5 50
"Eagle"	1 95
"Victoria"	3 10
"Silent," 200's	2 20
" 500's	4 70

FOREIGN DRIED FRUITS — Prices still rule very high for all California dried fruits and no reductions are expected until the new crop is on the market. We quote :

Sultana raisins, bulk, per lb		0 6¾
" cleaned, "		0 08
" 1 lb pkgs "		0 09½
Table raisins, Connoisseur clusters per case		2 60
" extra dessert, "		3 40
" Royal Buckingham, "		4 00
" Imperial Russian "		5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)		3 35
" Connoisseur clusters, boxes (5½ lbs)		0 80
Valencia raisins, f. o. s	1 65	1 75
" " selected	1 85	1 95
" " layers	2 10	2 25
California raisins, muscatels, 2 crown, per lb		0 09
" " " 3 "		0 09½
" " " 4 "		0 08¾
" " choice seeded in ¾-lb. packages per package		0 07½
" " fancy seeded in ¾-lb. packages per package		0 07¾
" " choice seeded in 1-lb packages per package		0 09½
" " fancy seeded, 1-lb. packages, per package		0 09¾
Prunes 100-120 per lb		0 06¾
" 90-100 "		0 07¾
" 80-90 "		0 08
" 70-80 "		0 08½
" 60-70 "		0 09
" 50-60 "		0 09½
" 40-50 "		0 10
" choice silver, per lb		0 11
" silver, per lb		0 08½
Currants, uncleaned, loose pack, per lb		0 06¾
" dry cleaned, Filiatras, per lb		0 06½
" wet cleaned, per lb		0 06¾
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 07¾
" Vostizzas, uncleaned		0 06½
Hallowee dates, new per lb		0 05¾
Figs, cooking in taps and sacks		0 05½
" " " boxes		0 05¾
Apricots, choice, in 25-lb. boxes, per lb		0 20
Apricots, standard in 25-lb. boxes, per lb		0 19
Peaches, choice, per lb		0 17½
Pears, choice (halves), per lb		0 16
" standard " "		0 15
Plums, choice (dark pitted) per lb		0 14½
Nectarines, choice		0 16

CANDIED PEELS—

Lemon, per lb	0 11½
Orange "	0 11½
Citron "	0 20
Mixed, in 1-lb drums per doz	2 30

EVAPORATED AND DRIED APPLES—Evaporated apples are selling at 13½c. per lb. in 50-lb. boxes. Dried apples are quoted at 9c. per lb.

BEANS—No. 1 white beans are quoted at $2.05 per bushel, and No. 2 at $1.90.

NUTS—

Almonds, per lb	0 12½
" (shelled), per lb	0 30
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots	0 13½
" " shelled, "	0 32
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " " 5 11½	0 15
Ginger, in 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz	0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz	2 50
" " " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 50-lb. tins, per lb	0 10

SAUCES—

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz	1 90

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO—Prices are steady since the recent advance in Patna rice. We quote :

Japan rice, per lb., cwt. lots	0 05¾
" " 50-lb. lots	0 05½
Rangoon rice, per lb	0 04 0 04¼
Patna " "	0 04¾
Tapioca, per cwt	7 00
Sago, per lb	0 04¼

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

OATMEAL AND CORNMEAL—Oatmeal has been steady since the recent advance. Prices are as follows :

Rolled oats, 80-lb. sacks, per sack	2 20
40-lb. " "	1 12½
20-lb. " "	0 57½
8-lb. " "	0 26
Granulated oatmeal, per sack	2 45
Standard " "	2 45
Cornmeal, "	1 70

INTERESTING FIG MERCHANT.

Asia Minor Crop About 100,000 Camel Loads—Bolton Armao.

The most interesting traveler to reach Toronto in recent months with something to sell—and who hasn't ? — was Bolton Armao, a young fig merchant of Smyrna. He knows the business on the practical side and as for selling—well, he gives the impression that he lives to sell figs ; yet a few moments' conversation with him convinced The Canadian Grocer representative that the vanishing point of his perspective was a long way beyond the confines of the fig industry.

Mr. Armao is of mixed nationality, tall, slight of build, a little stooped, dark. He speaks eight languages. This is his first visit to America. He once spent three days in London and he speaks English fluently, adding emphasis with a large vocabulary of gestures.

The selling agents for his firm in Canada are the McLaren Imperial Cheese Co., and his stay of a day or two in Toronto was passed largely in the company of Mr. Marshall, and of whose selling capabilities he quickly acquired a high opinion.

Mr. Armao was frankly disappointed at the size of the orders placed by Toronto jobbers. "But," he concluded, after telling how he and Mr. Marshall had stayed with one firm till near midnight for their small order, and several hours with another, "there's a proverb, 'When in the dance, you must dance.' I'm in the dance so I must dance."

To get the best Mr. Armao knows of word or gesture it is only necessary to suggest a comparison between Smyrna figs and Italian, Californian, Portuguese or African. Asia Minor's crop this year will probably be about 100,000 camel loads (about 300 lbs.) which was about the crop last year. The consumption of figs, Mr. Armao avers, is rapidly increasing.

He put forward also the curious assertion that figs were a cure for tuberculosis even in the secondary stage. He would have the patient be continually where the aroma of the fig is and live upon the fruit.

MERCHANT IN COUNCIL.

Joseph Ward, of Joseph Ward & Co., Montreal, has been re-elected alderman for seat No. 2, St. Andrew's ward. Mr. Ward resigned from the council a few weeks ago on account of his company having a claim against the city. It seems that no alderman can retain his seat in the council if any firm to which he belongs makes a claim against the city. Action was taken in the courts against Mr. Ward to have him unseated, but he did not await the outcome of the case, resigning at once. The citizens showed their confidence in him by re-electing him by acclamation. Mr. Ward is head of the wholesale firm of Joseph Ward & Co., importers of sugars, molasses and grocers' specialties.

QUEBEC GROCERS' GUILD.

At Quebec, on June 21, a provincial meeting of the Grocers' Guild was held under the presidency of L. E. Geoffrion, Montreal. No information was given out regarding the questions discussed, which were chiefly regarding sugar, molasses and tobacco, and freight rates. Those present at the meeting from Montreal were: J. A. Robitaille, A. Desroches, L. O. Demers, Mr. Gendreau, Albert Hebert, P. C. Messervey, Alex. Orsali, H. Laporte, and S. J. Carter. R. H. Beaulieu, of Chicoutimi, and J. R. Gardner, of Ottawa, were also present. Quebec merchants at the meeting included Alex. Turcotte, Ledroit & Freres; J. B. E. Latellier, A. Miller, of Whitehead & Turner; P. J. Bazin, Chas. Pettigrew, of N. Rioux & Co., L. A. Carrier, J. Buchanan and Thos. Beattie, of Davidson & Co.

J. Stanley Cook, assistant secretary of the Montreal Board of Trade, acted as secretary.

FRUIT EXHIBIT IN HALIFAX.

G. Bigelow, superintendent of the horticultural department of the Dominion Exhibition, which is to be held in Halifax this coming Autumn, has sent out a circular from Wolfville, N.S. Every effort is being made to make the exhibition the largest and most instructive fruit exhibit ever made in Canada. All exhibits must arrive at Halifax before September 28.

FRUIT BROKER MARRIED.

J. Joseph McCabe, of W. B. Stringer & Co., was married on Tuesday morning at St. Michael's Cathedral. The hearty good wishes of the trade accompanied the happy couple on their wedding trip to Muskoka, where they will spend a couple of weeks.

THIS WILL BE A BIG ONE.

The grocers and butchers of Brantford will hold their annual picnic in conjunction with the Grocers' Association of Hamilton, on July 18 to Niagara Falls.

The name of the Dominion Wine & Spirit Co. has been changed to F. Edwards & Co.

COFFEE MARKET CYCLES

History Worth Studying—Safe Now to Carry Full Stocks—Increase in Consumption—Rise in Price About Due.

The history of the coffee market, says the American Grocer, is worth studying, as production moves in cycles, being stimulated by an era of high valuation and depressed by a period of low prices. During the last cycle of high cost—1887-1897—when Rio No. 7 touched 18 3-8c. New York, and never sold below 12 7-8c., a great stimulus was given to production in the Province of Sao Paulo, Brazil. The production in Brazil rose from an annual average crop of 5,500,000 bags (1893-96), to a yearly average of 12,897,000 bags (1900-03), with the result that No. 7 Rio sold down to 5 1-4c., the ruling price in 1902-03. During the past three years the average yearly crop has decreased over 2,500,000 bags, or about 20 per cent. decrease.

A change must come about, due to decreasing production, increasing consumption, which has already brought about a decrease in the world's reserve stock to barely enough to cover seven months' requirements, based on an annual consumption of 17,000,000 bags. The recovery in prices from 5 1-4c. in 1893 has been slow, and at this time the present spot cost shows an advance of only 5 5-8c.

The low prices have made coffee-growing an unproductive industry. Planters have suffered, as we attempted to demonstrate in our last and previous issues.

The only remedy for the planter's trouble is in a higher level of values, and while this should come naturally when consumption is so much ahead of production, conditions in Brazil in respect of labor, mortgage burdens, interest on mortgages (in many cases as high as ten to twelve per cent.), cost of transportation and living expenses, all to be paid in the currency, i.e., milreis money, the return to a higher level of prices to the planter must be rapid to avert his ruin. With Brazil exchange high and currency prices low, the planter only gets an average of about twenty-four milreis per bag (this equals only 5 1-2c. to 6c. per pound gross to the planter), and this is where it hurts. It is simple enough to understand why the planter is imploring his congressman to favor a plan for Government aid, which the Brazil Congress is likely to wisely develop. If only the attempt is made the coffee world would be very likely to quickly second the efforts. It is more than probable the markets would jump up immediately and kill the sapping pessimism that is unjustly plaguing the coffee business.

There is probably no more intelligent tradesman in the wholesale or retail trade of the world than the American grocer. He deals in products brought from all parts of the world, and he keeps informed about the production and commerce, and surely he will be in sympathy with the live-and-let-live spirit for the coffee planter.

The consumption of coffee in the world for the current season is nearly 17,000,000 bags, taking the known deliveries from seaports to the interior. A great deal more is consumed of which no figures are kept. The world's production of coffee is not more than 14,500,000 bags this season.

As a safeguard against a small crop next season a good reserve of such a prime staple ought to be kept, and yet the world's visible supply has shrunk 4,000,000 bags since October, 1904, and the present seaport stocks are only equal to seven months' consumption.

It is safe and prudent policy for all distributors of coffee to carry a full stock, for there is no indication that the crops of the world will be within 2,000,000 bags of its requirements for two years or more. And if there is no relief to the planters the production must fall so far behind consumption that a return to the high prices of 1887-1897 seems inevitable.

The coffee trade is the spinal column of a retail grocery business, and is the only prominent staple which affords the retailers a good profit. The retailers have educated the public to an appreciation of quality, and nearly all have favorite blends, the demand for which rests in no small degree upon cost. To insure the maintenance of a popular retail price, a full stock of coffee on the present basis of cost bids fair to be a paying investment. The facts are plain, and force themselves upon every careful observer, and justify the most conservative in being liberal carriers of the world's most famous bean.

CARTER-CRUME'S NEW HOME.

The Carter-Crume Company, manufacturers of counter check books, are now in their new premises at 445 and 447 King street west, Toronto. They occupy all of the second, third and fourth floors, the second floor, which is finished in quartered oak, being used for general offices, and the upper storeys for manufacturing, stock room, etc.

BUSINESS PERSONALS.

T. H. Edwards, Beaverton, Ont., was in Toronto last week.

John Tisdale, Uxbridge, Ont., was in Toronto last week.

John Sloan, Toronto, is spending a week at Preston Springs.

Frank Sloan, Toronto, was a guest at the Hotel Quinte, Belleville, last Sunday.

B. S. Blackwell, traveler in Northern Ontario for Thomas Bros., St. Thomas, was in Toronto last Saturday.

Among the excursionists to Niagara Falls Wednesday of last week were Dave Hopper, Cookstown; A. E. Earle, Creemore; Wm. Hammell and J. Elliott, Tottenham.

George D. Comstock, for many years town clerk of Parrsboro, N.S., has resigned his position to go on the road for Billman, Chisholm & Co., wholesale grocers, Halifax.

H. M. Brush, of the Continental Can Co., Syracuse, N.Y., and Chicago, was a visitor to Montreal last week and was introduced by Mr. Campbell, of the Acme Can Works.

Thos. Montgomery, of Thos. Montgomery & Son, Montreal, commission merchants, is rapidly recovering from his recent illness, and expects to be back at the old stand within a week.

Hugh Mulhearne, the former popular manager of the Kipling Hotel, Parry Sound, Ont., was in Toronto last week on the way to Buffalo for a holiday before assuming the management of the Grand Central, Collingwood, Ont.

Chas. F. Francis, of C. F. Francis & Co., grocers, St. John, N.B., and Miss Alice L. Paisley, of Malden, Mass., were united in marriage on June 13 in St. Paul's Church, Malden. The honeymoon included a trip as far west as Niagara Falls and Buffalo.

Frank C. McClure, of McClure & Son, Paisley, Ont., was united in marriage on the 11th inst. with Miss Mary L. N. Chapman, daughter of J. A. and Mrs. Chapman, Port Elgin. The ceremony took place at the home of the bride and was attended by a large number of friends.

G. P. Gallaher, who was on the road for the Edwardsburg Starch Co., has accepted a promising position with Bovril Limited, Montreal. Mr. Gallaher left his old firm with that company's best wishes and his many friends will be pleased to learn of his present appointment.

TRAVELER SUCCUMBS TO LOCKJAW.

Fred Crowther, traveler for Lumsden Bros., Hamilton, died from lockjaw at Hamilton. He was operated on for appendicitis a week ago last Saturday, and was removed to his home. On Saturday last his condition was satisfactory, but on Sunday night lockjaw developed.

CONVENTION IN OTTAWA.

Arrangements are now well completed for the convention of the Ontario Retail Grocers' Association, which is to take place in Ottawa July 3, 4 and 5. A large attendance is expected.

BUSINESS NOTES.

Briggs & Bohmer are closing out their stock in Gainsboro, Man.

The Paul Cormie Co. have succeeded Paul Bros. in Reston, Man.

Todd Bros., butchers and provision dealers, Barrie, are giving up groceries.

J. W. Orchard, Bala, Ont., has opened a tea, coffee and spice store in Gravenhurst.

W. H. Strome, of Brandon, Man., has started in business in Hamiota, Man., in the old stand of Brady & Moore.

W. R. Abbott has opened a grocery and general store business in Hamiota, Man., in the old stand of J. Arnovitch.

W. R. Kenner has purchased the stock of Riebel Bros. in Pierson, Man., and has moved his own stock into that store.

J. A. Carothers has bought the general store of Wm. Cochrane, Baltimore, and will continue the business on up-to-date lines.

Fred. Dane, formerly of the Western Brokerage Co., has been appointed by the St. Charles Condensing Co., of Ingersoll, Ont., their selling agent for Toronto, Hamilton and London.

Heal Bros., general merchants, Victoria Road, Ont., are giving up their store and are going into the creamery business. They have sold out to Staple Bros. and have erected a fine new creamery and are going into the business on a large scale.

Mr. A. Bode (Bodenweiser) has left on his annual western tour of inspection of the gum trade. He will visit Chicago, Winnipeg, Calgary, Edmonton, Vancouver and Victoria, returning by way of Seattle and San Francisco.

J. D. Hartle, of Minden, Ont., is building a fine new storehouse for his hide and wool business. It is 30x40 with cement floors and is in every respect a credit to his rapidly growing business. He built a storehouse of equal size only a year ago and he needs it all now for surplus stocks.

Daniel MacLachlan, grocery, crockery and seed merchant, of Woodville, has gone on a two months trip to the Pacific coast. During his absence the business is in the capable hands of his stalwart son, William, a student in Toronto University, and the makings of as good a business man as his father.

John E. Waterhouse, Whitby, who commenced business there three years ago, has so developed his trade that more commodious premises are necessary and about July 1 he will move into the large store formerly occupied by J. Gibson. He has had it thoroughly refitted and fixed up in first-class style.

Considerable damage was done to the building occupied by George Hossack, grocer, corner of St. Anne and Garden streets, Quebec, through a fire which occurred June 25. Most of the damage to the stock was caused by smoke and water. The loss is nearly covered by insurance.

H. Crozier, grocer, Cobourg, has been a busy man lately and that just suits him. He had the contract for supplying the military camp where 3,000 men are under canvas. In addition he erected a marquee on the grounds and dispensed refreshments to the perspiring soldiery and the numerous visitors. Five freezers of ice cream went in a day and the net profits will be something worth counting. Mr. Crozier is one of the most progressive grocers in Ontario and has a very fine class of trade.

MR. COWAN TAKES EXCEPTION.

Editor of Canadian Grocer: In your issue of the 22nd inst. we notice an advertisement of Tobler's chocolate, signed by McClure & Langley as agents. There is considerable latitude allowed advertisers in praising the merits of their own goods, but we do not think any advertisers should make lying statements in regard to the goods of a competitor. This advertisement is utterly untruthful. We would not notice this only there seems to be some concert of action between the agents of these foreign chocolate firms, here and in Montreal.

There is a letter in the Pharmaceutical Journal of February, 1906, signed by one Henry Miles, which is a tissue of falsehoods from beginning to end. This is an unpleasant duty for us, but were we to keep silent many people might think we were afraid to answer these statements, and some of them, we do not think many, might consider that there was a grain of truth in them, but we wish to assert in the strongest terms that there is not one grain of truth either in the McClure & Langley advertisement or in the Henry Miles letter to the Tariff Commission.

THE COWAN COMPANY, Limited.
Jno. W. Cowan, President.
Toronto, June 25, 1906.

PEPPER AND ITS VALUE.

Few of those who daily handle pepper realize its importance as an article of diet. Medical experts testify that the finest peppers have a warming and stimulating effect upon the mucous membrane of the stomach and intestines, and by their use the arterial supply of blood to the mucous membrane is increased, thus supplying a most valuable aid to digestion. It is, in fact, a natural and effective stimulant on the entire digestive tract. The statement of medical authorities that many of the cases of appendicitis and allied inflammatory diseases are caused by defective digestion, together with the report of recent examinations and analyses of household peppers, has caused a certain suspicion and distrust of this necessary and useful condiment.

In some bulk goods such adulterants as cocoanut shells, clay, mustard cake, ground olive stones, and even chalk and lead chromate have been found. The demand for a pure branded article has led an English pepper expert to form a company for its preparation with the result that the Antitis pepper is now well established on the English market. This is a perfectly pure brand, prepared by secret process of a scientific nature, and being of good flavor, pungent and aromatic, it is quickly taking the place of ordinary ground peppers in many of the best hotels and culinary establishments in the Old Country. Comparison of this brand with the ordinary pepper can alone demonstrate its merit, and the Antitis Pepper Co., 40 Botolph Lane, E.C., London, England, are ready to send samples to any of the readers of The Canadian Grocer who apply for them. The pepper is put up for export in 2-oz., 4-oz., 8-oz., 1-lb. and 7-lb. tins.

A DRIVING HOLIDAY.

N. McGillivray, general merchant, Port Elgin, Ont., took a drive for pleasure through a very prosperous portion of the province. From home he went to Tara, and thence his itinerary was Owen Sound, Markdale, Flesherton, Dundalk, Shelburne, Alliston, Barrie, Orillia and Paisley, then by train home. He found things looking well everywhere. The country was at its best and he greatly enjoyed the 10 days holiday.

CHARTER FOR WARREN BROS. & CO.

A provincial charter has been granted to Warren Bros. & Co., wholesale grocers, Toronto. The capital stock is $100,000, and the provisional directors are Robt. Wells, C. A. R. Warren, E. G. Williams, F. C. Armstrong and Wm. Dack.

COLD STORAGE INFORMATION.

Grocers who desire information about small cold storages, suitable for carrying a stock of butter and eggs, should write J. A. Ruddick, dairy commissioner, Ottawa, for his latest publication, Bulletin No. 10, entitled "Creamery Cold Storage." It contains complete plans and specifications and will be sent free of cost.

TOO MUCH FOR HIM.

She was newly married, and did not know a little bit about either housekeeping or shopping, and she was giving her first order. It was a crusher; but the grocer was a clever man, and was used to all kinds of orders, and could interpret them easily.

"I want 10 lbs. of paralyzed sugar," she began, with a business-like air.

"Yes'm. Anything else?"

"Two tins of condemned milk."

"Yes'm."

He set down pulverized sugar and condensed milk.

"Anything more, ma'am?"

"A bag of fresh salt. Be sure it is fresh."

"Yes'm. What next?"

"A pound of desecrated codfish."

He wrote glibly, "desiccated cod."

"Nothing more, ma'am? We have some nice horse-radish just in."

"No," she said, "it would be of no use to us; we don't keep a horse."

Then the grocer sat down and fanned himself with a patent washboard.

DAMAGED BY SMOKE.

A small fire occurred on June 15 in the rear of the retail tea and coffee store of John Stroud, 151 St. Lawrence street, Montreal. As the building burned contained much straw, smoke was plentiful, and this drifted into Stroud's store, in this way causing considerable damage to the stock.

W. A. Warren, of Warren Bros., has just returned from New York, where he spent a week. He went partly for business, partly for pleasure.

HOW MATCHES ARE MADE

At the Factories of the Improved Match Co. at Drummondville, Que.—Wonderful Machines—Business Increasing Rapidly.

The Canadian Grocer in its desire to supply its readers with interesting and useful knowledge of articles dealt in by the trade has from time to time visited some of the leading industries and presented without technical elaboration the principal features of special lines of manufacture. One of the most novel, instructive and entertaining of these visits was made last week to the works of the Improved Match Co., at Drummondville, P.Q., through the courtesy of H. D. Metcalfe, president of the company, and accompanied by C. A. Morin, secretary-treasurer.

On the way visions of boiling sulphur vats, tales of nauseating and unhealthful odors, and a thousand and one stories of the horrors of a place usually credited with being a miniature hell, floated through the reporter's brain, but were quickly dispelled by a view of the buildings; large, bright, clean and in perfect order, and with an atmosphere as free from sulphur fumes as it is possible for modern ventilation to make it. From the viewpoint of healthy working surroundings, scores of manufacturing establishments could not compare with this one. The prepossessing appearance of the workmen themselves was an indication of the general order and cleanliness of the factory, and the modernness of machinery and operating facilities.

RETURNED
JUL 10 1906

The Improved Match Co., Limited, Drummondville, Que.

Company's Beginning.

The Improved Match Co., Limited, was incorporated in 1905 with an authorized capital of $75,000 paid up. The head office is in the Board of Trade Building, Montreal. H. D. Metcalfe, of H. D. Metcalfe & Co., the large grain operators, is president; C. P. Metcalfe, vice-president, and C. A. Morin, secretary-treasurer. The factory at Drummondville, P.Q., was opened in October, 1905, and is under the management of C. J. Anderson, an experienced match manufacturer, whose knowledge was gained in the match-making districts of Sweden, and who, after coming to America, was with the Diamond Match Co., and for seven years was head of the chemical department of the Improved Match Co., Detroit.

RETURNED
JUL 10 1906

Match Making Machinery.

The Factories.

The main building is 150 feet by 45 feet, and three storeys high with a one-storey addition for the match-making machines. This addition is 50 x 60 feet. The entire structures are of brick and are well lighted and ventilated, and isolated. The laboratory and engine room are adjacent to the main building and protected by fire walls and doors. Besides these buildings there is a large dry kiln in which some 65,000 feet of lumber is constantly being prepared. Connected with the main building by an overhead bridge is the large warehouse for the storage of the prepared matches, sulphur and other requisites. There are also stables and coach houses, as well as a residence for the manager, on the grounds.

Interesting Machines.

Every modern convenience and appliance for the proper and expeditious handling of materials has been supplied. The latest improved match-making machines, made by the Woodbridge Machine Co., of Detroit, Mich., have been installed. During the writer's visit a new and larger match machine was being installed by this company under the superintendence of John S. Woodbridge, head of the Detroit company. Mr. Woodbridge, by the way, is a Canadian whose home was at Kingsville,

CONDENSED OR "WANT" ADVERTISEMENTS

POSITION WANTED.

A YOUNG MAN, with four years' experience with a first-class wholesale grocery house, would like to have position on the road; an A1 grocery specialty preferred; territory, Maritime Provinces. Address, Box 46, CANADIAN GROCER, Montreal. [35]

FOR SALE.

Grocery and Liquor Business for Sale

GOLDEN LION GROCERY. Kingston, Ontario, the property of the late W. R. McRae. Established 1854. One of the finest businesses in Eastern Ontario. Apply to Cunningham & Lyon, Vendor's Solicitors, Kingston.

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCY WANTED

LONDON agent, with great experience of the provision trade and thorough knowledge of the produce markets of the United Kingdom, is open to accept agency. Address, Fenwick, 3 Duke street, Tooley street, London, Eng.

VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.

King's Cross

LONDON, ENGLAND

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd

154 Pearl St., Toronto

30 Hospital St., Montreal

BUSINESS CHANGES.

Ontario.

A. Churchill, grocer, Smith's Falls, assets to be sold.

T. H. Bruyers, general merchant, Embrum, has sold his stock at 50c. on the dollar.

Kippen & Co., grocers, Ottawa, have dissolved partnership; succeeded by Anderson & McLaren.

Annie Brown, grocer, Toronto, is advertising business for sale.

E. J. Avery, (Est. of), general merchant, Whalen; stock advertised for sale by auction on the 29th inst.

Quebec.

Blaquiere & Arseneau, general merchants, Avignon, have assigned; meeting to appoint curator called for 7th prox.

George Turcot, general merchant, Laurierville, has assigned; Lafaivre & Tascherean, provisional guardian.

H. Carignan, groceries and liquors, Montreal, assets sold.

C. Harvey, general merchant, Port Al Persil, is offering to compromise.

Alf. Lalancette, grocer, Roberval, compromised.

Alfred Marien, grocer, Montreal, registered.

J. E. Brosseau, Laprairie, has registered under style of grocery and hardware merchant.

J. P. Moreault, general merchant, St. Cyrille De Wendover, has assigned to Chartrand & Turgeon.

Lebert & Bouchard, grocers and butchers, St. Johns, have dissolved partnership.

F. Tougas, general merchant, Sabrevois, compromised.

Wilfred Filion & Joseph Wilfred Gravel have registered under style of Filion & Gravel, groceries, hardware, etc., Notre Dame Des Neiges.

F. X. Nadon & Co., general merchants, St. Agathe, assets advertised for sale on July 3.

Louis Perreault, general merchant, Saint Anges, meeting to appoint curator was to have been held on the 26th inst.

In the West.

Toye & Benedict, grocers, Nelson, B.C., have dissolved partnership, W. J. Toye having retired.

Morrison & Truscotte, grocers and butchers, Alameda, Assa., succeeded by T. H. Truscotte.

C. H. Julius, general merchant, Gimli, Man., is removing to Winnipeg, Man.

J. R. Dalgleish, general merchant, Manor, Assa., has been succeeded by Dalgleish & Sharpe.

HIGHEST PROFITS ABSOLUTELY SURE

WANTED—Agents for the sale of a first-class Food Preparation, highly recommended by authorities.

FOR PARTICULARS ADDRESS

O.F. 1170, care Orell Fussli Publicity, Zurich (Switzerland.)

Write for samples and quotations. We furnish both cheerfully.

THE CODVILLE-GEORGESON CO., LTD.

WINNIPEG and BRANDON, MAN.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

137 Elgin Avenue, Winnipeg

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Hot Weather

Means a heavy demand for our
MILD CURED

Hams
Breakfast Bacon
Skinned Backs

BOILED HAMS
HAM, CHICKEN and TONGUE SAUSAGE
BOLOGNA SAUSAGE
CANNED MEATS

QUALITY THE BEST

WRITE US FOR PRICE LISTS

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

BOLOGNAS

A very desirable line for the cooked meat counter is Smoked Beef Bolognas. Come and see them made. Our sausage and cook room is the neatest, cleanest one in Canada. The Bolognas are made of good fresh beef and purest spices.

Shipped by express in hot weather in any quantity.

F. W. FEARMAN CO.,
HAMILTON LIMITED

YOUR PATRONS PLEASED
THEY TELL THEIR FRIENDS
Your business increases—just by handling
"CORONA"
HAMS, BREAKFAST BACON, COOKED MEATS, ETC.

The Montreal Packing Co.,
MONTREAL, P.Q. Limited

BREAKFAST BACON
with the "RYAN" Label on

THAT'S THE KIND TO SELL

The hogs are driven in from the farm to our factory at Fergus, Ont., and the meat shipped in our own cold storage cars to Toronto warehouse and then cured.

Such ideal methods make ideal

BREAKFAST BACON

Look for our label and you'll get this Ideal Breakfast Bacon.

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

HAMS *BUTTER*
EGGS *LARD*

PRODUCE AND PROVISIONS

CANADA NEEDS HOG MARKET

Prominent Packer Says Present Situation is Ruinous to the Industry— Competition in Every Village

A leading packer, interviewed yesterday by The Canadian Grocer, stated that the industry in Canada was suffering from the lack of a market. At present there was no market in Canada in any way comparable with Chicago, where the great bulk of hogs were delivered and there was open competition in buying, the best hogs bringing the best prices.

"Here," said the packer, "wherever there's a drover with a deck of hogs there's a market and we're in competition with other packers merely by telephone and on the word of the drover. In that way there is competitive buying in every village in the country and there is no fixed price anywhere.

"A spirit of ill will has grown up that is new in my experience. Here we are with a big force of men and comparatively no work for them. The industry is assuredly in a bad situation.

"What's the cure? Why the formation of a great central market for the hogs of the country, where the packing houses would be located. Unfortunately the packing houses are now scattered here and there and in the estimation of the owners at least, cannot be moved. I don't know what the outcome will be.

"The growers? They're the immediate gainers, and very decidedly so. The Canadian hog raisers are getting more for their product than hog raisers in any other part of the world. But taking the industry over a term of years they are not gainers by the situation that has grown up here. The normal, rational situation is always best in the long run for every branch of an industry. At present we're killing the goose that is laying the golden eggs in the farmer's yard. Canadian bacon is costing shillings more to lay down in London than Danish bacon is costing to place on the same market. The result is our output is greatly curtailed, not over 40 per cent. of what it was, and Canada is losing the market just now, when of all times in a generation it should have been in a position to take advantage of the sentiment in its favor caused by the revelations in connection with the packing industry at Chicago."

Another packer's view was that there were too many packing houses, and he thought the result of the present situation would be the demise of some of these. "Survival of the fittest," said he; but he readily agreed with the other view that for all branches of the industry permanent success lay along the line of normal conditions, and he agreed, too, that a central market would be the best means of placing the industry upon a staple basis.

Prices for live hogs are about back to where they were. The packers quote $7.25 f.o.b. country, but at points where competition springs up they will pay more "before we will lie down," as one of them put it significantly to The Grocer. Nominally, the price is $7.50, watered and fed at Toronto cattle market, and $7.75 at the factories. But at the market the quotation is $7.50 to $7.60. The receipts at the Toronto market last week were 2,200, compared with 2,500 the week previous. And the early half of this week 600 arrived, compared with 500 the week before. Practically the situation is unchanged. "We tried to hammer the prices down," said one packer, "but they wouldn't stay."

The domestic demand continues unabated and sustains every advance in price.

CHEESE AND BUTTER BULLETIN.

Late country cheese markets seemed unreasonably high as regards prices paid, yet there must be reason for it, and different theories are advanced to account for this condition.

It does not seem probable that speculation is responsible for this advance in prices, as nobody in the business, either here or in Great Britain, would think of stocking up at present high prices; it is therefore likely that the goods are wanted for actual consumption, or because sales of June cheese, made speculatively some time ago, have to be covered regardless of cost.

One thing seems certain from all advices from British markets, that present ruling prices on this side of the Atlantic leave no margin of profit to the legitimate trader. In spite of all that has been said of a phenomenal make the goods are not coming forward in any unusual quantity and as there is a steady demand for them we can only surmise that they are being consumed about as fast as they are being produced.

Last week's receipts in Montreal were 87,677 boxes of cheese and 26,658 packages of butter, against 104,158 boxes of cheese and 34,208 packages of butter for the same week last year, or a total since May 1 of 438,789 boxes of cheese and 142,696 packages of butter as compared with 419,210 boxes of cheese and 158,048 packages of butter for the corresponding period of last year.

The exports from Montreal last week were 81,100 boxes of cheese and 14,900 packages of butter, against 86,322 boxes of cheese and 11,810 packages of butter for the same week last year, or a total since May 1 of 442,855 boxes of cheese and 65,120 packages of butter, as compared with 391,331 boxes of cheese and 64,032 packages of butter for the same period of last year.

According to these figures our receipts of cheese show an increase of about 19,000 boxes and our exports show an increase of about 51,000 boxes; in butter our receipts are about 16,000 packages less and the exports are about 1,000 packages more than last year.

Prices last year were considerably lower for both cheese and butter and dealers therefore commenced to hold some goods in cold storage for an advance in market values, but present prices offer no such inducements and the goods are sent forward to the consuming markets about as fast as they are received here, and, as the consumption in Great Britain seems to absorb all goods arriving there, there is no accumulation of stocks on either side of the Atlantic, and as long as there is no accumulation of stocks it is difficult to get prices down to a lower level.

Prices are undoubtedly too high for speculative purposes, but for the legitimate trade, houses who have to supply their customers with goods to hold their trade, the difference of one penny or even one penny and a half per pound in retail is not a great deal to the consumer who goes to a shop to buy a pound of cheese. He buys what he wants and he pays the price the retailer asks him; he may grumble a little, but he buys it and especially this year when he has lost confidence in canned meats. Cheese is absolutely pure and everybody knows it, and the consumer buys it with all confidence, even if he has to pay a small advance in price over what he has been accustomed to paying.

A result of present high prices is the shipping out by the factories of very green, or uncured, cheese. Mr. G. G. Publow, the chief instructor of the Eastern Ontario Dairymen's Association, made a strong point of this again at the last meeting of the Brockville board, and he is strong in condemning this practice. Cheese, not properly cured, should be kept on the factory shelves; they are unfit to be cut up for consumption and they might injure the reputation of our Canadian cheese.

Butter has been forced up in price so that it is a long way above export value and, while it has been exported, it is

more than doubtful that this has been done at a profit to the exporters. Our butter business in Great Britain is a trifle to the consumption of butter there; we may rule the cheese market there, but in butter we are only "a drop in the bucket"; our butter is wanted at a price, but we cannot dictate this price. Denmark is making the price and we must follow suit; it is therefore folly for us to put the price beyond export value, as we produce more than we can consume and we cannot control prices in Great Britain. However, butter is still relatively the cheaper product of the milk as compared with cheese, and the production of cheese should therefore increase and the production of butter decrease.

MONTREALER IN NEW COMPANY.

A ranching company is now being formed which will be known as the Craig Cattle Ranching Company, with a capital stock of from $125,000 to $150,000, headquarters to be in Montreal. Steps are being taken to have the company incorporated. The ranch will cover in all 97,000 acres, divided into two sections, one of 90,000 acres, situated in the south-western part of Saskatchewan, and another of 7,000 acres near Meadow Creek, Alberta. It is the intention of the company to raise cattle for sale to exporters. Mr. Craig, who will be the manager of the new company, is a man of experience in cattle raising, and is a successful business man. Joseph Ward, of Montreal, is one of the shareholders of the new company.

LIKES THE EMBARGO.

Cattle Exporter says it's Good for Preservation of Soil Fertility.

Canadians are not all in favor of the removal by Great Britain of the cattle embargo. J. T. Gordon, head of the firm of Gordon, Ironsides & Fares, large cattle exporters, in a recent interview upon his return from Europe, after speaking optimistically of the market outlook, said:

"I think the Britsh Government did a wise thing when they disallowed the act to remove the embargo on Canadian cattle. As you know, I have always maintained that it would be a most serious matter for producers of cattle in Manitoba and Ontario if the embargo were removed. Our cattle can be fed just as well and much cheaper at home than they can in Great Britain. No sane man can believe that our farmers can continue to take everything out of the soil and put nothing back without ultimate disaster, and the cheapest, easiest, and most natural way of returning fertility to the soil is by feeding stock and growing crops suitable for feeding. I am quite satisfied the British Government have no idea of removing the embargo, and those most interested in the trade, outside of the commision men, are in favor of the embargo remaining."

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—Stocks in general provision lines are becoming lighter, and although there has been no change in quotations, higher prices are expected shortly. Lard is moving out quite freely. Very little export business is passing owing to the difficulty in obtaining suitable prices on the other side. Hams and bacon are being sold locally in fair quantity, considering the prices.

Lard, pure tierces	0 11½	0 12
" 56-lb. tubs		0 11¾
" 20-lb. pails, wood (10½)		0 12
" cases, 10-lb. tins, 60 lbs. in case		0 12½
" " 5-lb. "		0 12⅝
" " 3-lb. "		0 12¾
Lard, Boar's Head brand, tierces, per lb.		0 08¾
" " ½-bbl., per lb.		0 09½
" " tubs		0 09⅝
Cases, 20 3-lb. tins, per lb.		0 09¾
" 12 5-lb. tins "		0 09⅝
" 6 10-lb. tins "		0 09⅝
20-lb. wood pails, each		1 88
20-lb. tin pails, each		1 78
Wood net, tin gross weight—		
Canadian short cut mess pork	$22 50	$23 00
American short cut clear	21 50	22 00
American fat back	22 50	23 00
Breakfast bacon, per lb.		0 18
Hams	0 13½	0 15
Extra plate beef, per bbl.	12 00	13 00

BUTTER—Business in butter has been rather slow during the past few days, there being very little demand from England. Country prices, speaking generally, have been above an export basis. The big demand for saltless butter, which is bringing a high price at present, has caused stocks to accumulate to a certain extent locally.

Choicest creamery		0 21¾
Medium creamery	0 21	0 20½
Western dairy	0 17¾	0 18¼

CHEESE—Prices have again been advanced, due probably to manipulation and short stocks, quite a lot of cheese having been sold for future delivery at less than the ruling prices. The filling of the orders combined with the undoubtedly light orders has stiffened up the market.

Ontarios		0 11¾
Quebecs		0 11¾

EGGS—Receipts of eggs during the week were fairly heavy for this time of year. Prices have been very well maintained, 19c. to 19 1-2c. being asked for selects, strictly fresh laid, while for straights 17c. was obtainable during the week.

TORONTO.

PROVISIONS—The firm and advancing tendency continues on this market for the domestic trade. The week shows slight advances in long clear, and hams. Last week's highest quotation for roll bacon, 13c., is said not to be obtainable. A good active demand is reported.

Long clear bacon, per lb.	0 12	0 12½
Smoked breakfast bacon, per lb.	0 15½	0 16
Roll bacon, per lb.		0 12½
Small hams, per lb.		0 15
Medium hams, per lb		0 15
Large hams per lb.	0 14	0 14½
Shoulder hams, per lb.	0 11½	0 12
Backs, per lb.	0 17	0 18
Heavy mess pork, per bbl.		22 00
Short cut, per bbl	23 00	23 50
Lard, tierces, per lb.		0 11½
" tubs "		0 11¾
" pails "		0 12
" compounds, per lb.		0 09
Plate beef, per 200-lb. bbl.	12 00	12 50
Beef, hind quarters	8 00	9 25
" front quarters	5 25	6 00
" choice carcases	7 00	8 00
" common	5 50	6 50
Mutton	0 09	0 11
Yearling lamb	0 09	0 11
Hogs, street lots	10 00	10 50
Spring lamb	0 15	0 19

BUTTER—The market is practically unchanged from last week. No one seems ready to predict what the course of prices will be in the near future. The supply of creamery is large, but dairy butter is not so plentiful. The tendency to turn milk into cheese owing to the high price of that product is said to have affected dairy supplies more than creamery. A good deal of butter here is going into storage. The commission men got used to taking chances when they stored eggs at the high prices prevailing this Spring. Bakers' butter is quoted a cent higher here.

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 20½
Dairy prints, choice	0 18	0 19
" tubs, choice	0 17	0 18
Baker's butter	0 15	0 16

CHEESE—The local maeket is higher again and 12c. and 12¼c. are asked of retailers. Cheese is just 2c. above last year. A year ago Monday of this week 10,000 boxes sold on the Brockville board at 9⅜c. Over 11,000 boxes sold last Monday at 11⅜c. The quotation on old cheese, 14c. to 14½c., is omitted as it is merely nominal, there being practically none on the market.

	Per lb.
New cheese, large	0 12
" " twins	0 12¼

EGGS—The market is somewhat firmer here because of increased shrinkage. The farmers are not getting any more. The supply is decreasing and the demand also is less brisk. Perhaps a flat 18c. would about represent the market. For choice candled eggs 19c. is being obtained and for selects jobbers are asking as high as 21c. Eggs in Toronto are retailing as high as 25c., but that is for a favored trade.

Eggs (new laid)	0 17	0 18
" bakers'		0 16

WINNIPEG.

BUTTER—Creamery butter is quoted a little cheaper, prices now being as follows:

Finest fresh creamery, in 56-lb. boxes	0 19	0 21
" " in 28-lb. boxes	0 19	0 21
" " in 14-lb. boxes	0 19	0 21
" " in 1-lb. bricks (eastern)		0 21

Good dairy butter commands a price of 14c. per lb. delivered at local produce houses.

CHEESE—The price has declined ½c. per lb. We quote:

Finest Ontario, large	0 12½
" Manitoba, large	0 12
" " twins	0 12
" " small	0 12

LARD—

Tierce basis, per lb	0 12
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb.	0 00⅝
10-lb. " in 60-lb. "	0 00⅝
5-lb. " " "	0 00⅝
3-lb. " " "	0 01
20-lb. net white wood pails, per lb.	0 00⅝

CURED MEATS—

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19
Backs, " " "	0 16
Hams, light, 10 to 12 average	0 15
" medium, 14 to 16 average	0 14½
" heavy, 20 to 30, for slicing	0 14½
" heavy skinned, 20 to 30 for slicing	0 14½
Picnic hams, light, choice, 6 to 8	0 11½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 15½
" " clear bellies, 12 to 14	0 15
Clear backs, b bacon light	6 14½
" b bacon 12 to 14	0 14½
Spiced rolls, long if in stock	0 15
" short	0 13
Dried beef ham, sets	0 11½
Smoked hams boned and rolled, 2c. per lb. additional.	

SEASON IS NOW ON FOR CANNED MEATS

GROCERS

You cannot afford to handle brands that the public are suspicious of

KEEP OUR BRAND IN STOCK AND YOU MAY GUARANTEE YOUR CUSTOMERS THAT YOU SELL

PURE FOOD

MADE IN CANADA

MANITOBA CANNING CO., LTD.

GRANDE POINTE, MAN.

SELLING AGENTS

NICHOLSON & BAIN,
WINNIPEG AND CALGARY.

GALLOWAY & PARNELL,
VANCOUVER.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Annual sales many times larger than all other fly poisons combined

ADVERTISED

throughout Canada.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

DRY SALT MEATS.

Bacon, dry salt long clear	0 12½
" " " smoked	0 13½
" " " boneless backs	0 12½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
" " " per ½ bbl	11 50
Standard mess pork, per bbl	21 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 03½

" hocks, " " 0 04

EGGS—Produce houses are paying 17½c. per dozen for eggs delivered in Winnipeg.

ST. JOHN, N.B.

St. John, N.B., June 25, 1906.

PROVISIONS— In barrel pork the high prices still hold. Beef is also firm. Smoked meats are light. More Canadian pure lard is now being offered. Prices rather lower than American. Refined compound has a steady sale. In fresh beef some fine domestic stock has been offered. Mutton and veal are still firmly held. Lamb still high. Pork is firm.

BUTTER—It requires best quality to bring best price. Fair quantities offered.

EGGS—No cheap eggs. This is the rule now for some few Summers. Prices here are firmer.

CHEESE—Quantity offered is still not large. Prices hold firm at full figures. For local sale, twins are demanded.

COW TESTS.

Brockville Association Report Shows Interesting Comparison.

The report issued by the Dominion dairy commissioner, J. A. Ruddick, of the Brockville, Ont., Cow Testing Association, for the 30 days ending May 30, shows very interesting results. There were 146 cows, and the average yield per cow was: Milk, 819 lbs.; fat, 30.2 lbs.; test 3.3. Thirty-four cows gave over 1,000 lbs. of milk, all but five of them testing over 3.0 per cent. fat. The average yield of fat per cow is again the highest of any association. One herd of five cows averaged 1,275 lbs. of milk and 38.6 lbs. of fat each, the highest and lowest individual averages in the herd being 1,403 and 1,066 lbs. of milk. That was the best of the 12 herds. The poorest showing was by a herd of 12 cows whose average yield was 598 lbs. of milk and 18.8 lbs. of fat. The highest and lowest individual averages in this herd was 770 and 330 lbs. of milk.

SOLDIER TRAVELER MARRIED.

C. F. Pooley, a traveling flour salesman of Nova Scotia, was married this month at Truro. Mr. Pooley, who stands six feet six inches in his stockings, was a sergeant of Company "H," first Canadian contingent to South Africa, and was in sixteen engagements during the war, including Paardeburg.

WESTERN FISH FOR EUROPE.

J. H. Davis, of Winnipeg, early this month sold four carloads of large pickerel, or yellow pike, caught in Lake Manitoba and Lake Winnipeg, for distribution on the European markets. One of the largest fish dealers in Germany came especially to this country from Hamburg to make the purchase. He assured Mr. Davis that pickerel caught in the lakes of Western Canada would ere long be a toothsome delicacy throughout Europe. The fish will be shipped to New York and thence by refrigerator to Hamburg. The purchaser also told Mr. Davis that he intends pushing the sale of Canadian fish on the European markets.

Associate with the Successful

A man is known by the company he keeps, a merchant no less than others. Keep company with inferior merchandise which disappoints the user and the user will be disappointed in you.

No big business was ever built on disappointed customers.

Can you think of safer, more satisfying company to be in, when it comes to Canned Meats, than the time-tried, guaranteed brand—

CLARK'S CANNED MEATS

TRADE MARK

This design a guarantee of quality.

THIN CASE LINING PAPER

ALL SIZES FOR SHOE CASES CHEAP AND EFFICIENT

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

MR. GROCER,—

Adams Tutti Frutti Gum

SWELLS YOUR BANK ACCOUNT
BECAUSE YOU MAKE **80% PROFIT**

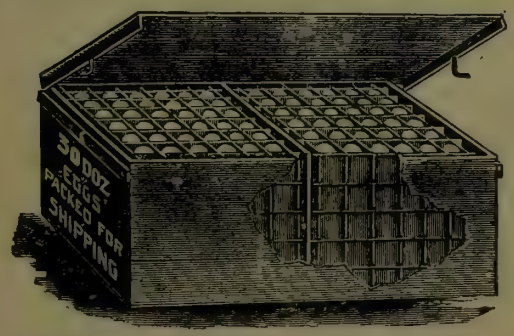
Adams Tutti Frutti Gum

PLEASES YOUR CUSTOMER
BECAUSE IT IS THE BEST.

GIVE IT A PROMINENT PLACE ON YOUR COUNTER.

AMERICAN CHICLE CO.,
Logan Ave., - Toronto.

EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from

The Miller Bros. Co., Limited

Manufacturers of Egg Case Fillers
30-38 DOWD STREET
MONTREAL

Board Mills and Filler Factory at GLEN MILLER, ONT.

EXPORT TRADE DEPARTMENT
Firms Abroad Open for Canadian Business

LONDON is the CAPITAL of the BRITISH EMPIRE, and will take any worthy productions of her children across the seas
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

This space $15 per year.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

FLOUR AND CEREAL FOODS

Manitoba Grain Market a Little Easier, but not Low Enough to Suit Millers—Flour a Bit Firmer—Good Demand for Package Cereals.

Canadian grain markets have not been active for a week past and prices have shown a slight decline with the approach of settlement day for July. Oats continue firm. Flour is firmer and cereals are in good demand at the recent advance.

The outlook in the west is for another record crop. Last year's wheat production is now placed by the secretary of the Northwest Grain Dealers' Association at 85,576,000 bushels, of which 65,662,000 bushels have been marketed and 2,412,000 bushels are estimated to be still in farmers' hands. The rest goes to local millers and for seed. There are estimated to be a couple of million bushels at Fort William. The wheat acreage of Manitoba alone is increased by half a million acres and the total increase for the west is 11.8 per cent. The increase for oats is 6.6 per cent., for barley 3.2 per cent., and for flax 10 per cent. In Alberta, in addition, 50,000 acres have been sown to Winter wheat. Crop conditions continue good throughout the west.

GOOD BUSINESS DOING.

On May 24 the Peterboro Cereal Co. shipped 644 cases of Canada Flakes to a firm in England. In less than three weeks after its arrival they received a cable for a second shipment of the same kind. The same firm report another wire this week from Winnipeg for a car, totalling orders for 2,000 cases to be shipped in the next few days.

NEW ELEVATOR COMPANY.

The Grand Trunk Pacific Terminal Elevator Company, Limited, has just been incorporated. The incorporators are C. M. Hays, president of the G. T. P. Railway; W. Wainwright, second vice-president of the G.T.P. Railway; Nicholas Bawlf, of Winnipeg, president of the Northern Elevator Company; A. P. Stuart, of the R. D. Martin Company, and W. H. Biggar, solicitor for the G.T.P. Railway. Powers granted the new company include the building and operation of mills, elevators, steamships and warehouses.

MONTREAL.

GRAIN—Corn has advanced a cent and a half since last quotations. Dealers are now asking 60c. Stocks are not as large as they might be considering the present demand. Peas are unchanged. Although there is a good demand for export, other lines are about the same as last week.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats "	0 43½
No. 3 white oats "	0 43
No. 4 white oats "	0 42
No. 3 yellow corn "	0 65
No. 2 peas, basis 78 per cent. points	0 80

FLOUR—Very good trade is passing in flour at present. Local demand is very good in all lines and there is a good export inquiry. Several good round lots have been shipped to various points. Prices remain unchanged, although millers complain of its being too low, considering the state of the wheat market.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 70
Glenora		4 20
Manitoba spring wheat patents		4 70
" strong bakers		4 20
Buckwheat flour	2 00	2 10
Five Roses		4 70

ROLLED OATS—Rolled oats have remained quiet during the week. There has not been a great deal of business done in any quarter. Prices are unchanged.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated "	2 40	2 50
Rolled oats, 90-lb. bags		2 20
" 80-lb. bags		2 10
" bbls	4 55	4 70

FEED—Bran is a little easier this week. Shorts are in good demand while stocks are limited.

Ontario bran	16 00	16 50
Ontario shorts	20 00	21 00
Manitoba shorts	20 00	21 00
" bran	17 50	18 00
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed flour	1 22½	1 30

HAY—There has been little change in the hay situation since last week. Prices have not changed. Farmers are offering a little more freely.

A fairly steady market prevails in the U. K., considering the heavy arrivals, which have not diminished. Latest quotations from Liverpool report the market from 70 shillings to 71 shillings c.i.f.

No. 1		10 00
" 2		9 00
Clover mixed	6 00	6 50
Clover, pure	5 00	5 50

TORONTO.

GRAIN—The market here has eased off a little, having got tired following Chicago; but as the market has been a speculative one the approach of settlement day for July has also had its effect. There is no export business doing. Millers are buying Manitoba wheat just from hand to mouth hoping for a decline. One man, who took 4,000 bushels to keep going on, said if the price dropped 3c. he wanted 60,000 or 70,000 bushels. It is felt that there is plenty of wheat to go round till the new crop is ready to grind, but the feeling as to prices is in no way definite.

(F.o.b. Georgian Bay elevator.)

Manitoba wheat, Northern No. 1		0 87
" " " No. 2		0 85
" " " No. 3, nominal		0 81
Red, " per bushel. 78 per cent. points	0 82	0 83
White, " " " "	0 82	0 83
Mixed, " " " "	0 81½	0 82½
Spring, " " " "		0 78
Goose, nominal " " "		0 75
Barley, No. 1, " " "		
" No. 2, " " "		0 51
" No. 3x, " " "		0 48
" No. 3, " " "		0 46
Oats, white, " " "	0 39½	0 40
" mixed, " " "	0 38½	0 39

FLOUR—The market is a shade higher than a week ago. Manitoba patents can be bought at last week's quotations and they are allowed to stand, but 10c. higher is being asked. Ontario patents, No. 2 and straight roller, are up 10c. There is a fair local demand and that is all.

On track Toronto.

Manitoba patents, No. 1, per bbl. in bags	4 50
" " No. 2, " " "	4 10
Strong bakers " " "	3 90
Ontario patents, No. 1, " "	3 65
" No. 2, " "	3 50
Straight roller " "	3 40

CEREALS—The market is steady at last week's advance and there is a good seasonable demand for package goods. Quotations are unchanged.

Oatmeal, standard and granulated, carlots, on track, per bbl	nominal 5 05
Rolled wheat in boxes, 100 lbs	" 2 40
" " 50 lbs	" 1 25
Rolled oats, standard, carlots, per bbl., in bags	" 4 50
" " " " " in wood	" 4 75
" " " " for broken lots	" 4 80

J. H. Scriver, of Saskatoon, Sask., recently waited on the American Cereal Co. at Peterboro, Ont., to urge them to start a flour and cereal mill in the new western town.

WINNIPEG CATERERS' PICNIC.

Jolly Time Despite a Damp Day—Travelers Play Ball.

In spite of the heavy rain the twenty-first annual picnic of the Winnipeg caterers, held at Winnipeg Beach, on Thursday of last week, was a pronounced success. That such large numbers attended in spite of the heavy rain is the best possible evidence of the popularity of this annual event.

The committees in charge of the picnic were as follows: Printing, Mr. Rubble; music, J. Gowler, Frank Scott, Harry Pewin, Mat Richardson, S. W. Johns; transportation, A. S. Lock, Harper Wilson, Mr. Bartram, Mr. Hollman; sports, Donald Gunn, C. R. Gibson; sports starter, Frank Marples; judge in baby show, Mr. Aldridge, manager of the J. Y. Griffin Co.; judges in sports, W. A. Bartram, J. R. Gowler; clerks of the course, D. A. Gunn, Chas. Gibson. Officers of the association, J. H. Treleaven, president; T. H. Coyle, vice-president; W. A. Bartram, treasurer; W. G. Lock, secretary.

Athletic Contests.

Owing to the unfavorable weather the aquatic contests were all cancelled, but the athletic contests attracted the enthusiastic attention of the crowd.

The 100 yards race for retail grocers was won by J. H. Treleaven. The prize was a gold watch. The grocery clerks' race, similar prize, was won by Mr. Pitts. The walking race for grocers was won by C. B. Rosenblat.

In the tug-of-war the grocers were the strongest team, vanquishing the butchers' team in the final pull. In the preliminary competitions the bakers were defeated by the butchers and the grocers defeated the travelers. The teams were:

Grocers——J. Matheson, W. Caswell, G. McRae, J. R. Gowler, W. Boyd and J. H. Treleaven (captain).

Butchers—L. Groubach, Chas. Hill,

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

The New "English" Package

CANADA FLAKES

is a 10c. size unequalled by any 15c. package on the market.

"The Food of Quality and Quantity"

The best profit to you—MR. GROCER.

The best value to your customers.

A quick turnover with no waste, and 27% profit in your "till."

Isn't it worth while?

Order a case to-day—$2.85

Follow + methods in business if you want more than ordinary success.

+ means adding. The grocer who adds the right lines to his order list, adds to his income.

Mrs. Rorer's Saratoga Chips

are new and for that reason you may think delay the better part of reason.

Well, judging from the sales so far "delay" would seem to be the worse part of a grocer's reasoning.

☞ Time and customers wait for no grocer.

MADE EXCLUSIVELY BY

HAMILTON SARATOGA CHIP CO.

HAMILTON, CAN.

AGENTS—Rose & Laflamme, Montreal, P.Q.; MacLaren Imperial Cheese Co., Toronto, Ont.; Stuart Watson, Winnipeg, Man.: Dominion Brokerage Co., Calgary, Edmonton and Victoria.

SALES— CHEESE —PROFITS

Automatic Cheese Cabinets

WILL INCREASE BOTH SALES AND PROFITS

The cheese is temptingly displayed under glass, is kept as clean and fresh as when first cut, and is at the same time preserved from the ravages of mice, dirt and tasters.

Its simple operation, by which the cheese comes out automatically with the opening of the door and returns into the cabinet when the door is closed, makes it most convenient.

PRICE

$7.50

F.O.B. Factory.

The Cabinet is a very handsome glass polished hard wood display case; a most attractive fixture.

Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.

WRITE FOR ILLUSTRATED FOLDER.

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, CANADA

The McLEOD MILLING CO., Limited
Stratford, - Ontario.
Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

G. C. KOOPMAN
Commission Merchant,
Agent and Broker
AMSTERDAM AND ROTTERDAM

Offers on demand
All Products of the Dutch Colonies (East Indian)
AS
COFFEE, TEA
SPICES of all kinds
GUMS for Varnish Manufacturers
COCOA, COCOA BUTTER
Cassia Vera, Chinchona-barks, Rattans, Drugs, etc
Also COCOALINE (substitute for Cocoa Butter)
VEGETALINE (Vegetable Butter)
Agents wanted everywhere in Canada.
WE GIVE advances of 75% against documents on consignments of all Canadian Produce fit for this market, except sun-dried apples. Ask for reports about every article you wish to sell.

Bert Stephens, Jos. Travers, Chas. Hood and Mr. Charrest (captain).

Bakers—J. W. Johns (captain), E. Pelletier, J. L. Stephens, Bert Morrison and Donald Wallace.

Travelers—Messrs. Riley (captain), Gunn, Calderwood, Osborne and Strathy.

Baseball.

The baseball tournament furnished merriment to all and was finally won by the travelers' nine, who played a really fine article. The ground was soft and slippery but this was counteracted by the enthusiasm of the players who counterbalanced their errors by their sensational plays. Three games were played and were won as follows:

Butchers vs. Bakers—Won by the butchers. Score, 7—6.

Grocers vs. Travelers—Won by the travelers. Score, 12—4.

In the final the travelers defeated the butchers by 8 runs to 2. This latter game created wide interest and was witnessed by a larger crowd than either of the previous matches. Congalton was the king pin for the victors, being in the box, and engineered their play in fine style. The teams were:

Travelers—Riley, Osborne, Law, Congalton, Jones, Gibson, Calderwood, Rogers and Gunn. Battery, Congalton and Osborne.

Butchers—W. Neville, J. Johnson, G. Finck, Pratt, J Brown, Benson, Firth, C. E. Griffin, Blowers and W. B. Oakley (captain). Battery, Neville and Johnson.

Bakers—F. Hunt, Splitlog, J. Spears, E. Keel, C. Johnston, McQueen, Pellister, Garfield and Rupple. Battery, F. Hunt and Splitlog.

Grocers—Hazel, Rimer, Young, Fergie, Boyd, Boyd, Smith, Shepherd, Treleaven. Battery, Hazel and Rimer.

COMMERCIAL BASEBALL.

A commercial baseball league has been formed in Vancouver, B.C. The grocers were first. On a recent half holiday they were walloped by the men's furnishers, a new team, by 8 to 5, and the fun began. A prominent clothing store manager has donated a fine cup to be competed for by the league.

WHAT OTHERS ARE THINKING OF.

Subjects Discussed by U.S. Retail Grocers' Associations.

The Retail Grocers' Association of Texas met in annual convention in Denniston, June 12, and the subjects discussed were: relations between grocer and clerks, railroad rates, legislation, organization and benefits of a trade paper. One of the most important features of the entire convention, runs the official report, was the five minute talks on progress, home troubles, and successes, by the representatives of the different associations throughout the state.

At the North Carolina convention in Morehead City, June 20 and 21, the subjects discussed were: unjust freight rates, interchangeable collection systems, parcels post, pure food, store management, co-operation and organization.

T. B. Escott, London,
Newly-elected President of the Ontario Wholesale Grocers' Guild.

EVAPORATED POTATOES.

A Favorite Dish in the Yukon—Nearly as Good as Fresh Vegetable.

A principal output of one of the large canning factories of New Westminster, B.C., is evaporated potatoes.

The potatoes are carefully peeled and cleaned, and then are put through an automatic cutter before going into the large drying kiln, from which they are turned out crisp and dry all ready for packing in fifteen-pound cans in which they can be kept sweet and fresh for an unlimited time. The product is much in demand in the Yukon. The desirable feature of it is that it remains a clear white in color, and firm and crisp in quality. When the potato is soaked overnight and cooked, it can hardly be recognized from the fresh vegetable. An immediate shipment is to be forwarded, embracing eighteen hundred fifty-pound boxes. About two hundred tons will be required to complete the orders already booked.

ALF. T. TANGUAY & CO.
Flour, Grain and Provisions
Commission
Quebec
Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.
REFERENCE, HOCHELAGA BANK.

ROLLED OATS
SPLIT PEAS
POT BARLEY
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

CANADA A BUSY PLACE.

Labor Gazette's Review of the Situation at the End of May.

The Labor Gazette, issued by the Department of Labor, Ottawa, says of the situation at the beginning of the present month :

General employment was exceedingly active in Canada during May, and the outlook at the close of the month was for a season of exceptional prosperity. Seeding operations were completed in the agricultural industry, and a keen demand for labor was reported in the several provinces. In the lumbering industry, work in connection with the drives gave employment to several thousands of men in Eastern Canada, and in British Columbia the camps and mills were working to full capacity. In the mining industry conditions of exceptional activity prevailed, and the outlook was most favorable. Several thousands of men were already actively employed in connection with the extensive railway construction operations projected for the present year, and large numbers in addition will be given employment in the near future. The manufacturing industry was busier than at any previous time in Canada, and the amount of building during 1906 promises to exceed that of any preceding year. The volume of the immigration movement was very heavy and the progress of settlement in Western Canada exceptionally rapid. From the standpoint of unrest in the labor market, which is usually an important factor in industrial conditions at this season, the record of the month was on the whole favorable, notwithstanding the large number of strikes reported in existence, the great majority of the disputes not affecting conditions outside of the establishments and persons immediately concerned. An index to the prevailing prosperity was the general upward tendency in the price of real estate, marked advances being reported from many sections of the country. Assessment returns published by a number of Ontario municipalities during May showed heavy increases in valuation and population.

GROCER GOT FOUR MONTHS.

(The Grocer, London, Eng.)

On Thursday week, at Middlesbrough-on-Tees, John Mardon, a well known Tees-side provision merchant, and an ex-councillor of the borough, was sentenced to four months' imprisonment for selling, in Middlesbrough market, margarine as best Danish butter. The prosecution was instituted by the Danish Government. Three previous convictions for similar offences were proved against Mardon.

TEA MAN OF RENOWN.

Wm. Hutchins, Montreal, Becomes Manager for Carter-Macy, Chicago.

To the majority of the jobbing tea and grocery trade of Canada the above portrait will not be unknown, as Mr. William Hutchins has for more than a quarter of a century been in the eye of tea merchants and a recognized authority in

Wm. Hutchins.

his trade. His recent appointment as manager of Carter, Macy & Co.'s Chicago business gives The Grocer occasion for a presentation to its readers of a sketch of the career of a tea authority. It is an especial pleasure for The Grocer to do this as a personal acquaintanceship of twenty-eight years allowed of ample opportunities for gauging his work and worth, and now that he has received such a responsible appointment with one of the largest tea houses, if not the largest tea people in the world, a few friendly words in departing are his due.

Mr. William Hutchins is of English descent, his father being rector of Horton, Northamptonshire. At an early age he came to Canada, securing employment in the tea importing house of Duncan & Forster, Montreal, then just commenced. By hard work, close attention to business and in the possession of a special aptitude for the tea trade, he worked his way up to the top and at the death of the late John Duncan he became senior partner of the firm of John Duncan & Co., one of Canada's largest tea houses, with a branch in Yokohama, large capital and unlimited credit. Mr. Hutchins is a tea man through and through and acquired a close knowledge of the business by several years' experience in the tea trade in China and Japan.

In 1896 Mr. Hutchins sold out to his partner, Mr. John Patterson, the present proprietor of John Duncan & Co., Montreal, and removed to London, Ont., where he had purchased the London Daily News. This venture after a hard struggle of eight years had to be given up and Mr. Hutchins "went broke," despite conscientious and hard work. On the winding up of the Daily News Mr. Hutchins took a position in Toronto looking after the tea department of one of the largest houses in the trade. His star, however, pointed to the tea brokerage line and after bettering himself in this branch in Hamilton he removed to his old and familiar field in Montreal. Here his work proved eminently successful and his familiar figure was welcomed by buyers. His appointment as manager of Carter, Macy & Co.'s Chicago house is a tangible appreciation by competent men of the merits of an authority.

NEW BOARD OF TRADE.

A board of trade has been organized at Cupar, Sask., with the following officers : Honorary president, W. R. Motherwell ; president, Mr. Thomas Baker ; vice-president, Mr. W. J. Swaisland ; secretary-treasurer, Mr. John Hubbs, jr. ; executive, Mr. J. C. McLaughlin, Dr. Stewart, Mr. L. E. Ellis, Mr. T. J. Shore and Mr. C. B. Smith.

TRAVELERS OF EUROPE.

At a three-day annual conference this month in Dublin, Ireland, of the United Kingdom Commercial Travelers' Association, it was resolved to take steps to initiate the formation of a European International Federation of Commercial Travelers.

MOVED TO LARGER QUARTERS

The Crown Manufacturing Co., Limited, have removed to larger and more central quarters at 9-11 Francis Street, and are now in a better position than ever to fill promptly all orders for their

Superior Hard-Boiled Confectionery

26 FLAVORS

The Crown Manufacturing Co., Limited

9-11 FRANCIS ST., TORONTO

TEXAS PEACHES
First car to arrive on this market. Stock is Fancy.

WATER MELONS
Fancy Florida stock. Ample supplies coming forward.

STRAWBERRIES
Very Fancy CANADIANS now arriving daily. Prices reasonable.

ORANGES
LEMONS
BANANAS
CHERRIES
EATING. Cooking.
GOOSEBERRIES
VEGETABLES
PINEAPPLES
CANTALOUPES

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St. TORONTO, CANADA

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Canadian Strawberry Crop in Full Swing—Vegetable Prices Declining to a Basis that makes Business—Fish Markets Busy—Good Supplies.

In all markets fruit is coming to its own and the harvest in Canada is well under way. The domestic vegetable season is starting in earnest and large shipments from the south continue to arrive, tending to put prices on a basis for much larger business. New potatoes declined noticeably within the week. The strawberry crop in Ontario is still said to be light, but raspberries, which will commence to arrive in a week or ten days, promise a big crop. In British Columbia the berries are a large crop, but have been injured by rain. California fruits are arriving on the Canadian markets in considerable quantities. California plums and peaches are a large crop but apricots are very scarce.

There is a good demand for fish and supplies seem equal to the occasion. Unusual heavy consumption is reported from the States and that market absorbs most of Canada's fresh fish.

WINNIPEG WANTS GOOD FRUIT.

W. C. Baker left Hamilton five years ago to push Ontario fruit on the Winnipeg market and in a letter from the Manitoba capital, dated June 5, to the Hamilton Spectator, he says:

Each year has shown an increased demand for our fruits, provided the quality and condition are good on arrival. Ontario growers must not get the idea that because no fruits are grown here, anything in the shape of fruit will sell. We have as fine a selection and continuous supply in this market as you will find in many of the Ontario cities, and I think sometimes better. We draw supplies from California, Oregon and other Southern States, together with British Columbia and Ontario. The Ontario fruits are preferred to the others for preserving purposes.

In selecting fruits for shipment care should be taken that they are of a uniform grade, and no rubbish, as it does not pay to pay heavy transportation charges on fruits of inferior quality. All baskets should be filled to a uniform weight, with a good face. Understand me by that I do not mean big ones on top and little ones at the bottom, which I am forced to admit is sometimes the case, but to be evenly placed in the basket so they do not crush, showing an even surface. I do not advise shipping on a commission basis, as that is usually done when there is an overplus on the home market, and the fruit probably reaches this market when not wanted, or may arrive in an off condition. Forced sales leave but little for shippers, often not paying transportation charges. Occasionally they may strike a good market, but doubt if the shipper is ahead at the end of the season by following that method. Would recommend selling on a quotation price, and to ship nothing but first-class fruit, carefully put up.

TOMATOES IN CUBA.

The growing of tomatoes for exportation to the United States is becoming the leading industry in Cuba for the Winter months. Some good varieties have been introduced, and wherever grown on a commercial scale, have proved profitable. Seed should be sown early in September if the tomatoes are wanted for the Christmas market.

MONTREAL MARKETS.

GREEN FRUIT—Good demand prevails in the green fruit market. Orders received are becoming larger as the Summer advances. Prices in some lines have reached a basis on which better trade can be done. Strawberries are now quoted from 9c. to 10c. Pineapples are lower this week by ten cents. Apples have advanced.

Messina blood oranges, half box	....	2 50
Late Valencia oranges, per box	....	5 50
Dates, per lb	....	0 04½
Bananas	1 75	2 25
Cocoanuts, per bag of 100	....	3 40
Pineapples	2 75	3 50
Apples	....	7 00
Lemons, per box	3 25	4 25
Jamaica oranges, per bbl	....	5 50
Egyptian onions, per 112-lb. bag	...	1 75
New strawberries, per small basket	0 09	0 10

VEGETABLES—Vegetables are in fairly good request. No special line is in particular demand, but there is a good trade generally. New potatoes have declined considerably since last week, and are now selling at $4. New beets are easier, and obtainable at $1.25 per dozen. Sales of cucumbers are numerous, although the price is still rather high. Tomatoes are selling quite freely in many quarters, while lettuce also controls a share of the trade.

Potatoes, per bag	0 95	1 00
Parsley, per doz. bunches	0 35	0 40
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	0 75
Southern cabbage, bbl. crates	....	2 00
Tomatoes, Florida	3 50	4 50
Red onions, brl	3 00	3 50
Turnips, bag	....	0 75
New turnips, per doz	....	1 50
Water cress, per doz	....	0 75
Leaf lettuce, per box, 4 doz	1 25	1 60
" per doz	0 30	0 40
Boston lettuce, per doz	0 50	0 75
Spinach, per bbl	....	2 00
Cucumbers, per doz	0 50	0 75
" per basket	....	2 00
New potatoes, per bbl	....	4 00
Carrots, per bag	0 75	1 25
New beets per doz	....	1 25
New carrots, per doz	....	0 50
Wax beans, per basket	....	2 50
Green beans, per basket	....	2 50
Canadian asparagus per doz	3 50	4 50

FISH—Dealers report a very good general business in fish at present. Gaspe salmon is worthy of note, owing to the very low prices at which it is selling—ten cents. Large quantities are arriving from the Gulf ports daily, but all is easily disposed of as the demand is good. Fresh halibut continues to arrive and an active trade is passing. Haddock and steak cod are plentiful, while the quality is all that could be desired. Although the weather is very warm for shipment of finnan haddies, dealers re- er. Texas and Mississippi tomatoes are arriving in large quantities but the consumption is heavy.

port their ability to handle the trade in a satisfactory manner.

Fresh haddock, express, per lb	0 04
Fresh steak cod " "	0 05
" halibut " "	0 08
" grass pike " "	0 06½
Lake trout " "	0 08½
Whitefish " "	0 08½
Weakfish " "	0 08
Brook trout " "	0 20
Dore, per lb. " "	0 08½
Gaspe salmon	0 10
Fresh mackerel	0 08
Medium boiled lobsters. "	0 12
Fresh frozen fish—	
B.C. salmon, per lb	0 08
Herring, large, per 100 fish	2 00
Smoked fish—	
New haddies, 15-lb. boxes, per lb	0 07
St. John bloaters, 100 in box, per box	1 00
Smoked herring, in small boxes, per box	0 12
" salmon, per lb	0 20
Oysters and Lobsters—	
Standards per imp gal	1 50
Oyster pails, pints, per 100	0 90
" " quarts, "	1 25
Prepared fish—	
Boneless cod, favorite, 1 and 2-lb. bricks	0 05½
" fish, 1 and 2-lb. bricks, per lb	0 04½
" fish, 25-lb. boxes, per lb	0 04
Skinless cod, 100-lb. cases, per case	6 00
Scotch cured herring, 25 lb. kits	1 00
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl	3 50
" " " per pail	0 80
" " salmon—	
" " " in bbls	12 50
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 00
" " half bbl	7 00
" mackerel, per pail	1 75
" large green cod, per lb	0 04
" medium, " "	0 03
" small, " "	0 02½

ONTARIO MARKETS.

GREEN FRUIT—The Ontario strawberry harvest is not yet at high tide, but there will be good supplies for two weeks. The crop is light and the demand is heavy even at the high prices. On Tuesday prices at the auctions were as low as 6c., but that is usual on account of Monday's extra picking. The raspberries will be in in a fortnight or ten days and will be a large crop. A very large crop of cherries is also expected. Plums are scarce. Melon prices are firm. California fruits, plums, apricots, cherries and peaches are arriving in large quantities for the first of July trade. Oranges are a little easier this week. Pines are not changed. Gooseberries are arriving.

Oranges, California navels, 96's to 76's	4 00	4 75
" late Valencias, 96's, 112's, 288's	5 00	6 00
" Mediterranean sweets, 96's to 250's	4 50	4 75
" Ovals, half boxes 80's 10's,	2 50	2 75
Lemons, Messina, 300's, 360's, per box	3 50	5 00
Limes, per crate		1 50
Apples, Spies XXX, per bbl	5 00	5 50
" XX, per bbl		4 00
" Baldwins, XXX, per bbl.		4 50
" " XX, per bbl		3 75
" other Winter varieties, XXX, per bbl		4 00
" " " XX, per bbl	3 00	3 50
" farmers', per bbl	2 00	3 00
Bananas, per bunch	1 25	2 25
Red bananas per bunch	2 20	2 25
Strawberries per quart box	0 07	0 12
Pineapples, Cubans 24's, 30's, 36's, per case	3 00	3 25
" Floridas, 24's to 36's	3 00	3 50
Cherries, California white heart, 20-lb. box	2 50	2 75
" Canadian, per basket	1 00	1 25
Gooseberries, per basket	0 85	1 25
Plums, California, per box	2 25	2 75
Apricots, " "	2 50	2 75
Peaches, " "	1 75	2 00
Watermellons	0 40	0 45
Cantalopes, per case		8 00

VEGETABLES—Heavy arrivals of southern vegetables and considerable supplies of Ontario products are keeping things active and getting prices down to a basis that largely increases consumption. During the week new potatoes dropped from $5 to $3.75 a barrel. Old potatoes remain firm at slightly advanced prices. There are still a few Delawares at $1.25, but they are practically off the market. Prince Edward Island Chenangoes are arriving and the price is $1.10. When cut they present a blue mottled appearance at one end but they cook well and are quoted in New York at $1 a bushel. Cabbage, peas, beans, beets and tomatoes are all cheap-

ORANGES

We have everything to be desired in Oranges for your Summer Trade. : : All High Class Fruit and a full range of sizes.

California Late Valencias
California Mediterranean Sweets
Messina Ovals in 1/2 Boxes

WHITE & CO., LIMITED
Toronto and Hamilton.

W. B. STRINGER **MONEY MAKERS** J. J. McCABE
HALF BOXES ORANGES
TRACUZZI'S "ST. NICHOLAS" OVALS
They sell fast and show a nice margin of profit. Write your wholesaler about them.
W. B. STRINGER & CO., - Sole Agents - Toronto

CAN STRAWBERRIES NOW
Pineapples, Bananas, Tomatoes, Cabbage, Cucumbers, etc.
THE F. T. JAMES COMPANY, Limited
76 Colborne St. 33 Church St. ***TORONTO*** *Wire, Phone, or Mail your Orders*

STRAWBERRIES—Now at their best. Give us your orders.
If you have any CHERRIES, BERRIES or other produce to market ship it to us if you want good results.
THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

PINEAPPLES
In Beautiful Condition. **18s, 24s, 30s, 36s and 42s.**
HUGH WALKER & SON
ESTABLISHED 1861 GUELPH, ONT.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF
CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**
Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.
REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.
TH. J. PSIMENOS,
4 Cullum St., E.C. LONDON, ENG.

MILK TEETH

Some makers of Jams, Jellies, etc., are in the milk teeth stage as regards the importance of Purity in eatables. Judging from their goods, Purity with them would appear to be the "All-Unimportant" thing. With E. D. Smith it is the **All-Important** thing.

For just this reason

"E.D.S." Brand

Jams, Jellies and Sealed Fruit in Glass

have gone to the front to stay.

"Made-in-Canada," guaranteed, fairly-priced—that's **E.D.S. Brand.**

My agents are W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

Potatoes, kiln dried sweet, bushel hamper		2 00
" Delaware, per bag		1 25
" Silver Dollar, per bag	1 05	1 15
" Ontario, per bag	1 00	1 15
New potatoes, Bermuda, per bbl		3 75
Onions, Egyptian, per sack 100-115 lbs		2 00
" Texas Bermuda, 50-lb. crates	1 15	1 25
" Bermuda, 50 lb crates		1 25
" green, per doz. bunches		0 12½
Cabbage, per crate	2 00	2 25
Wax and green beans, per bush. hamper		1 50
Green peas, imported		1 25
" Canadian per basket		0 60
Beets, new, per doz. bunches		0 30
Carrots, new, 5 to 6 doz. in box	2 25	2 50
" Canadian, per doz. bunches		9 60
Lettuce, per doz. bunches	0 25	0 30
Radish, per doz	0 20	0 25
Cucumbers large, per doz	1 25	1 50
" per hamper, 5 to 8 doz	1 75	2 50
Mushrooms, 1-lb. boxes, per lb		0 80
Asparagus, per doz. bunches	0 75	1 00
Beans, white, prime, bush		1 75
" hand-picked, bush		1 90
" Lima, per lb		0 07
Tomatoes, Texas, Mississippi, 4 basket crates	1 00	1 50
Rhubarb, 1 doz. bndls	0 2	0 25
Spinach, bush	0 25	0 40
Parsnips, per bag		0 75
Watercress, per doz. bunches		0 25
Egg plant, per doz		1 55
Peppers, green, per small basket	0 75	0 85
Parsley, per doz	0 20	0 25
Turnips, per bag		0 75
" new, per doz		0 35
Mint, per doz	0 15	0 20
Cauliflower, per doz	1 50	2 25

FISH—Prices are unchanged from last week and the supply continues good, but the demand is large.

Fresh hallibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb	0 09	0 10
Salmon trout, per lb	0 08	0 09
Oiscoes, per basket		1 25
Perch, per lb	0 05	0 06
Herring, large, per lb		0 08
" medium per lb		0 04
Brook trout, per lb		0 25
Pike, per lb	0 05	0 06
Blue fish, per lb		0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb		0 20

Manufacturers' Agents—Continued.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. ***Correspondence Solicited.***

214 PRINCESS STREET, - - WINNIPEG

SCOTT, BATHGATE CO., BROKERS AND COMMISSION MERCHANTS

COR. NOTRE DAME EAST AND VICTORIA STS.

WINNIPEG, CANADA

Storage and Warehousing a specialty. First-class facilities in a fully modern brick warehouse, centrally located on the railway track.

JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.

Uinon Bank Block, Rooms 722 and 723

Winnipeg, Man.

Open for good Agencies. Correspondence Solicited

JOHN A. CHEYNE

Wholesale Commission Broker and Manufacturers' Agent

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41 Bannatyne Ave., Winnipeg, Man.

W. A. TAYLOR

BROKER and WAREHOUSEMAN

243 Main Street

WINNIPEG, MAN.

HIGHEST REFERENCES

Winnipeg Storage

We make a specialty of storing and distributing car lots for

Eastern Shippers

Negotiable receipts issued

Low Insurance Rates reasonable

R. B. WISEMAN & CO.

WINNIPEG

Warehousemen and Distributing Agents. Best of references.

OWEN SOUND.

J. K. McLAUCHLAN

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound, - Canada

WINNIPEG.

GREEN FRUITS—The first cars of California peaches and plums arrived on the local market late last week. Wisconsin strawberries are arriving and are displacing the Hood River fruit. We quote as follows:

Wisconsin strawberries, 16 boxes to the case		3 00
California peaches, per case		2 25
" plums. "		2 50
" cherries "		2 75
Messina oranges, in half boxes, 80's to 100's		3 00
Cal. St. Michael oranges, 176's-250's, per box		5 00
" " " 288's-324's-360's "		5 00
" late Valencias, 126's, per box		5 00
" " 150's "		5 50
" " 176's "		6 00
Lemons, 300's and 360's "		7 00
Messina lemons, 300's "		6 00
Water melons, large size, per doz		6 00
Pineapples, 30's, per doz		2 50
" 24's "		2 75
" per case		5 00
Bananas, per bunch	2 75	3 25

VEGETABLES—

Onions, Egyptian, per lb		0 03
Cabbage, new, per lb		0 04
Rhubarb, per lb		0 02
Cucumbers, per doz		0 75
" per lb		0 03½
Texas tomatoes, 4 basket crate, per crate		3 00

G. C. WARREN

REGINA

Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.

Highest references and financial responsibility

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

NEW PACK NEW PACK NEW PACK

OF THE FAMOUS

Brunswick Brand SARDINES

Now is the time to send your order for—

¼ Oils, Sanitary Can, 100 tins to case
¼ Oils, Handmade Can, 100 "
¼ Mustard, 100 tins to case
¼ Tomato, 100 "
¾ Mustard, 50 "

TO

Connors Bros., Limited

Black's Harbour, N. B.

Season 1906

HORSE SHOE SALMON

Now in Store

TRADE MARK REGISTERED

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces

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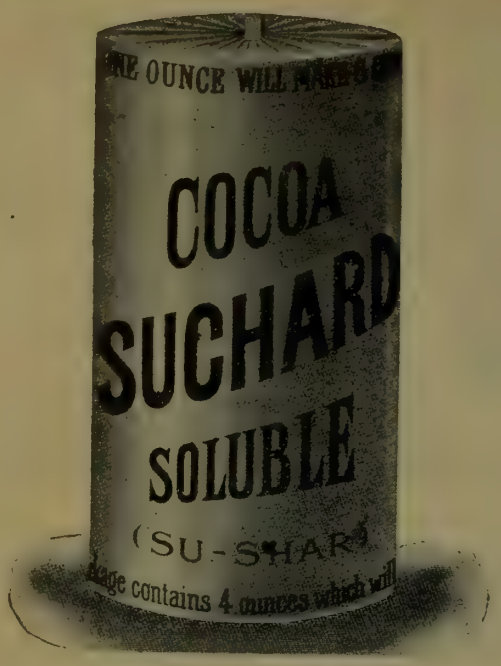
We are Offering

Mirimichi Fresh Salmon

at Twelve cents per pound

Write or wire us your order. All orders filled the same day as received.

W. S. LOGGIE CO., Ltd. - CHATHAM, N.B.



SUCHARD'S COCOA is the most delicious.
The flavor wins your favor and your customers.
We want your co-operation in its sale.
Write us for our proposition.

Frank L. Benedict & Co., Montreal

THE SUMMER SEASON

brings

A DEMAND FOR THE BEST

IN YOUR STORE

STEWART'S

Chocolates and Confections ARE THE BEST

PURE Materials.
Absolute Cleanliness.
Perfect finish.

New and beautiful packages for the Summer trade.

PRICES RIGHT

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA:
No better
Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S:
No better
Chocolate

The warm weather
has no effect upon
the sale of

MOTT'S Chocolate

"DIAMOND" and "ELITE"
brands are used by all who
have once tried them—

For Cooking and Eating
these Chocolates are unexcelled.

Every jobber sells them.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL
R. S. McINDOE, TORONTO
JOS. E. HUXLEY, WINNIPEG

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

BISCUITS AND CONFECTIONERY

Cold Storage for Chocolates—A Wonderfully Profitable Tree—High-Priced Candies a Luxury and Should be Well Displayed.

The Summer trade is now under way. Every up-to-date candy factory is equipped with cold storage which enables business in such perishable goods as chocolates to continue unabated.

If you keep these goods, make a specialty of it. Specializing is the way to success nowadays. Candies are a luxury, especially the higher priced goods, and must be shown attractively to get the trade.

HISTORY OF COCOA.

The term "cocoa," a corruption of Cacao, is almost universally used in English-speaking countries to designate the seeds of the small tropical tree known to botanists as theobroma cacao, from which a great variety of preparations under the name of cocoa and chocolate for eating and drinking are made. The name "chocolate" is nearly the same in most European languages, and is taken from the Mexican name of the drink "chocolatl" or "cacahuatl."

The Spaniards found chocolate in common use among the Mexicans at the time of the invasion under Cortez, in 1519, and it was introduced into Spain immediately after. The Mexicans not only used chocolate as a staple article of food, but they used the seeds of the cacao tree as a medium of exchange.

The manner of preparing it for drinking was long kept a secret by the Spaniards, who sold it at a high price to the wealthy classes. The first notice of its use in England appears in the Public Advertiser of June 16, 1657, which stated that "In Bishops street, in Queen's Head Alley, at a Frenchman's house, is an excellent West India drink, called chocolate, to be sold, where you may have it ready at any time; and also unmade, at reasonable rates." In the time of Charles II. the price of chocolate was 6s. 8d a pound—equivalent to $6 of purchasing power to-day. Had it not been for the monopoly Spain long possessed, which kept the price at a point where only the rich could afford to use it cocoa would probably have come into as general use as tea and coffee did later.

Cocoa and chocolate were first made in the United States in Dorchester, Mass., in 1765; and it is an interesting fact that the manufacture has been continued in the same place ever since and that it now represents one of the largest industries in the country.

An estimate of the world's production of crude cocoa in 1903 was 1,267,951,074 kilograms, or 279,532,420 lbs. The estimated consumption of crude cocoa in Europe and the United States in 1903 was 127,452,366 kilograms, or 280,981,486 lbs. The consumption in the United States in 1860 was only about three-fifths of an ounce for each inhabitant. In 1903 the consumption was over 12 ounces for each inhabitant. In 1903 the countries from which the main supplies of crude cocoa were drawn took rank as follows: Ecuador, San Thome, Brazil, Trinidad, Venezuela, San Domingo.

The countries consuming the largest amount of crude cocoa in 1903 took rank as follows: The United States, Germany, France, Great Britain, Holland, Spain. In 1893 the United States stood fifth in the list of consumers, and France had the first place.

The various kinds of cocoa may be placed in about the following order of merit: Finest caracas (called chaou) of Venezuela; the finest maracaibo (of which very little, if any, is produced of late years); the finest magdalena, of New Granada, of which the production is small and rarely exported; soconusco, from the state of that name in Mexico; Java, from the island of that name; the finest Guayaquils from Ecuador. The cocoas from Trinidad, Surinam, Granada, Para, Bahia and Africa, are classed as "good ordinaries."

A TREE OF MANY PRODUCTS.

The cocoanut palm is one of the most important economic trees of the world. Its fruit is a staple food either ripe or unripe, raw or prepared in various ways in many tropical countries. It is exported in large quantities to temperate climates, where the nuts are used in confectionery and for cake and dessert making. The oil, of which there is about 70 per cent. in the nuts, from which it is obtained by expression or heating in water, is largely used for making soap and candles and for food. It is white as lard and somewhat firmer. The central part of the stems of young cocoanut plants is used for food, as is also the terminal bud or "cabbage." A drink and a kind of sugar are made from the sap of the young spathes. The dried leaves are used for thatching, making baskets, mats, etc., and the petioles for oars. The wood in the lower portions of the trunks of old trees is commercially important under the name of "porcupine wood," which is used in cabinet-making, etc. The fibrous centres of old stems are used for cordage making and so also is the fibrous husk of the nuts, weighing often from one to two pounds when stripped off. This latter is widely used for making cocoanut matting. It is exceedingly durable. The cocoanut shell is used for drinking cups, bottles, etc., and for ornament when carved and polished. The fibre of the husks is used by florists as a moisture retaining medium in which to plunge potted plants and in which to propagate various seedlings and cuttings.

SUGAR CONSUMPTION.

The consumption of sugar in the British Isles has increased from 3 lbs. per head per year in 1705 to 90 lbs. in 1905. Australia holds the world's record with a per capita consumption of 105 lbs.

"Directed"
vs
"Misdirected" Biscuits

There's no room in your store for "misdirected" goods, and that doesn't mean so much sent to the wrong place as sent from the wrong place.

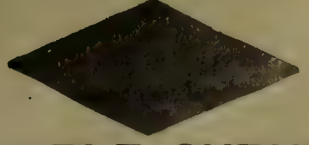
Some makers play with the oven and the biscuits are dried up. Others "pet" the oven and it allows too much moisture to stay in the biscuits.

The Mooney Men are trained "oven men." They are on good terms with the fire. They understand its every move. They never guess at anything.

Order

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

DIAMOND
Brand



MAPLE SYRUP
has that delicate flavor of New Sap Syrup direct from the bush. Try it.
ALL JOBBERS
Sugars Limited, Montreal

"ANTITIS PEPPER"

The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to
ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England
TRIAL ORDERS SOLICITED

JUDGE OUR GOODS BY OUR REGULAR PATRONAGE

There is a big host of people who wouldn't take any other Mince Meat but **"Nicholson's."**
They know it is cheaper than the bulk and more perfect in flavor.

What about
N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B. PUDDINE
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

Lowney's Cocoa is purely the choicest, highest cost, cocoa beans, ground to flour fineness, and **nothing else.**

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., - - - MONTREAL, CAN.

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address
Business Manager
THE CANADIAN GROCER
Montreal and Toronto.

BUY WHERE THE WISE ONES BUY

All "profit-hunting" grocers sell

SHIRRIFF'S FLAVORING ESSENCES

They know what they are doing and they know what we are making.

GET WISE!

MANUFACTURED BY
IMPERIAL EXTRACT CO.
TORONTO

GROCER!

Consider well before you place your order for Canned Fruits and Vegetables and secure a BRAND that you know is reliable.

QUEEN BRAND

has given excellent satisfaction for 15 years. PROOF, we have no old goods on hand when the New Pack begins.

ALWAYS NEW GOODS
to offer each year.

BUY "QUEEN" BRAND

and you will not take long to consider where you will place your order another season.

Belleville Canning Co.
BELLEVILLE, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

WHEN ASKED FOR

"some gelatine," your safest course is to supply

COX'S

It is so uniform in quality, so clear, so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

IT'S A MONEY MAKER
every time, but you will never know it if you never try it. Catalog tells all.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

UPTON

That is the name that stands for first quality in

Jams, Jellies

and

Orange Marmalade

Properly made and correctly labelled.

EPPS'S

GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

Absolutely the Most Reliable

brands put up

BORDEN'S

"Eagle" Condensed Milk and "Peerless" Evaporated Cream
(Unsweetened)

WILLIAM H. DUNN, - MONTREAL and TORONTO
Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

500

I have found a great many grocers who bought two or three hundred cigars from their wholesale grocer, confectioner or biscuit man, not standard lines, but anything that the house happened to have. Oh yes, they kept cigars, but they dried up on the shelf over the camphor drawer and they only handled perhaps 500 a year. No, they could not take Payne's offer because his minimum quantity was 1000—and their trade would never grow to that.

I want to get you started with my cigars, hence will send 500 assorted (some Pharaoh and some Pebble) express paid and money back at end of 3 months if cigars not satisfactory. I know if you get started with 500 your trade will grow, likewise your profits, and your next order will be for the 1000. Start now and get the summer trade.

J. BRUCE PAYNE, Limited, Mnfrs.

GRANBY, QUEBEC, CANADA

From all parts of the Dominion comes the verdict

T. & B.

is selling better than ever.

July and August are excellent months for a grocer to make his tobacco start. The tourist business is then at its height.

Don't let your profits be weighed in the balance and found wanting.

THE GEO. E. TUCKETT & SON CO., LIMITED

HAMILTON, CANADA

TOBACCO AND CIGARS

Change in the World's Tobacco Markets—Germans Come to the Front—Progress With Canadian Product—U. S. Consul's Comments.

The Empire Tobacco Co. have distributed $700 in prizes among the last season tobacco growers of Essex and Kent in amounts varying from $5 to $20. There were 52 winners. The company bought 2,000 odd crops last year, and in their letter to the winners say: "The quality and handling of the past crop was by far the best ever bought by this company and we feel that the prizes which we have given from time to time have been an important factor in bringing about such marked improvement."

GERMANS BOOST SUMATRA.

Take the American Lead in Rotterdam Sales.

A leading tobacco importer of America recently returned from Amsterdam and Rotterdam, said:

"As everyone knows, it is in Amsterdam and Rotterdam that almost the entire tobacco yield of the Island of Sumatra is sold, and at the bi-annual sales —or 'inscriptions,' as our Dutch friends style them—the buyers of the world congregate and bid for such lots as may take their fancy. This tobacco is serviceable only as a wrapper for cigars, but owing to its thinness and wonderfully elastic nature it is in great demand—especially in this country, where the duty on it is $1.85 per pound. Ever since its adoption by American cigar manufacturers American buyers have figured as the potent factor at the inscriptions; they practically fixed values and bought pretty well all that took their fancy. At the recent sales, in both Amsterdam and Rotterdam, which I attended, that condition of affairs was quite reversed. The continental buyers, the Germans in particular, were everywhere in evidence and purchased just what they wanted. So pronounced was American influence in previous years that the offerings were classified under two general heads—American goods and European goods. This classification has now been altogether discarded, and American buyers have to take their chances with their rivals, who are not so easily frightened by high prices as in former years.

"The immense demand that exists among German smokers—and of necessity among German cigar manufacturers as well—for light-colored cigars, has brought about this change. The cigar manufacturing industry has assumed enormous proportions in that country, and the demand being for light goods it, of course, has to be supplied irrespective of the cost of the raw material. It is now not uncommon to see German buyers paying even for second lengths of Sumatra as much as $2.80 per pound—a price that American importers never dreamed of offering. That one fact fully illustrates the great change that has come over those world-famous markets.

"Another element that contributes to the excessively high prices that have now to be paid is the relatively small quantities of light tobacco coming from Sumatra. It is for such goods that the great demand exists, and German competition for the high grades makes it impossible for American buyers to get the proportion which in past years was recognized almost as being theirs by right—that is, by right of their ability to pay higher prices than their continental rivals. That, however, is a thing of the past.

"The prices which Americans had to pay this year were enormously high and comparable only with those that ruled at the sales of 1893, the record year for high values. The new crop tobacco, however, is of better quality and color than any offered during the past five or six years, but its extra cost will certainly mean to the manufacturers of the country an extra 50 cents per thousand cigars. The average importations of Sumatra leaf during the past eight or ten years have been in the neighborhood of 35,000 bales for home and Canadian consumption, but this year it is safe to say the total will be from 5,000 to 10,000 bales more. So even if our continental rivals now claim their full share of the light grades which came our way they certainly have not deterred us from buying the quantity that we required."

TOBACCO GROWING POPULAR.

United States Consul Ifft, writing from Chatham, says:

"The farmers of Kent and Essex Counties are this year planting more tobacco than ever before in the history of tobacco raising in this section. This is due to several causes. The crop last year was very profitable. Many farmers who last year raised sugar beets for the Marine City, Mich., sugar factory, but who lost that market with the failure of the sugar company, are planting tobacco instead of beets. The Government's announcement of the establishment of an experimental tobacco farm in Essex has also stimulated interest. The growers themselves have been carrying on experimental operations for years, and believe themselves able to grow better tobacco this year than ever before."

JUDGMENT AND APPEAL.

Judgment has been awarded the W. H. Steele Co., of Toronto, in their suit against the American Tobacco Co. for

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

$160 rebate on cigarette purchases. The tobacco company tried to have the case transferred to Quebec but failed. They have appealed from the judgment.

WORLD'S TOBACCO CROP.

The tobacco crop of the world in 1903, the latest figures available, was 2,205,174,000 lbs. It was grown as follows:

Countries.	1903-lbs.
United States	815,972,000
Porto Rico	5,000,000
Canada	10,423,000
Mexico	20,000,000
Cuba	37,700,000
Brazil	55,000,000
Total America	944,095,000
Total Europe	524,277,000
Total Asia	713,316,000
Total Africa	22,740,000
Total Australia	746,000
Grand total	2,205,174,000

British India came second to the United States with 441,000,000 lbs. grown on nearly a million acres. Russia grew 174,000,000 and Hungary, 134,567,000 lbs.

The American Tobacco Company, Montreal, have taken out permits for four buildings in Montreal to cost $110,000. The new structures are designed for additions to their factory.

TRAVELERS' OFFICERS.

The following officers were elected at the thirteenth annual grand council of the United Commercial Travelers Association of Minnesota, Dakotas, Manitoba, Alberta and Saskatchewan, held at Albert Lea, Minn.: Grand counsellor, H. J. McGarvey, Huron, S.D.; junior grand counsellor, C. A. Van Dever, Minneapolis; grand past counsellor, Walter G. Jacobs, Aberdeen; secretary, J. M. Dresser, St. Paul; treasurer, E. C. Walters, Minneapolis; grand conductor, C. W. Sutton, Duluth; page, F. J. C. Cox, Winnipeg; sentinel, James F. Ells, Minneapolis.

FREIGHTS AND CHARTERS

Shipping Business not Active—Two New Turbiners for the Allans—New Navigation Company for the St. Lawrence—Lachine Canal Blocked Two Days.

Export shipping business lately has not been very good. Trade is dull owing to existing market conditions. Hogs being so scarce renders impossible the profitable export of meat. Prices here better than those obtainable elsewhere and packers are holding their products for sale in this country. Butter and cheese are not being shipped in large quantities. Market prices are too high for the carrying on of a good export business.

Since last week there has been one change in the freight quotations. This is a reduction in flour to Glasgow.

Export trade has been considerably retarded through the blocking of traffic in the Lachine Canal. A coal barge sank on June 21 and lay at the bottom of the canal until the next evening, blocking all traffic for the two days. The trade was much disturbed as considerable cargo, such as grain, for the regular boats is shipped to Montreal by this route.

A report reached Montreal from Glasgow to the effect that the Allan line is about to develop the American trade and with this end in view has placed contracts in Glasgow for the building of two new turbiners larger than the Virginian and the Victorian. This report has not been confirmed in Montreal, and nothing will be stated until the return of Mr. Hugh Allan from Liverpool. It is generally thought, however, that there is something in the rumor.

On June 22 the Melville, of the Elder-Dempster South African line, reached Montreal. She came from South African ports by way of the Barbadoes. Her cargo, some of which was discharged at Quebec, consisted of sugar and molasses. After discharging this cargo, the boat loaded with general lines, including considerable flour, and left for South African ports.

The Athenia, of the Donaldson line, sailed June 21 for Glasgow, carrying a general cargo.

The Devona, of the Thompson line, arrived in Montreal with a cargo from Shields the same day.

In shipping circles there is a report current to the effect that a new navigation company with a capital of $500,000 is about to be formed to carry on a passenger and freight trade along the upper St. Lawrence. Nothing definite has yet been announced.

The Carthagenian, of the Allan line, sailed on June 23 for Havre and London, carrying a cargo of wheat. This is the first trip of this boat on the Havre-London service. The Allan line is paying particular attention to the development of trade at present, and it is not improbable that next year such boats as the Ionian and Tunisian will call at Havre.

The Empress of Britain sailed from Quebec for Liverpool June 23.

With a cargo of butter and cheese, the Manxman, of the Dominion line, left Montreal for Avonmouth June 23.

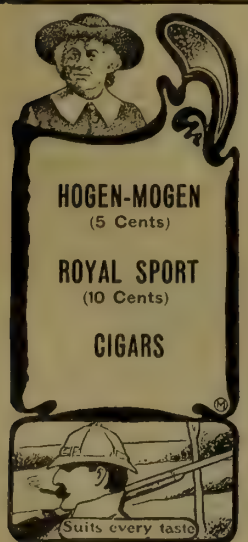
The Elder-Dempster liner Dahomey sailed June 22 with a general cargo for Nassau and Cuban and Mexican ports.

ADVICE ABOUT FERTILIZERS.

The Inland Revenue Department's bulletin for 1906 on fertilizers states that samples of 153 fertilizers to be offered for sale in Canada have according to the law been sent for analysis. Last year the number was 120 and the year before 111.

Chief Analyst Thos. Macfarlane says: "There seem to be good grounds for believing that the number of fertilizers of low price is on the increase, and it would appear necessary to call the attention of the farmer to the consideration that the fertilizing constituents in these are likely to cost him more than in fertilizers of a higher grade. He should be also advised to avoid those brands which have less that 2 per cent. of ammonia or potash. These percentages are too low in cases where such ingredients are required, and where they are not needed it is useless to purchase them. It is a waste of money to buy nitrogen or potash in fertilizers containing less than one per cent. of these ingredients."

Copies of the bulletin may be had upon application to the department at Ottawa.



HOGEN-MOGEN and ROYAL SPORT Cigars are Proven Values.

Place your business, grocers, where it will yield results.
An order is the surest way to success.
It's worth a trial.

The SHERBROOKE CIGAR CO.
SHERBROOKE, P.Q.

GOOD STOREKEEPING

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

ROYAL BAKING POWDER CO., NEW YORK.

Make it YOUR Leader

There are some products that r· ·ire constant pushing to make them go, but there are other· that move so fast they almost pull the dealer after them. Every wide-awake grocer likes to handle goods of this last-named class because they mean sure profits with little or no effort. A leader in this class is

Quaker Rice
(Puffed)

It very nearly sells itself. All that we have said about Quaker Rice as a trade winner, all that we have predicted about its great and continued popularity, is more than confirmed by our sale· record. Quaker Rice is a substantial food which can be easily made into many delightful confections. Once the people taste it they can't resist eating it. This is the only product of its kind; therefore, will soon be the fastest selling of all cereal foods.

Order from your jobber.

THE AMERICAN CEREAL COMPANY
PETERBOROUGH, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

June 28, 1906.

Baking Powder.

Cook's Friend—	Per doz
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

Ocean Baking Powder,	Per doz.
¼ lb., 4 doz.	$0 45
½ lb., 5 doz.	0 90
1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz
Reckitt's Zebra paste, ¼-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD

	Per Gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 05
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's $4 40
5-case lots. 4 30
Canada Flakes, "Jumbo" case, 24/25's 4 90
Canada Flakes, "Jumbo" 5-case lots. 4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	0 30
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins,	4½ doz. to case	per doz.,
1 "	1 "	$ .90
½ "	2 "	2.40
¼ "	1 "	4.75
		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

	Per lb.
Elite, ½s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ¼'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's.	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	

Sweet chocolate powder—

5-lb. tins, 10 tins in case 25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 28c

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 30c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 28c.
100 2-cent pieces in box, each $1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box $1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins. 26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins. 25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs. 25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs 22c.
6-lb. " 12 " " ½-lb. " 22c.

Gold Medal chocolate powder—

5 lb. tins, 10 tins in case 36c.
10 lb. tins, 10 tins in case 33c.

XXXX chocolate powder

5-lb. tins, 10 tins in case 35c.
10-lb. tins, 10 tins case 25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb,
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

"Batger's"

Lemon Squash, & Lime Juice Cordial

When your customers come in and ask for a ***Good Summer Drink*** sell them ***Batger's*** Lemon Squash or Lime Juice Cordial——They give the satisfaction that brings repeat orders——***No Sugar Required,*** but just add water. Very ***handy*** and ***economical.*** Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme
Montreal and Toronto

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

Braid's Best Coffee
IS THE BEST

We don't want you to judge it by what we claim for it, but by actual test.

Give it a trial
It sells on merit

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes o 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz
Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 06½
7 and 14-lb. wood pails, per lb.	0 06½
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 06½
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 45 1 60
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate, per lb.	0 09

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 08½
½-bbls.	0 09½
Tubs	0 09½
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09½
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 4c
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard

COLMAN'S OR KEEN'S.

D.S.F., 4lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06½
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. ROBER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 8-lb. "	0 06½
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel, per box	1 25 to 2 50

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

WOOD'S COFFEES

Ask the man who sells them, Ask the man who drinks them

For the points that demonstrate the value of

WOOD'S COFFEES

They bring money and peace to the Grocer.
They bring satisfaction and delight to the Drinker.

All tastes are gratified in the pure and uniform varieties of superior goods that comprise our numerous lines.

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL.

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—

Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—

1-lb. packages, boxes 40 lb.	0 05½

No. 1 Brantford Prepared Corn—

1-lb. packages, boxes 40 lb.	0 07

Crystal Maize Corn Starch—

1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

Packed in cases of 56 lbs. each (cases free)

No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	6½c.

Blue, white or assorted.

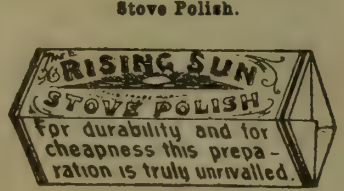
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'s PKGS.

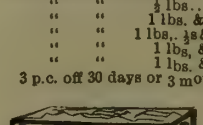
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 80 ½-lb. } 30 1-lb. }	0 35
" " 120 ¼-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s.	$ 0 35	$0 50
Blue Label, 1-lb. and ½s.	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$	
" II 40-lb. boxes		
" III 80-lb. boxes		
EMD AAA Japan, 40 lb "at		
" AA " 40 "		
Blue Jay, basket fired Japan, 70 lbs.,		
"Condor" IV 80-lb. "		
" V 80-lb. "		
" XXXX 80-lb. boxes		
" XXXX 30-lb. "		
" XXX 80-lb. "		
" XXX 30-lb. "		
" XX 80-lb. "		
" XX 30-lb. "		
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½	

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No 4 "	0 20
No. 5 "	0 17½

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 48
" Amber, 3s. and 3s.	0 60
" Ivy, 7s.	0 60
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal.	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

oyal yeast, 3 doz. 5c. pkgs. in case	$1 65
Gillett's cream yeast, 3 doz	1 05

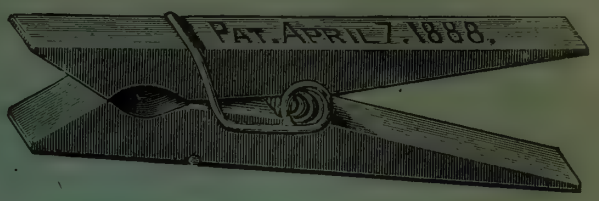
WARNING!

Crescent BM&Co. Brand
TRADE MARK.

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL



Dominion Spring Clothes Pin

The Dominion Spring Clothes Pin is the finest and most durable clothes pin manufactured, made of hard wood, with a strong galvanized spring, which holds the clothes to the line so tightly that the wind is powerless to blow them off. If you have not already handled them place an order with your jobber. You will experience no difficulty in placing large quantities. Packed two gross in a wooden box, twenty-five boxes in a case.

WHOLESALE SELLING AGENT

J. H. HANSON

422 and 424 St. Paul St. MONTREAL

TEA HINTS
FOR RETAILERS
By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages : Cloth.
Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

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